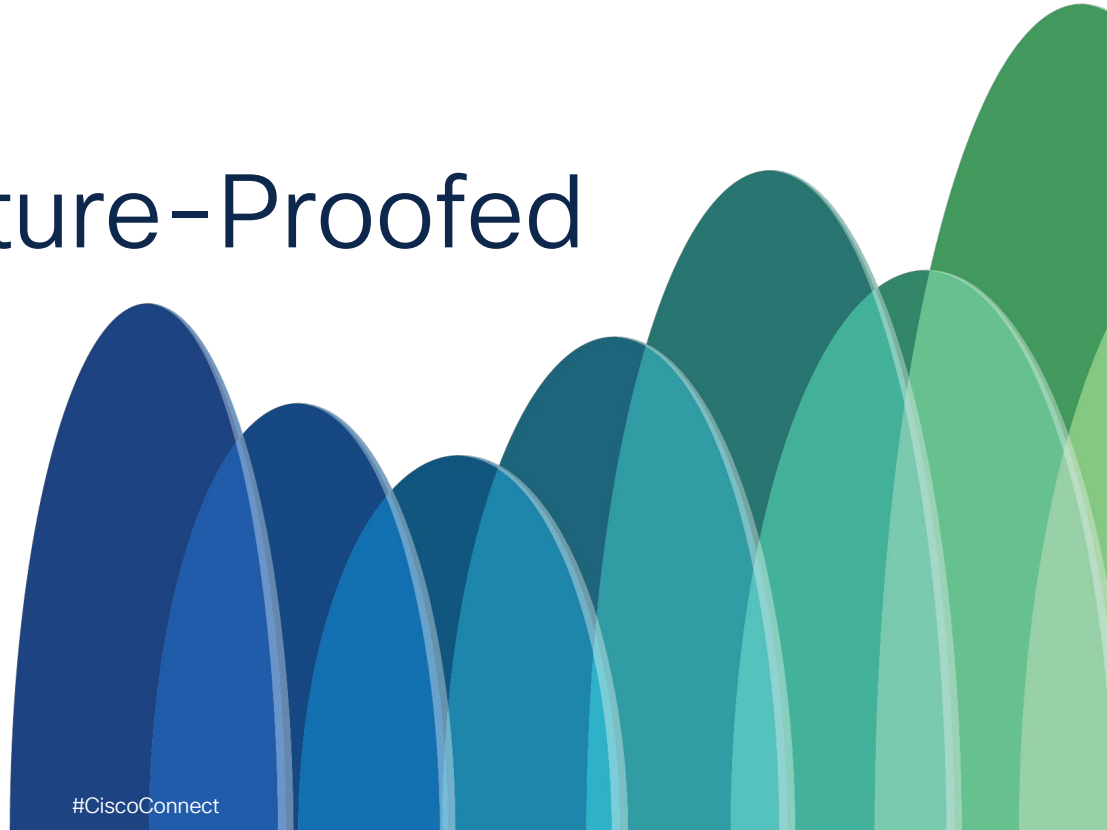
Building the Future-Proofed Workplace

Courtney Elling, Account Executive

Ryan Casey, Solutions Engineer

Future-Proofed Workplaces for Real Estate

cisco Connect



Agenda

- Introductions
- Cisco's Journey to Future-Proofed Workplaces
- Intelligent Ready Building Framework
- Call to Action

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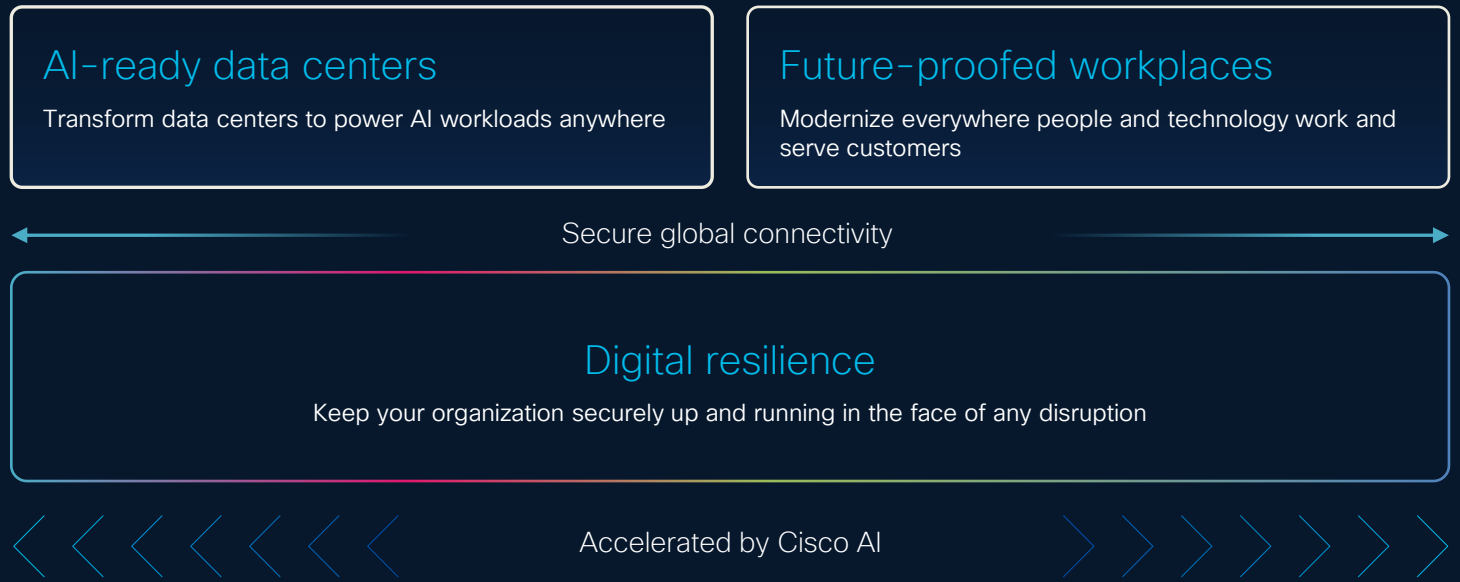
Cisco powers how people and technology work together across the physical and digital worlds



Modernize everywhere people and technology work and serve customers

Campuses, branches, factories, homes, cars, hospitals, stadiums, hotels, and beyond

Secure campus and branch networking

Connect users and devices securely with a broad, flexible portfolio of solutions with security embedded from the start

Smart building technology

Transform devices on your network into sensors for better intelligence and control of physical spaces

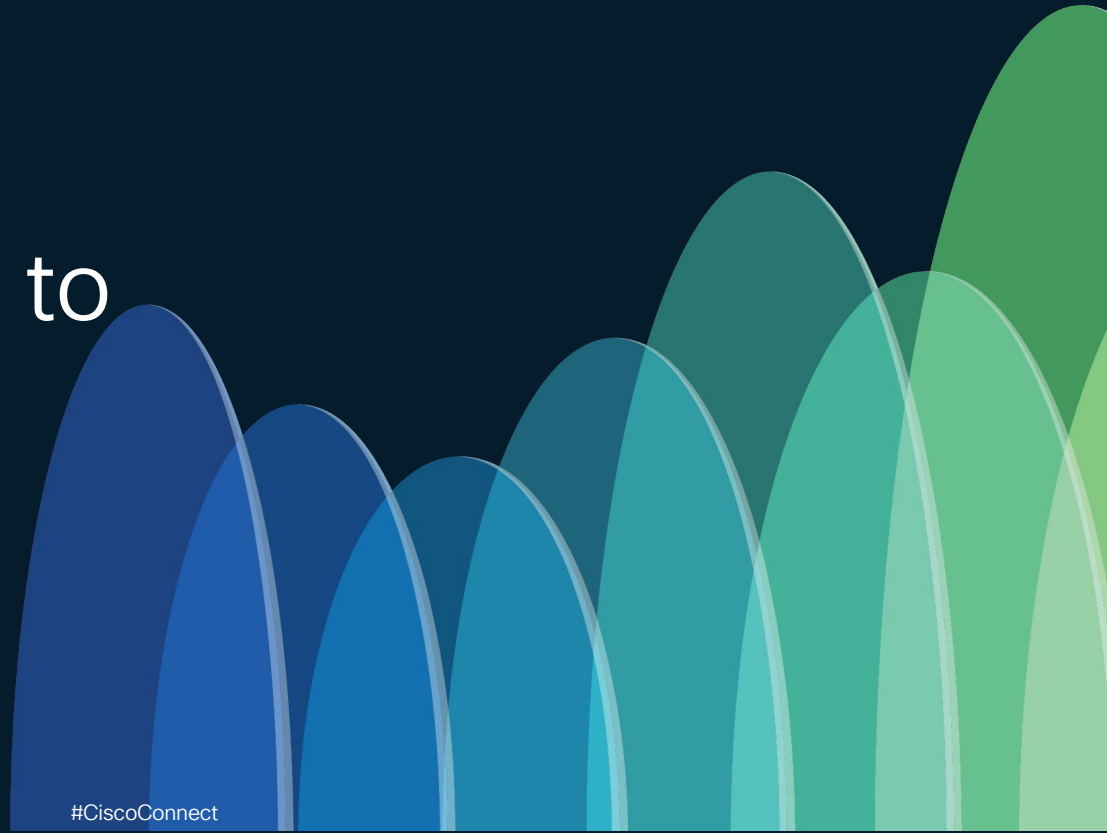
Collaboration devices and software

Enable people to collaborate and connect effectively anywhere, delivering exceptional employee and customer experiences

User protection

Protect users everywhere they work with frictionless zero-trust secure access and layered security

Cisco's Journey to Future-Proofed Workplaces



cisco Connect

#CiscoConnect

CISCO

DEMOGRAPHICS

319 OFFICES

81 COUNTRIES

83k EMPLOYEES

$1B ANNUAL REAL ESTATE SPEND

cisco Connect

DEMOGRAPHICS

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REAL ESTATE (FT^2)

17M CURRENT

27M HIGH WATER MARK (2013)

14M TARGET

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Before Renovations and Relocations

