

Verdantix Smart Buildings Research Plan 2023

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Verdantix Overview.

Verdantix is a research and advisory firm that acts as an essential thought-leader for world-enhancing innovation.

Together with our clients, we shape markets, define the technologies of tomorrow and futureproof businesses.

Research Coverage

Since 2009 Verdantix has analysed, benchmarked and assessed strategies for optimizing the value, technology and performance of buildings in corporate portfolios. Our coverage has expanded from energy management solutions to encompass real estate management, facilities optimization, smart buildings and the Internet of Things. In 2023, our research will cover key themes, including the digitization of facilities management, healthy buildings, hybrid workplaces and sustainable buildings.

Key software categories covered are building management systems, IoT platforms for buildings, digital twins applied to real estate and complex facilities, building information modelling (BIM), integrated workplace management systems (IWMS), property management software, energy and maintenance software solutions (CMMS, EAM, BEMS), and space and workplace management software.

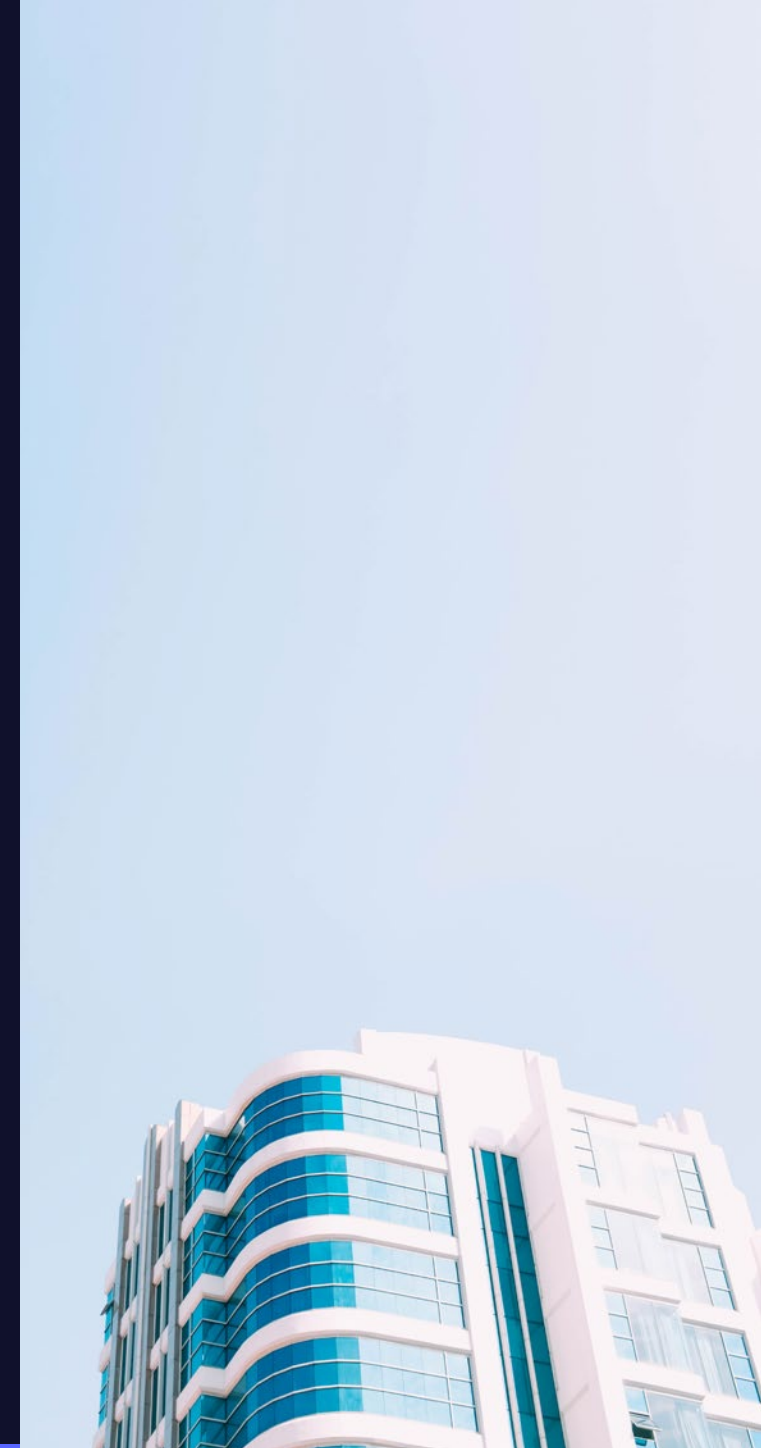
Environment, Health & Safety
ESG & Sustainability
Net Zero & Climate Risk
Operational Excellence
Smart Buildings

2023 Key Themes

This research plan articulates the key reports in the pipeline for 2023 that will enable our clients to understand market opportunity, emerging challenges and competitive positioning.

