Tech Ready Buildings
Lifecycle Servicing Opportunities for Contractors

Dennis Mazaris, RCDD, RTPM
President & CEO of Concert Technologies
The Rise of Building Connectivity

Location  Leasing Costs  Parking
The Rise of Building Connectivity

Location  Leasing Costs  Parking  Connectivity

[Diagram showing a shift from location, leasing costs, parking to connectivity]
Tech Ready Buildings utilize ICT lifecycle management processes and methodologies to ensure building infrastructure capacity, connectivity, and maintenance services are available to support all current and future tenant and building technology requirements.

Defining Tech Ready Buildings

Tech Ready Buildings utilize ICT lifecycle management processes and methodologies to ensure building infrastructure capacity, connectivity, and maintenance services are available to support all current and future tenant and building technology requirements.
What Does ‘Tech Ready Building’ Mean to Ownership?

- Increased Leases
- Increased Renewals
- Satisfied Tenants
- Managed Infrastructure
- Competitive Advantage
- Building Marketability

Cost + Location + Connectivity = Happy Customer
CONNECTIVITY MATTERS

Wired Certification is a commercial real estate rating system that empowers landlords to understand, improve, and promote their buildings' digital infrastructure.

GET CERTIFIED

Why does Wired Certification matter to tenants?

Internet is among the top three most important factors for tenants who are searching for office space, along with cost and location. Until now there has been very little information available to tenants about the quality of internet connectivity in office spaces. Wired Certification provides that transparency and access to information to tenants.

Wired Certified Buildings

More than 2,000 properties—totaling 500 million square feet of office space in over 160 cities, including New York, London, Toronto, Paris, and Berlin—are registered for the Wired Certification program to provide superior tech capabilities for their tenants.

Are tenants leasing space in your building?

Great internet connectivity is core to the tenant experience. There is nothing more frustrating in a work environment than a slow or unreliable internet connection. Wired Certification identifies strong internet connectivity so that tenants can easily benchmark buildings during their office space search.

FIND OUT MORE

Interested in certifying a development project?

Build with the tenant in mind. Working with us will ensure your building is optimized for the connectivity needs of tomorrow's office. Buildings can achieve Wired Certification during any stage of the development process.

FIND OUT MORE
“Executives acknowledge that the benefits of IoT and AI technologies are not limited to tenant experience. They also can raise operational efficiency and lower costs.”
- Deloitte 2020 Commercial Real Estate Outlook

“The rise of digital technology and evolving customer expectations has transformed commercial landlords from rent collectors to service providers.”
Future Offices – What Tenants Want 2020
Installation Scenario
Developing A Program
THANK YOU!

For follow up questions or more information about Tech Ready Buildings, please feel free to contact me directly or visit www.techreadybuildings.com to learn more about developing a program.

Dennis Mazaris, RCDD, RTPM
President & CEO
Concert Technologies

DMazaris@ConcertTech.com
703.796.5526