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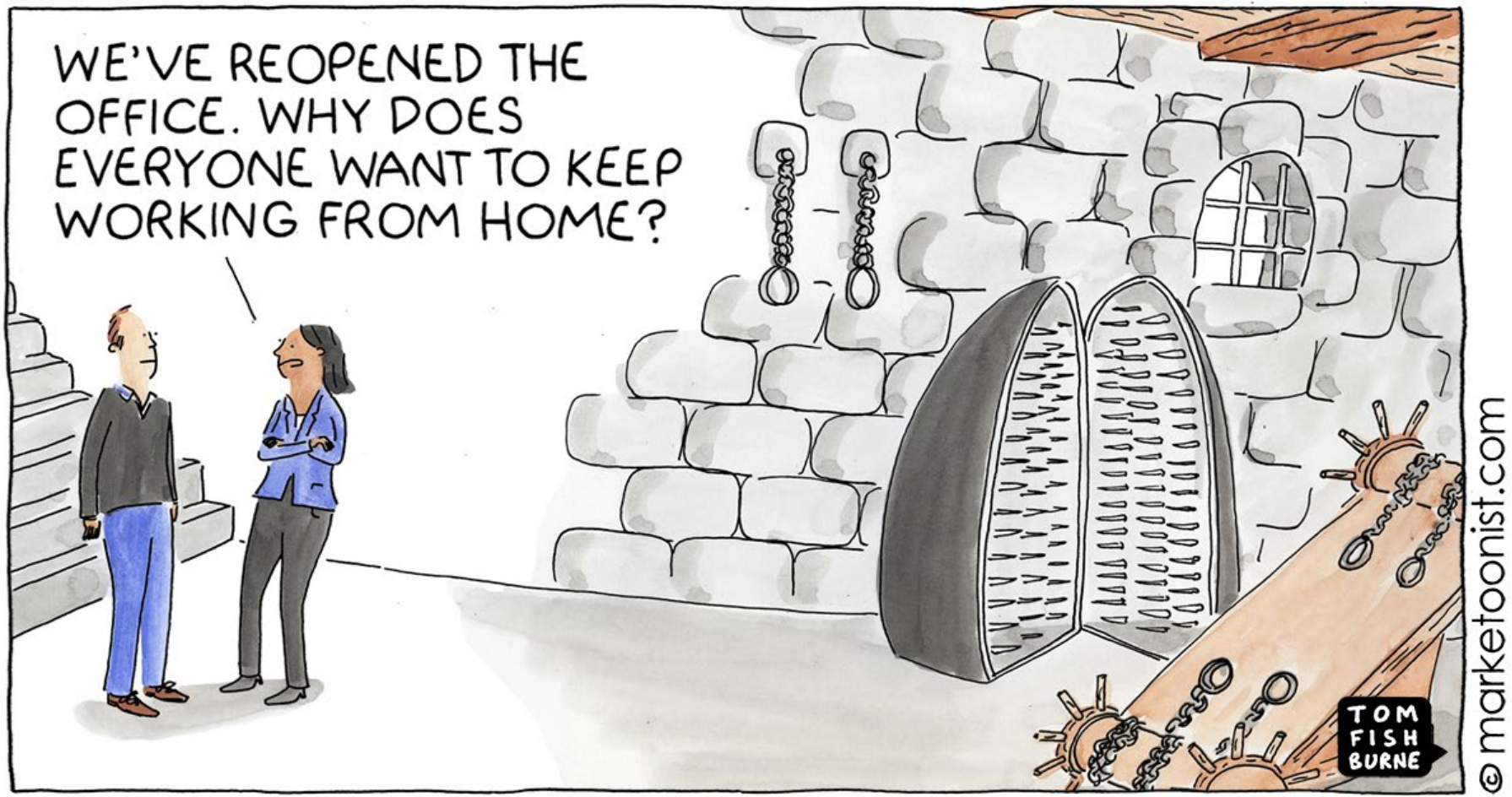
WE'VE REOPENED THE OFFICE. WHY DOES EVERYONE WANT TO KEEP WORKING FROM HOME?
TOM FISH BURNE
© marketoonist.com

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TRANSFORMATION PILLARS

DIVEST TO INVEST

SITE MODERNIZATION

INTENTIONAL USE OF SPACE

LAB OPTIMIZATION

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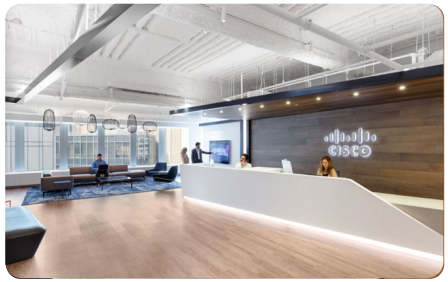
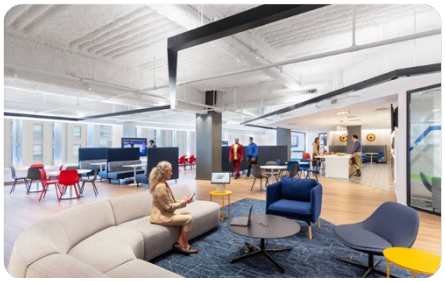
Offices with Purpose





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There are multiple paths to hybrid

Refresh — Transform

Room Refresh

Workspace Refresh

New Construction

Workplace Restack

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COLLABORATION MODALITIES

- INFORMATION SHARING
- DECISION MAKING
- BRAINSTORMING & IDEATION
- TEAM BUILDING

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Understanding intent

Information Sharing

Decision-making

Brainstorming/
Ideation

Team Building

Brainstorming

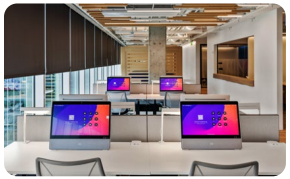
Information Sharing

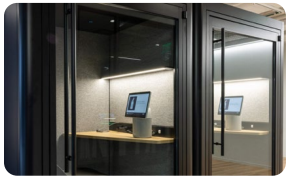
Decision-making

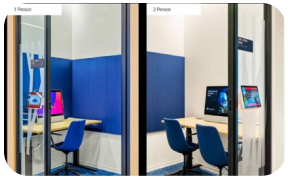
Team Building

Small Group Collaboration

Cisco Collaboration Space Standards







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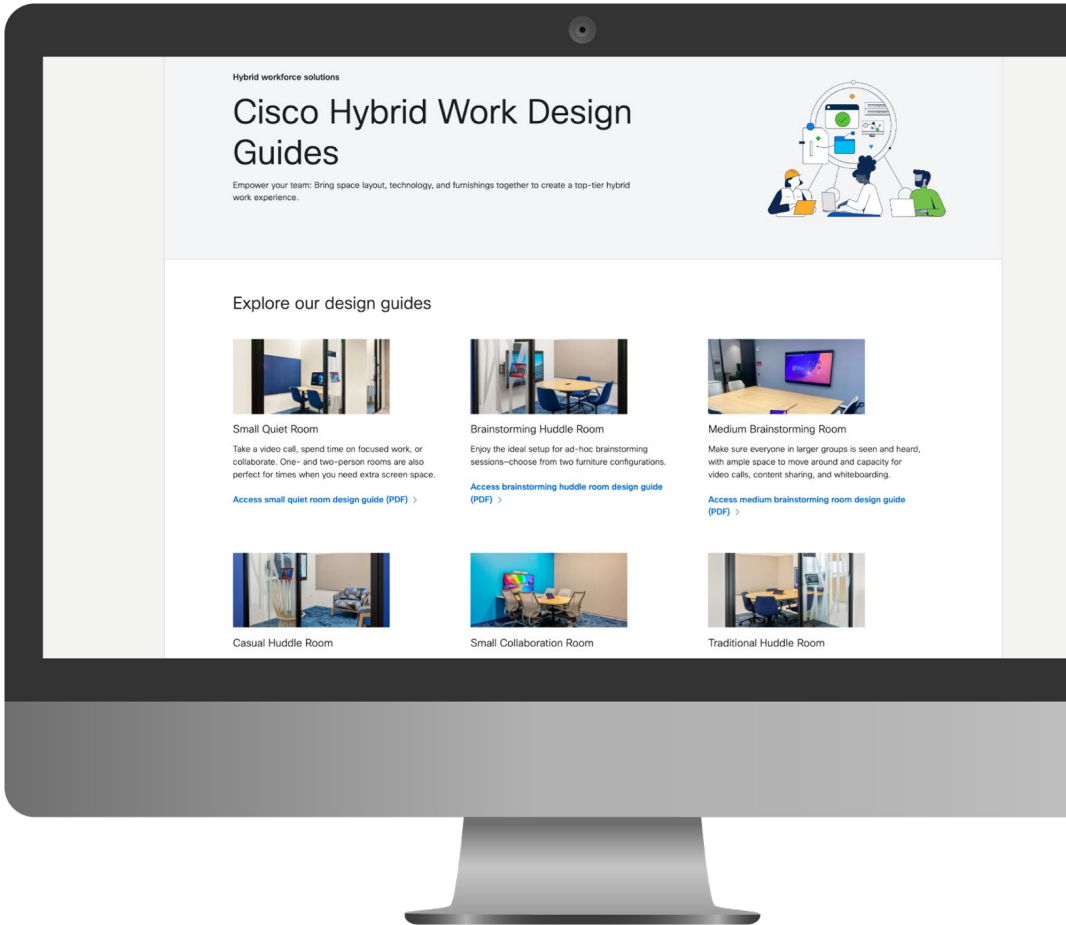
Design Guides available on Cisco.com