New topics, and analysis of market-shaping events and major announcements feature in unplanned reports during the year. This published research plan is subject to minor changes based on client input during the year.

New technology **themes for our 2023 research coverage include:** mobile-cloud-enabled physical security; energy management and decarbonization; building certifications and retrofits; and the future of the workplace.



Research Methodologies

Verdantix utilizes proven methodologies to deliver consistent analysis that facilitates client usage of our data and insights in actionable ways:

Market Overview

Qualitative assessment of key trends, structures and priorities in a specific market segment.

Market Size & Forecast

Quantitative analysis of the size of a market and its growth prospects for the next 5 years based on survey data and a forecast model.

Smart Innovators

Qualitative analysis of an emerging group of suppliers, providing a definition of the market, categorization of suppliers, and explanation of customer needs.

Green Quadrant

Benchmark of comparable suppliers in a market segment, including interviews with executives, interviews with a panel of customers, and an assessment based on 100 or more criteria.

Customer Survey

Phone interviews with more than 300 senior managers responsible for facilities management and real estate decisions at owner-occupiers and FM outsourced service providers.

Best Practices

Qualitative research on best practices for a specific set of processes or areas of business activity that helps managers benchmark and improve performance.

Buyer's Guide

Qualitative analysis of comparable suppliers within a market segment to inform buying decisions.

Strategic Focus

Drill-down into a specific challenge facing senior managers, with recommendations on how to resolve the challenge with people, processes and technology.



Smart Buildings

Our 2023 research plan focuses on software, intelligent building technologies and services that enable real estate stakeholders – from real estate investors and asset managers, to service providers and occupiers – to optimize the value and performance of buildings in their portfolios. Research coverage includes product benchmarks, market segmentation analysis, supplier databases and annual surveys of decision-makers throughout the value chain.

Q1

Market Size & Forecast

Smart Building Software 2022-27

Best Practices

ESG And Carbon Data Management & Financial Reporting: Real Estate Risk Management & Resilience

Tech Roadmap

Space & Workplace Software

Strategic Focus

CPIP Segment Deep-Dive On Lease Management

Product Benchmark

Outtakes From The Security GQ: Event Management And Other Topics

Smart Innovators

Operational Energy Management Software: Assessing Noteworthy Vendors

Q2

Green Quadrant

Workplace Integration Solutions

Market Size & Forecast

Building Security Software 2022-27

Market Overview

Energy Beyond the Building: The Rise Of Virtual Power Plants And DER Aggregation

Strategic Focus

Calculating Carbon From End-To-End: Building Lifecycle Assessment Software

Market Overview

The Little Engine(s) That Could: Proptech Accelerating Innovation

Q3

Customer Survey

Budgets And Priorities: 2023 Corporate Buyer Survey

Customer Survey

North America Landlord Survey

Best Practices

From BIM To Twin: The Evolution Of BIM/ CAD To Next-Gen Digital Twins

Market Insight

Not Just Power Surging: Financial Flows And M&A In the Energy Management Software Space

Strategic Focus

Getting An Edge: How Edge Computing Facilitates Flexibility

Q4

Green Quadrant

EMS/Carbon Management Firms

Best Practices

Why End-Users Need to Embrace IOT

Buyer's Guide

Security As A Stepped-Up Solution

Market Overview

Shifting Standards And Regulatory Requirements For Sustainable Buildings

Buyer's Guide

Space & Workplace Management

Market Insight

10 Predictions For 2024



Your Smart Buildings Questions Answered

Helping our clients better understand their growth potential and assisting them in making fact-based decisions is a core expertise of the Verdantix analyst team. To save you time and money, we leverage our existing data sets, market models and executive relationships to generate analysis that meets your specific needs.

Unrivalled subject matter expertise

Verdantix consulting services leverage our research insights, executive relationships and data assets across the EHS, Operational Excellence, Smart Buildings, Energy Services and Sustainability markets. We are subject-matter experts in the markets we serve and only take on projects where we come to the table with existing market data, insights and expertise.

Our expert intelligence helps corporate executives, investors and software executives minimize risks and make informed decisions, based on the insights that best fit their business requirements.

Types of projects we conduct include:

- Software vendor selection support to reduce risk and speed up project completion
- Process optimization to increase efficiency in business performance
- Market opportunity analysis to understand new growth segments
- Go-to-market strategy for new or existing propositions
- Thought leadership studies to generate leads and brand awareness
- Commercial due diligence

Large corporates

- Functional strategy
- Digital strategy
- Software selection
- RFP design and management
- Process optimization

Software and services vendors

- Go-to-market strategy
- Market analysis
- Thought leadership

Investors

- Market analysis
- Acquisition scans
- Commercial due diligence



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