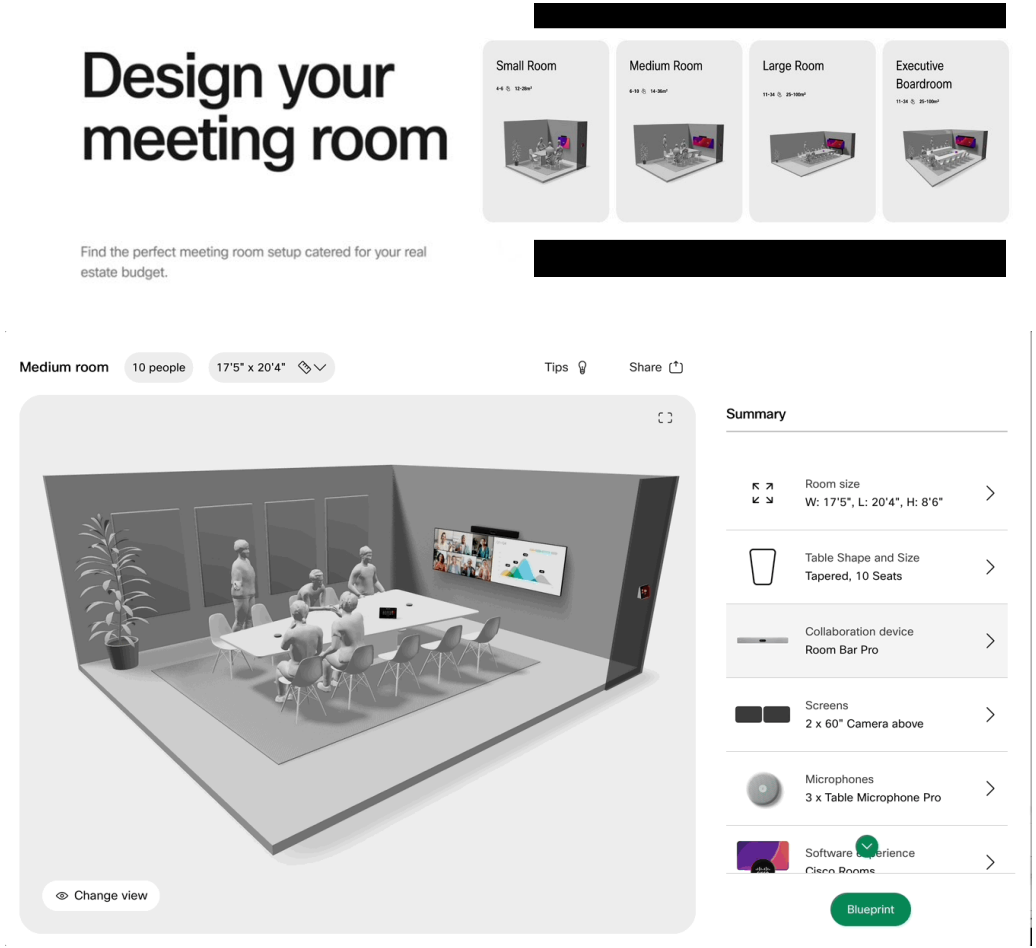


Workspace Designer

Take meeting rooms from inspiration to reality

- Guided experience to design your own custom meeting room
- Preview your final design from every angle with tips for confidence
- Detailed Audio, Camera, Screen Size, Table and Room Size evaluation including remote camera view
- Seamlessly save and share everything you want for customer presentations

https://www.webex.com/us/en/workspaces/workspace-designer.html



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SUPPORT HYBRID WORK

	PRE-HYBRID WORK	HYBRID WORK
INDIVIDUAL SPACE	70%	30%
COLLAB SPACE	30%	70%

TARGET SPACE BREAKDOWN

55%	35%	10%
COLLAB SEATING	FLEX SEATING	HOT DESKS + TOUCHDOWNS

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Focused

10%

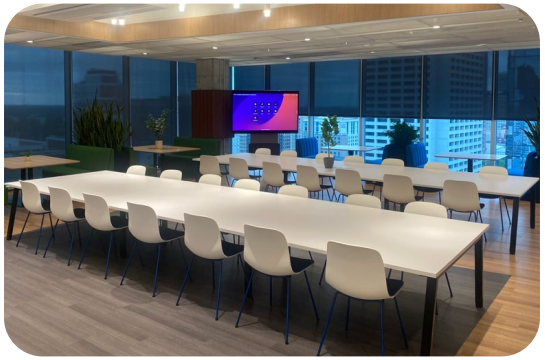
Collaboration

cisco Connect

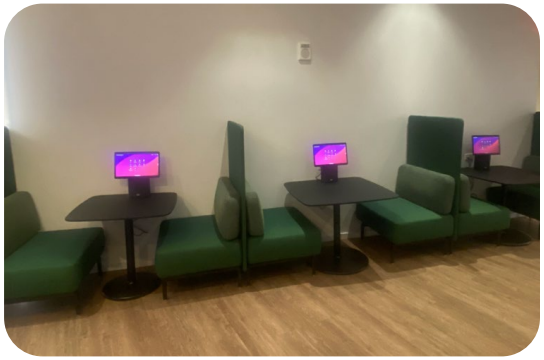
Flex Space

35%

Community Tables



Community Lounge



Banquettes

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	AD HOC	BOOKABLE
VIDEO ENABLED COLLAB SPACES	80%	20%
VIDEO ENABLED HOT DESKS	100%	0%

cisco Connect

Enable ad-hoc usage

Hot desking vs. Hoteling

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PERSONAL OFFICES

COLLAB SPACES VIDEO ENABLED 100%

cisco Connect

A device for every space and place

Cisco Room Bar

Cisco Room Bar Pro

Cisco Room Kit EQ

Cisco Board Pro G2

Cisco Room Kit EQX

Desk Phone 9800 Series

Desk Mini

Desk

Desk Pro

cisco Connect

'Video enabled' requires more than a camera and monitor

Sensors

Advanced people detecting and environmental sensors.

Network agents

Get to the bottom of any issue with ThousandEyes agents on devices.

Digital signage

Display custom content on your devices to enhance employee experience.

Wayfinding & Room Booking

Interactive wayfinding and indoor positioning. Find and book meeting rooms.

Room Integrations

The Cisco devices ecosystem of partners, ISVs, and developers helps you create seamless workflows.

Interoperability

Join any Webex, Microsoft Teams, Google Meet, or Zoom meeting with the touch of a button.

Management

One dashboard to manage everything.

Whiteboarding

Ideate and collaborate with advanced whiteboarding capabilities.

Content sharing

Share wired or wireless. Use the Webex app, AirPlay or Miracast.

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PERSONAL OFFICES

COLLAB SPACES VIDEO ENABLED 100%

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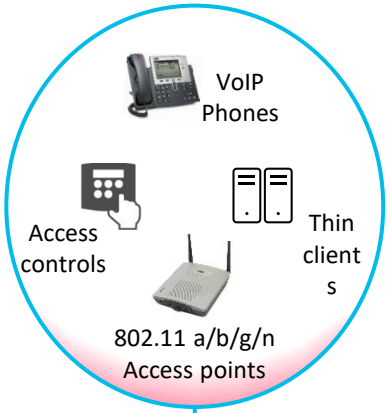
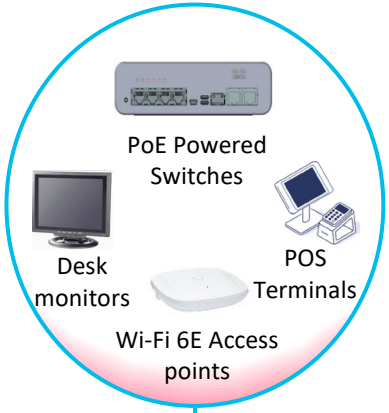
CORPORATE SUSTAINABILITY

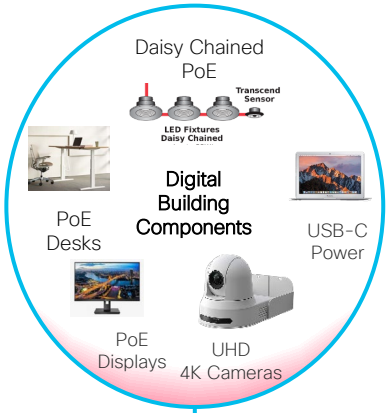
CISCO NET ZERO GOAL BY YEAR 2040

BASE ARCHITECTURE (lighting, shading, environmental controls, IoT Sensors) 100% PoE

90 Watts PoE Evolution







2003

PoE
(15.4 Watts)

PoE Type 1 (IEEE 802.3af)
Power Over Cable: 2 Pair

2009

PoE+
(30 Watts)

PoE Type 2 (IEEE 802.3at)
Power Over Cable: 2 Pair

2011

UPoE
(60 Watts)

PoE Type 3 (IEEE 802.3bt)
2 pairs class0-4, 4 pairs class5-6

2018

UPoE+
(90 Watts)

PoE Type 4 (IEEE 802.3bt)
4 pairs class7-8

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CISCO Connect

CORPORATE SUSTAINABILITY

CISCO NET ZERO GOAL BY YEAR 2040

BASE ARCHITECTURE (lighting, shading, environmental controls, IoT Sensors) 100% PoE

PoE DESKS

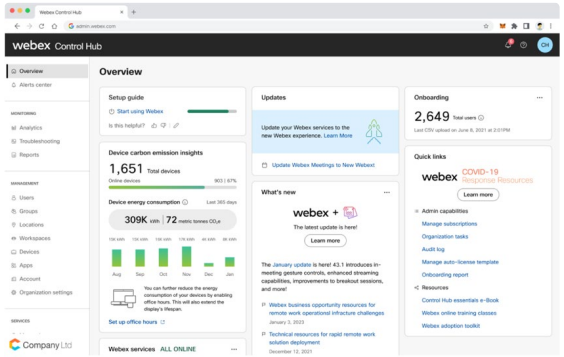
PUBLIC TRANSPORT

SUSTAINABLY SOURCED MATERIALS

CLEAN DESK POLICY

DC MICROGRID

Cisco Devices
Contributing to meeting sustainability goals



Carbon Emission Insights, providing reporting and recommendations

Cisco Devices: designed with circularity

Product Take Back and Reuse Program, Free removal and transport of end of use technology

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cisco Connect

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EMPLOYEE HEALTH & WELLNESS

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# PERSONAL OFFICES	✗	
COLLAB SPACES VIDEO ENABLED	100%	

cisco Connect

CORPORATE SUSTAINABILITY

CISCO NET ZERO GOAL BY YEAR: 2040

BASE ARCHITECTURE (lighting, shading, environmental controls, IoT Sensors): 100% PoE

U.S. GREEN BUILDING COUNCIL LEED USGBC

PoE DESKS

Reduce Your Carbon Footprint

PUBLIC TRANSPORT

CO² FOOTPRINT

SUSTAINABLY SOURCED MATERIALS

CLEAN DESK POLICY

DC MICROGRID

EMPLOYEE HEALTH & WELLNESS

- MAXIMIZE NATURAL DAYLIGHT
- THERMAL COMFORT
- MEASURE & DISPLAY AIR QUALITY (AIR QUALITY INDEX)
- HEALTHY SNACKS
- LIVING WALL & NATIVE PLANTS
- SIT / STAND DESKS
- REFLECTION & GAME ROOMS
- DIGITAL SIGNAGE & ALERTS (APPSPACE)

THE WELL BUILDING STANDARD™

SEVEN CONCEPTS FOR HEALTHIER BUILDINGS

AIR · WATER · NOURISHMENT · LIGHT · FITNESS · COMFORT · MIND

Welcome to Cisco
Today Room Utilized: Very Low (0.00 hr)
Ambient Temperature: 22.6°C | 72.7°F
Ambient Humidity: 23%
Air Quality: Good - Good Air Quality (2.4)
Room available all day
07:33

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REAL ESTATE (FT²)

17M	CURRENT
27M	HIGH WATER MARK (2013)
14M	TARGET

TRANSFORMATION PILLARS

- DIVEST TO INVEST
- SITE MODERNIZATION
- INTENTIONAL USE OF SPACE
- LAB OPTIMIZATION

NEWEST OFFICES

2019	SG	SINGAPORE
2021	US	CHICAGO
2022	US	NEW YORK
2022	ZA	JOHANNESBURG
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2025	GB	LONDON
IN PROGRESS	US	AUSTIN & DC
IN PROGRESS	JP	TOKYO

COLLABORATION MODALITIES

- INFORMATION SHARING
- DECISION MAKING
- BRAINSTORMING & IDEATION
- TEAM BUILDING

SUPPORT HYBRID WORK

	PRE-HYBRID	HYBRID
INDIVIDUAL SPACE	70%	30%
COLLAB SPACE	30%	70%

TARGET SPACE BREAKDOWN

COLLAB SEATING	FLEX SEATING	HOT DESKS + TOUCHDOWNS
55%	35%	10%

	AD HOC	BOOKABLE
VIDEO ENABLED COLLAB SPACES	80%	20%
VIDEO ENABLED HOT DESKS	100%	0%

PERSONAL OFFICES

COLLAB SPACES VIDEO ENABLED 100%

cisco Connected

CORPORATE SUSTAINABILITY

CISCO NET ZERO GOAL BY YEAR 2040

BASE ARCHITECTURE (lighting, shading, environmental controls, IoT Sensors) 100% PoE

PoE DESKS

PUBLIC TRANSPORT

REDUCED EMBODIED CARBON

SUSTAINABLY SOURCED MATERIALS

CLEAN DESK POLICY

DC MICROGRID

EMPLOYEE HEALTH & WELLNESS

MAXIMIZE NATURAL DAYLIGHT

THERMAL COMFORT

MEASURE & DISPLAY AIR QUALITY

HEALTHY SNACKS

LIVING WALL & NATIVE PLANTS

SIT / STAND DESKS

REFLECTION & GAME ROOMS

DIGITAL SIGNAGE & ALERTS (APPSPACE)

THE WELL BUILDING STANDARD™

SEVEN CONCEPTS FOR HEALTHIER BUILDINGS

AIR · WATER · NOURISHMENT · LIGHT · FITNESS · COMFORT · MIND

DIGITIZE CISCO REAL ESTATE

How do you MEASURE how your workplace is performing?

DEMOGRAPHICS

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81	COUNTRIES
83k	EMPLOYEES
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cisco Conference

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DATA POINTS BEING HARVESTED THOUSANDS! (NYC – 5k, ATL – 8k)

SENSORS & CAMERAS

COLLAB TECHNOLOGY

ACCESS POINTS

Collaboration devices are an extension of the network

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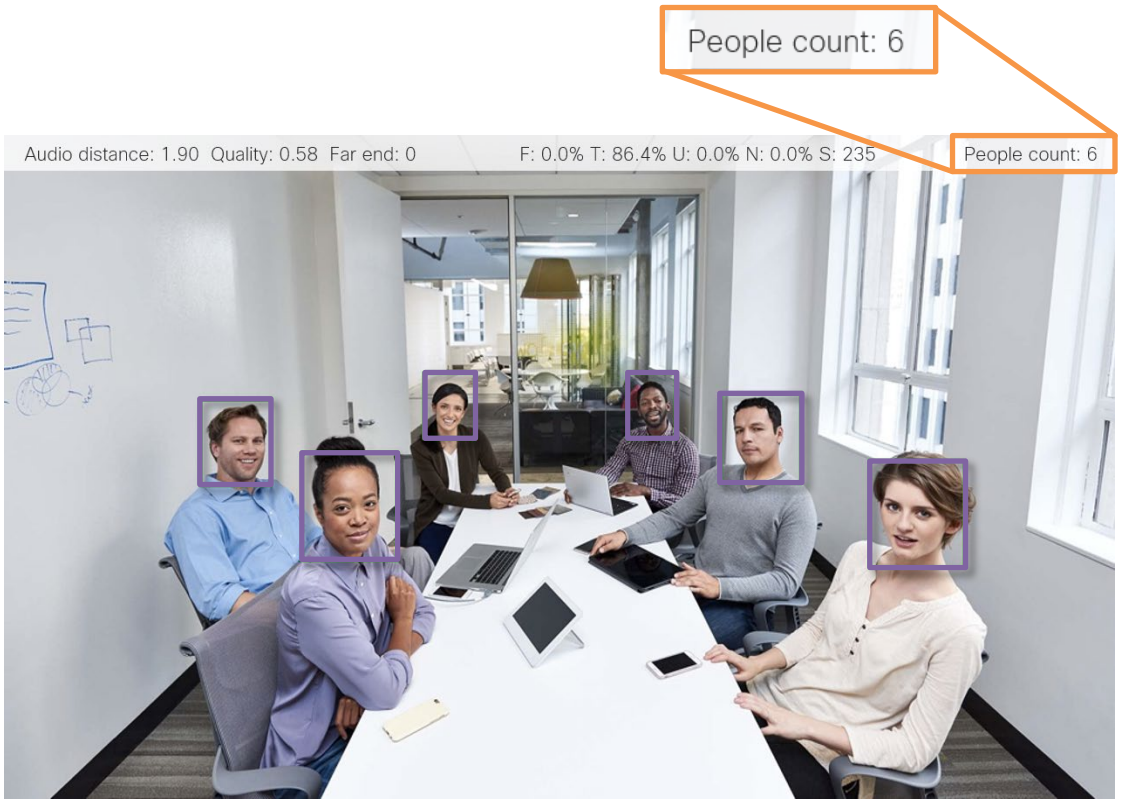
People Count

Enabling the
“informed design”



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Digitizing Real Estate

Temperature, Humidity, VOC (volatile organic compounds)

Temperature, Humidity Ambient Noise TVOC, PM2.5, CO^2

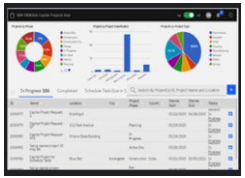
People count, Ambient Noise

Temperature, Humidity TVOC, PM 1.0./2.5/10, CO^2

Occupancy and People Count

People count, people's physical location to track their journey through the office

Floor occupancy (macro floor plate loading)



Workspace Analytics

Workspace Tools

Lux levels, temperature

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cisco Conference

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cisco Live

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U.S. GREEN BUILDING COUNCIL LEED USGBC

PoE DESKS

Reduce Your Carbon Footprint

PUBLIC TRANSPORT

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(NYC – 5k, ATL – 8k)

cisco Meraki · webex by cisco · cisco

SENSORS & CAMERAS

COLLAB TECHNOLOGY

ACCESS POINTS

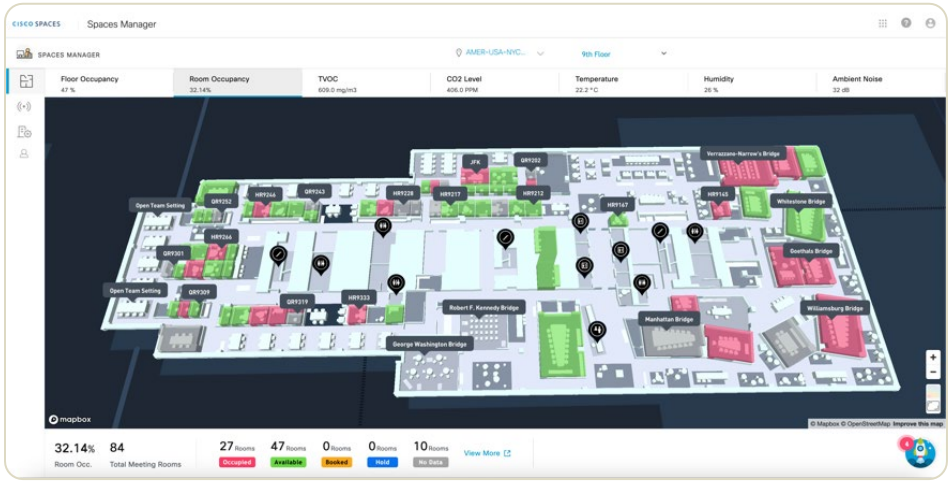
cisco SPACES

SMART BUILDING PLATFORM

(PEOPLE COUNT, AMBIENT NOISE, TEMPERATURE, HUMIDITY, VOC)

Space Manager

Real Time Occupancy Heatmaps & Environmental Insights



Space Manager App

Real-time occupancy

See where people are located in your space and how they use your workspaces, on a 3D map of your floor.

Heat maps

Watch the floor occupancy heat maps change in real-time or play them back over the past 24 hours to discover spaces with the most and least foot traffic.

Insights & Conditions

Real-time insight into the ambient conditions in the workplace. Monitor the indoor air quality in individual rooms and spaces, displayed on digital floor plans.

Meeting room occupancy

Visualize live meeting room occupancy at any point in time.

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cisco Webex

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cisco Meraki — webex by cisco — cisco

SENSORS & CAMERAS — COLLAB TECHNOLOGY — ACCESS POINTS

CISCO SPACES

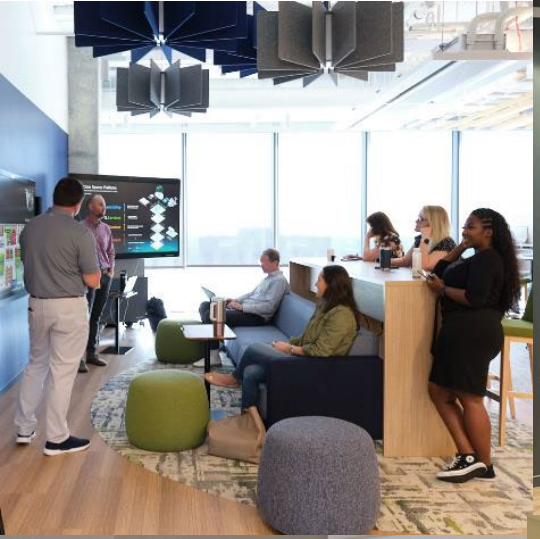
SMART BUILDING PLATFORM (PEOPLE COUNT, AMBIENT NOISE, TEMPERATURE, HUMIDITY, VOC)

~60% OT / ~40% IT

molex — Mecho

LIGHTING & OCCUPANCY SENSORS

AUTOMATED SHADING SYSTEM



HAPPY
GRADUATION!
LEAGUE OF LEGENDS

cisco

cisco

"The workplace has to work harder to earn the trust and respect of employees."

"Return on Commute"

"The office should be a MAGNET, not a MANDATE."

"In modern buildings, the network has become the fourth utility, driving connectivity, innovation, and efficiency."

"You can't MANAGE what you can't MEASURE."

"The strongest virtual connections are built on in-person meetings. A handshake today makes remote collaboration tomorrow more powerful."

"Come for the coffee, stay for the connections."

"We used to commute to compute. Now we're going to commute to collaborate."

"The office has become software. And software is customizable and optimizable."

"We used to commute to COMPUTE, now we're going to commute to COLLABORATE."

"ME space vs WE space"

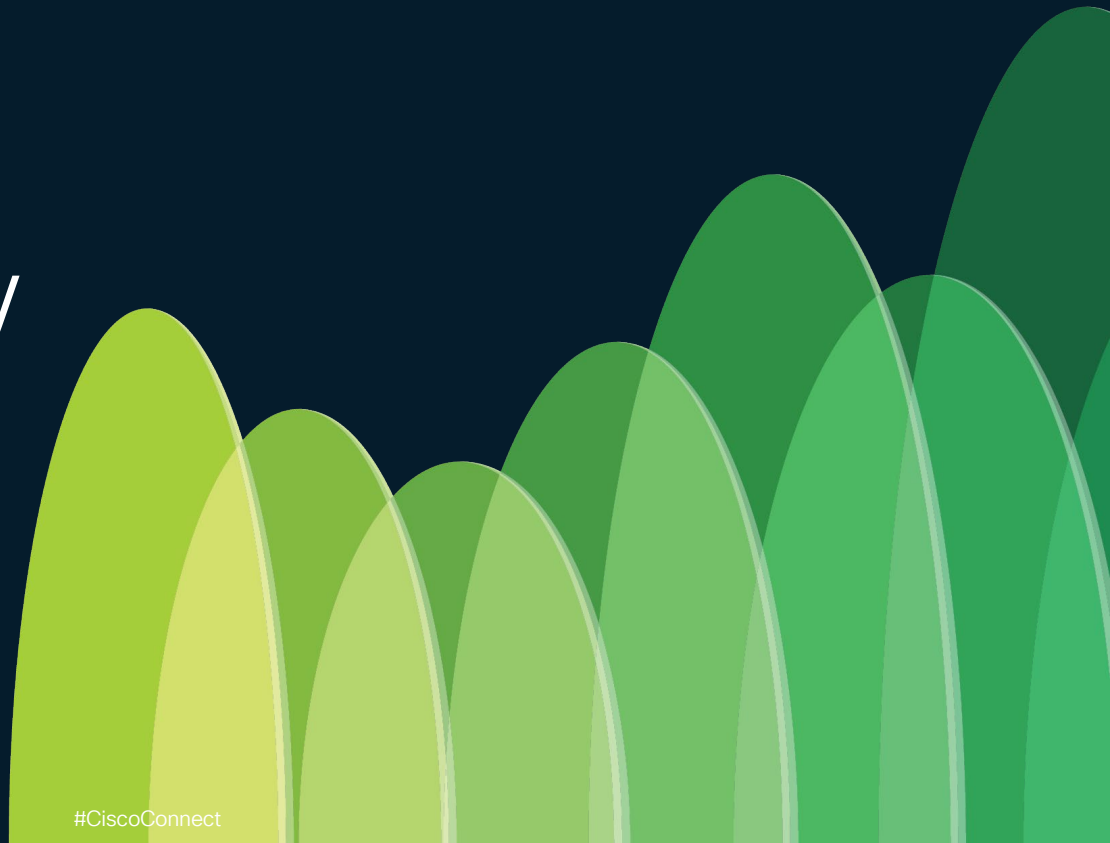
"Success starts with a partnership between IT, Real Estate and Human Resources."

"We lost the 2 C's - organizational CULTURE & CONNECTEDNESS of our employees."

"The office is like the campfire of the organization. It's where culture is built."

"The foundation of the hybrid workplace will be built on bytes, not bricks."

Intelligent Ready Building Framework



cisco Connect

Power over Ethernet
powering solutions for over 20 years.

Intelligent by design

Granular control and visibility

Securely built

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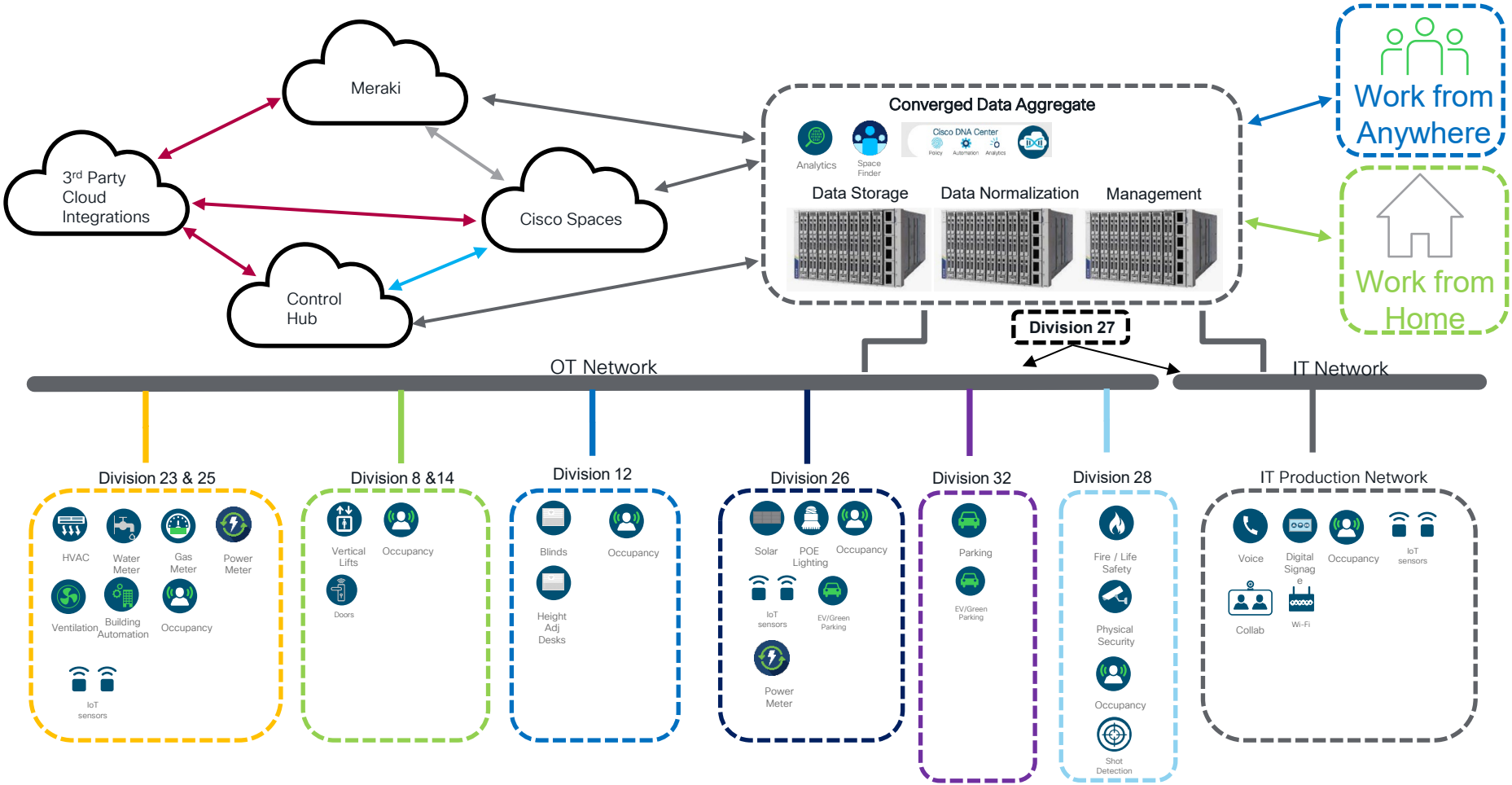
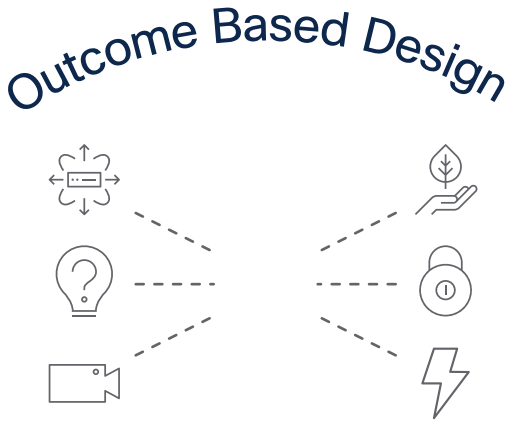
cisco


Meraki
3rd Party Cloud Integrations
Cisco Spaces
Control Hub
Converged Data Aggregate
Analytics
Space Finder
Cisco DNA Center
Data Storage
Data Normalization
Management
Work from Anywhere
Work from Home
Division 27
OT Network
IT Network
Division 23 & 25
HVAC
Water Meter
Gas Meter
Power Meter
Ventilation
Building Automation
Occupancy
IoT sensors
Division 8 &14
Vertical Lifts
Occupancy
Doors
Division 12
Blinds
Occupancy
Height Adj Desks
Division 26
Solar
POE Lighting
Occupancy
IoT sensors
EV/Green Parking
Power Meter
Division 32
Parking
EV/Green Parking
Division 28
Fire / Life Safety
Physical Security
Occupancy
Shot Detection
IT Production Network
Voice
Digital Signage
Occupancy
IoT sensors
Collab
Wi-Fi

Integrated

- BMS
- Security and access control
- Life Safety
- Energy management
- Smart blinds
- Landlord Network



Delivered

- Visibility
- Automation
- Cyber Security
- Simple and Agile
- Efficient

Inform **Enhance** **Transform**

Catalyst 9K Switches

Multigigabit Ethernet Port Count

Good

C9300L-48UXG

C9300L-24UXG

- DNA Advantage

- Up to 12x10G ports
- Fixed uplinks
- 48 ports UPOE (60W)
- Up to 12x10G ports
- 48 ports POE+ (30W)

Better

C9300-24H

C9300-48H

- DNA Advantage License
- API Integrations
- 2.53 and 2.83 Gbps/Watt
- 48 ports UPOE+ (90W)
- 1900W PSU Option*
- Modular Uplinks
- StackPower
- >14% savings delivering power to endpoints*
- 27% reduction in operational energy usage
- Endpoint Analytics
- Enhanced Micro-segmentation
- Lowest MPS
- 2 Event Classification
- PoE Analytics and Wired Assurance POE control
- Power Load Shedding
- 802.1ba AVB
- 24 port 12% cost savings
- 48 port 4% cost savings

Best

C9300X-48HX

C9300X-24HX

- Up to 48x10G or 48x5G ports
- 5.12 and 7.44 Gbps/watt
- 48 ports UPOE+ (90W)
- 36 active 90W ports
- Silicon One Chipset
- Enhanced App Hosting
- All H features included

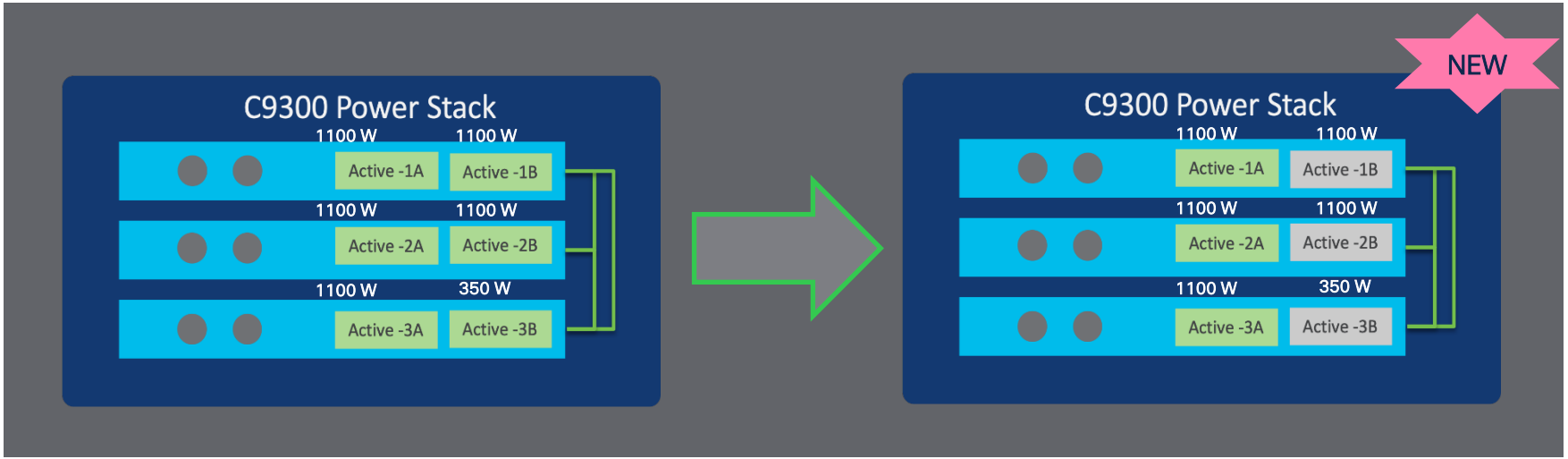
Cost saving features

Power over Ethernet

* Only applicable to 9300

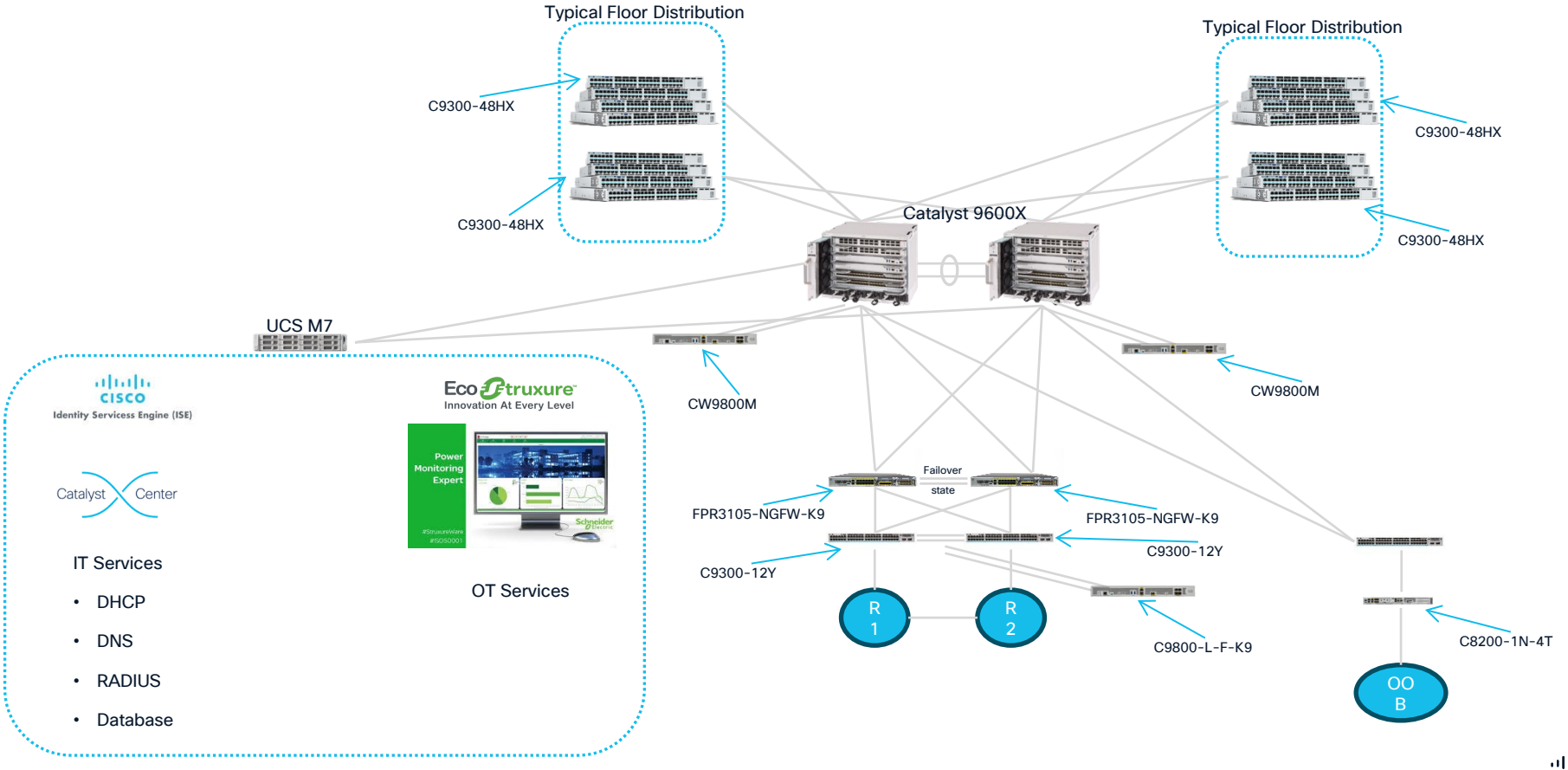
17.15.1

- Intelligently off-line's PSU's on a stack based on redundancy and load
- maintains load on PSU close to their peak efficiency curve
- Up to 20% energy savings*



* on a C9300 stack of 3 or above

Network Architecture



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ISE Architecture

Standalone ISE

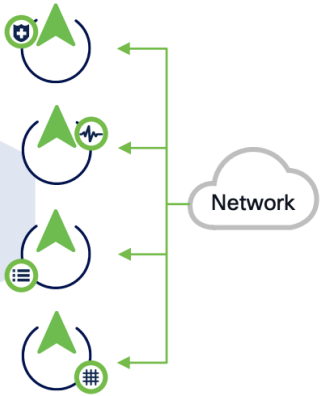
Policy Administration Node (PAN)
- Single plane of glass for ISE admin
- Replication hub for all config changes

Monitoring & Troubleshooting Node (MnT)
- Reporting and logging node
- Syslog collector from ISE Nodes

Policy Services Node (PSN)
- Makes policy decisions
- RADIUS / TACACS+ Servers

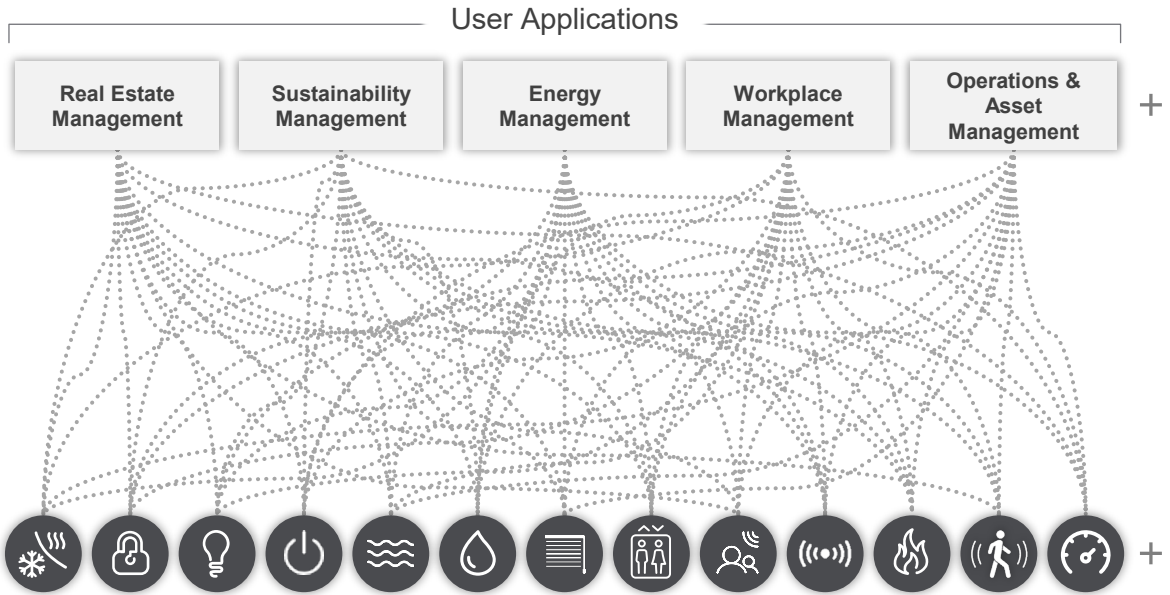
pxGrid Controller
- Facilitates sharing of context

Distributed ISE

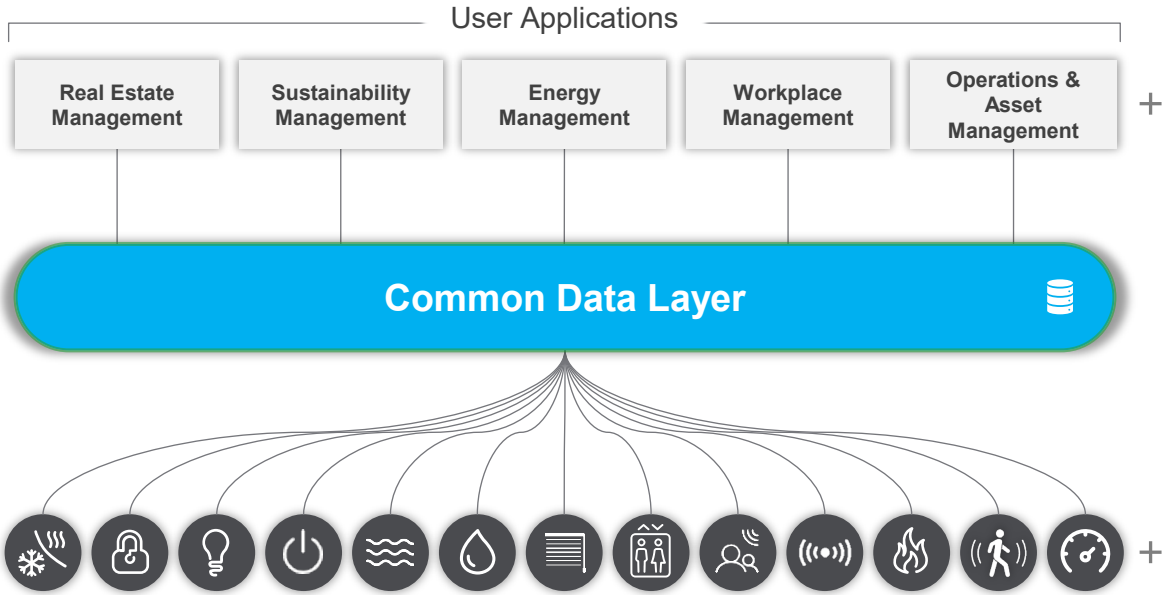


Single Node (Virtual/Appliance)		Multiple Nodes (Virtual/Appliance)
Up to 50,000 concurrent endpoints	3700	Up to 2,000,000 concurrent endpoints

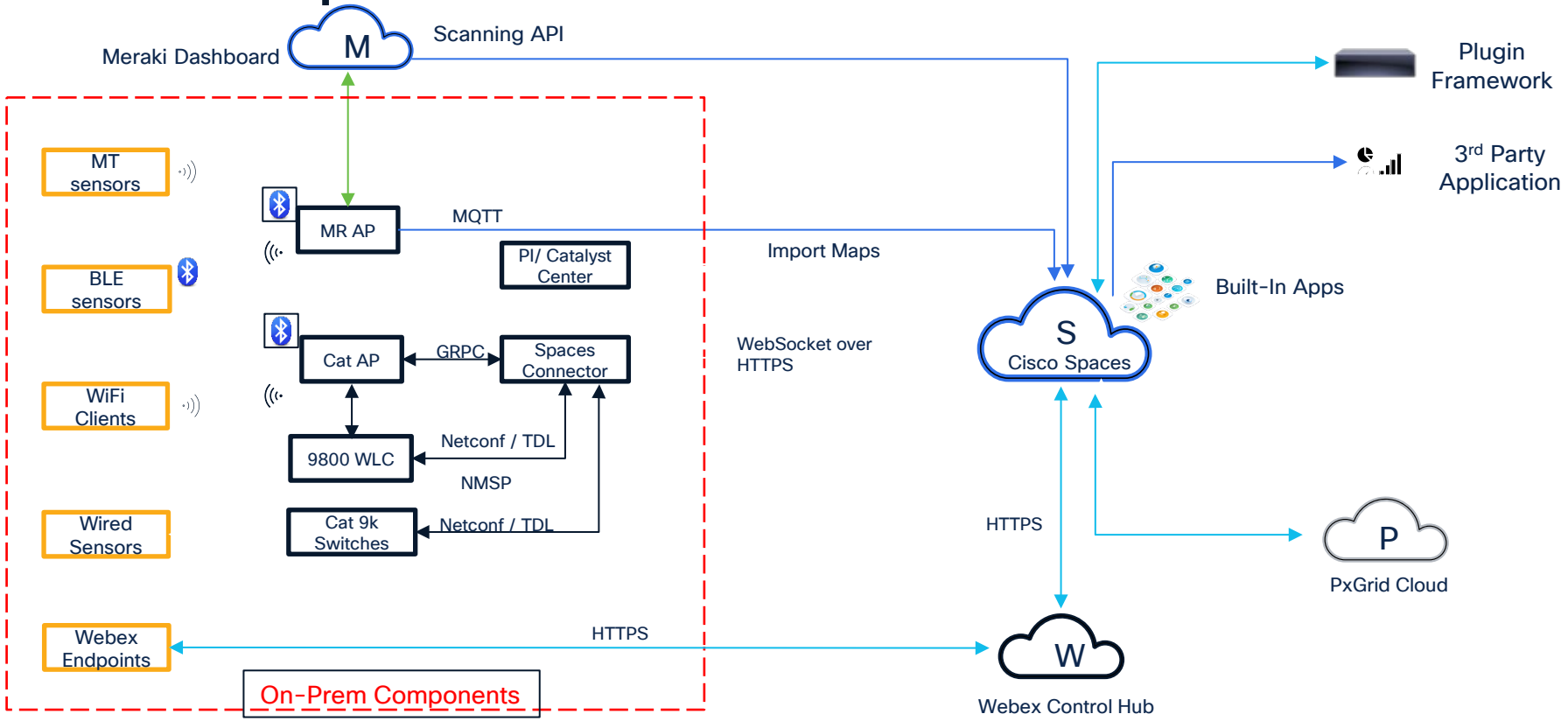
Traditional Siloed Systems



Intelligent Building Integrated Systems



Cisco Spaces Cloud Architecture



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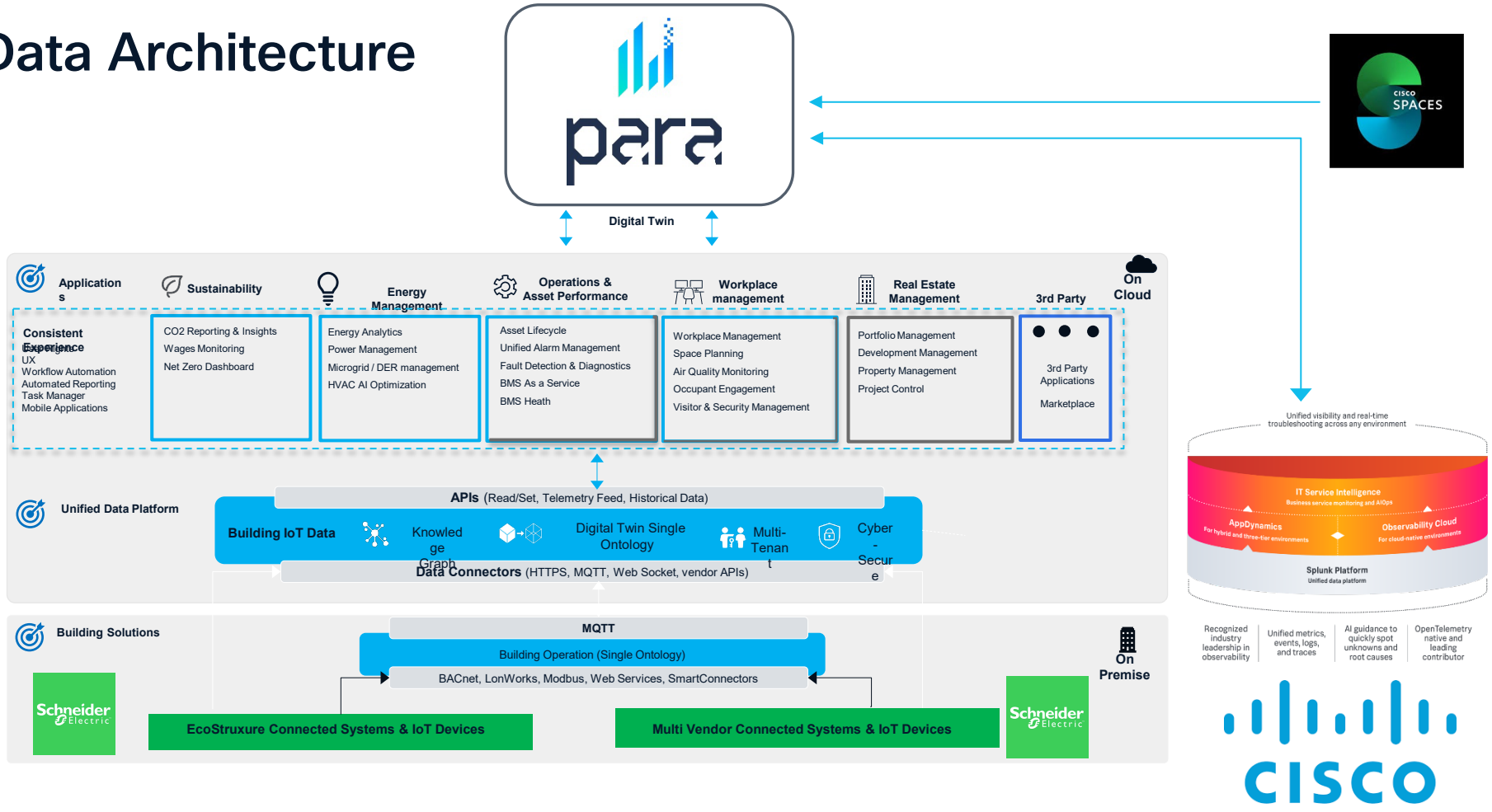
Data Architecture



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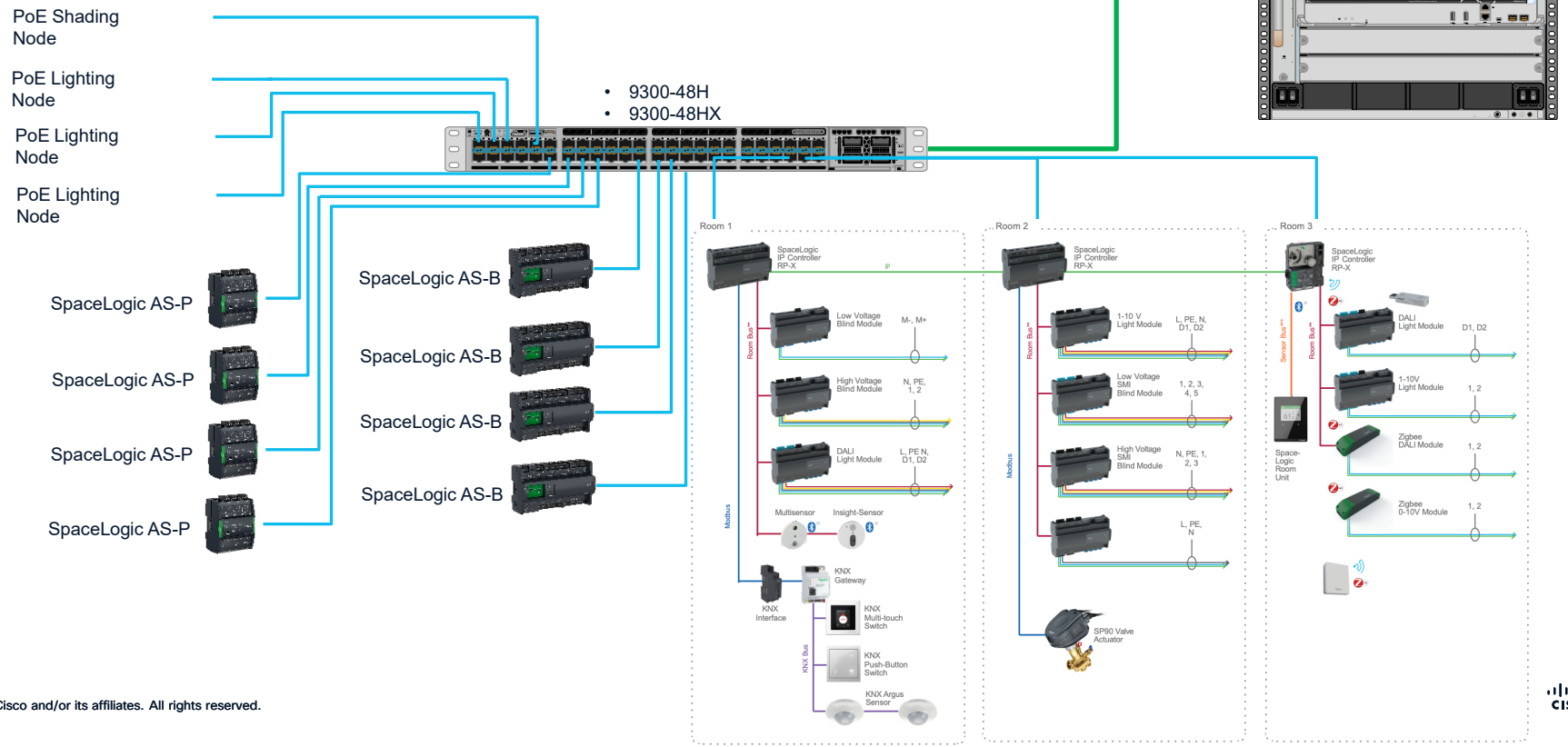
Joint Connected Architecture-

- Dedicated drops to all IP based field devices
- Segmentation based on solution and location



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150 Holborn – leading the way

18,500m

size of the building

11 brands

Sidara businesses housed at 150 Holborn

60,000+

data points collected every 5-minutes

Platinum

WiredScore, Smart Score & LEED rated

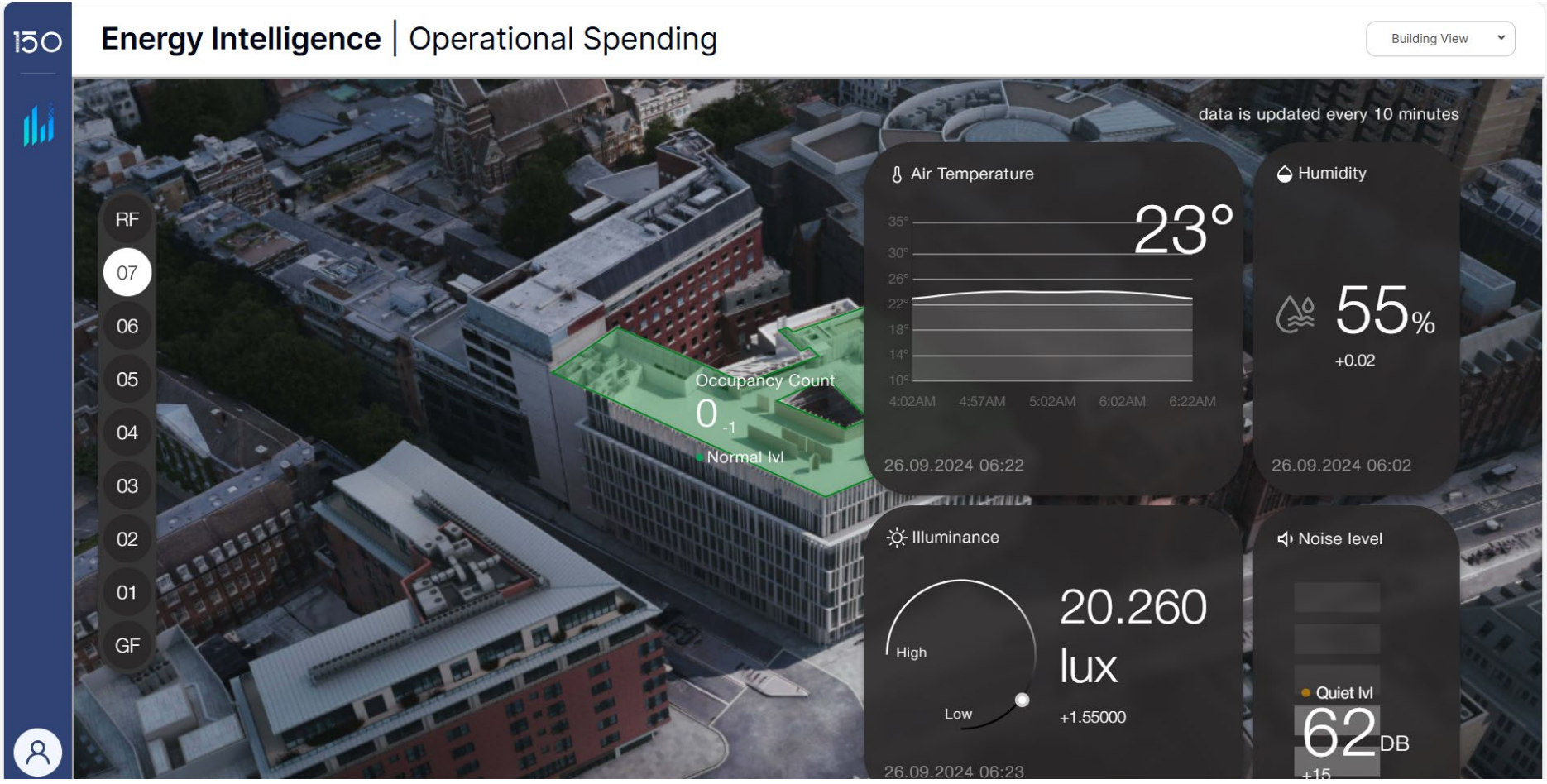
Outstanding

BREEAM rated

650 sensors

measuring; occupancy, CO2, temperature, humidity, VOC & LUX

Dashboard Views



Stay Connected

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- Start the conversation with Commercial Real Estate
- Leverage our team
- Today's presentations will be posted in 2 weeks
- Continue the Conversation

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