solution overview

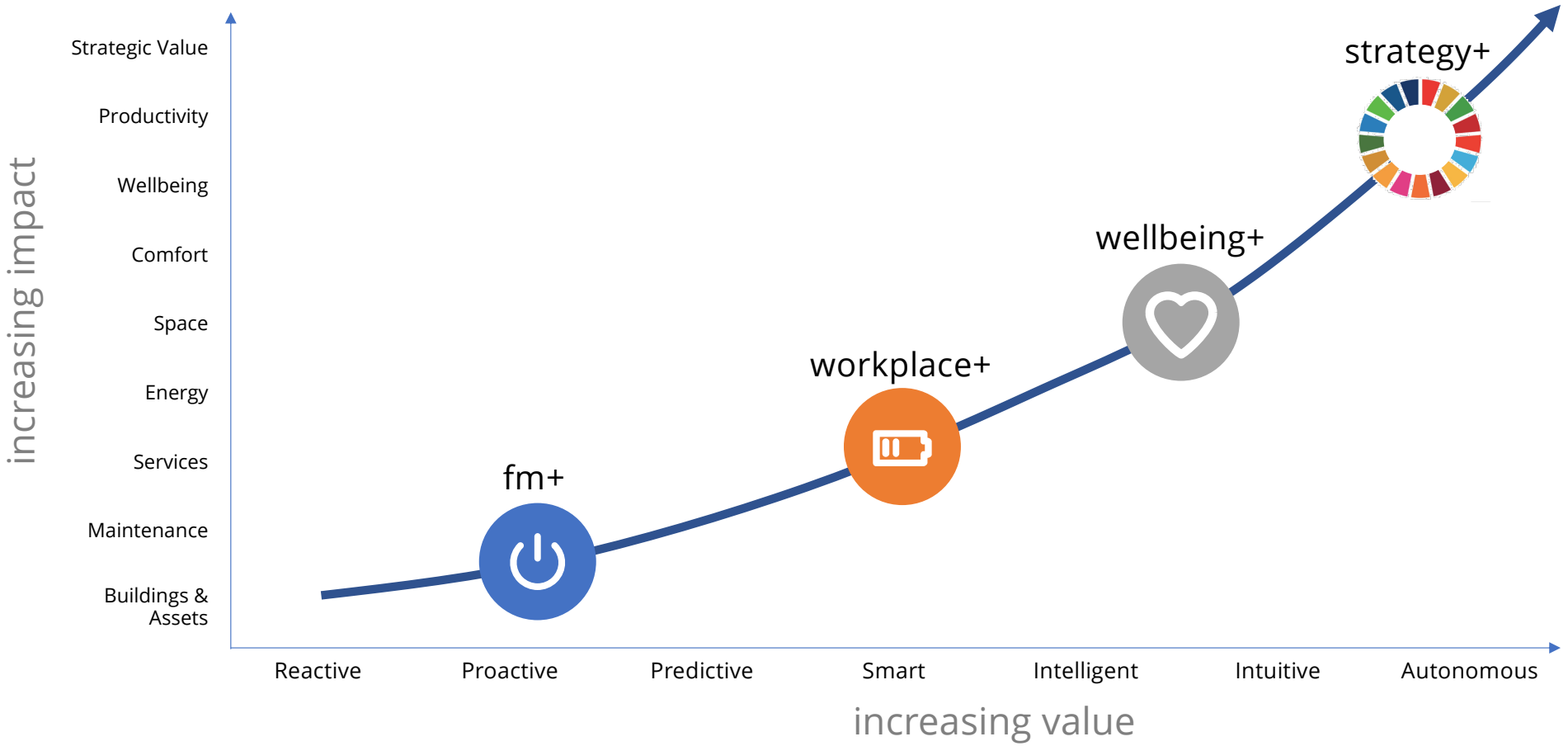
powering digital transformation

keystone

connecting people &
places with intelligence

digital transformation

keystone



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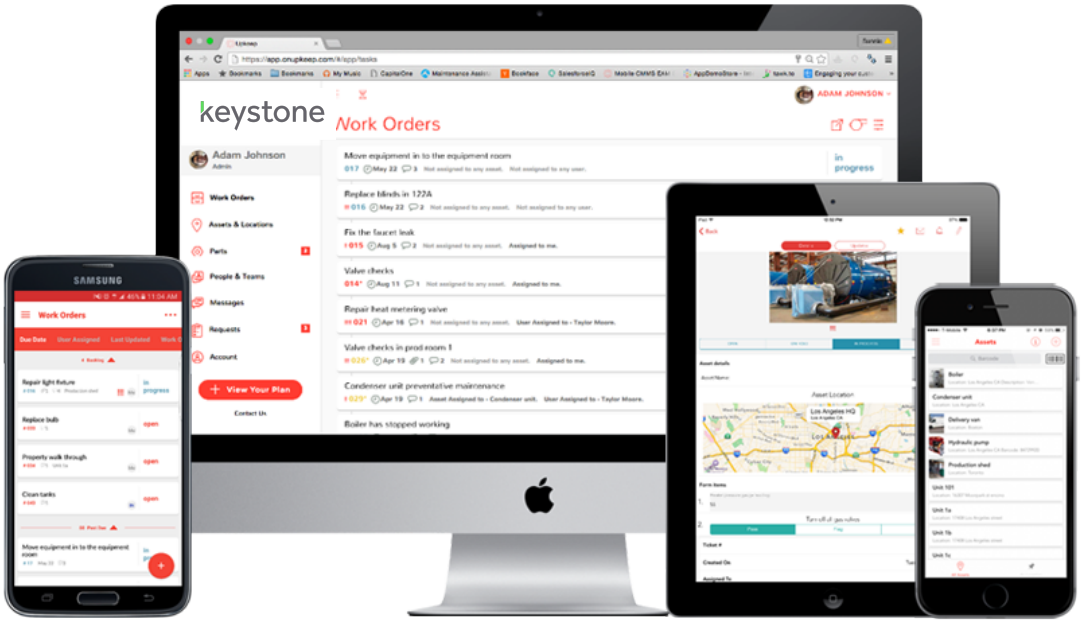
fm+

keystone

OVERVIEW

Manage assets, reactive and planned maintenance, suppliers and health & safety. All in one, easy to use, cloud-based platform.



ASSETS	Capture, record & manage assets. Define asset categorization, profiles, documents, locations, condition, procurement & asset value.
MAINTENANCE	Receive & process inbound service requests, reactive tasks & create planned preventative maintenance schedules (PPMs).
HEALTH & SAFETY	Record health & safety patrols, report on breaches, add photos / evidence of incidents and create tasks to resolve breach or incident.
SUPPLIER MANAGEMENT	Onboard, manage suppliers & track performance. Centralise supplier profiles & documents. Define SLAs and KPIs.
FINANCE ***[ROADMAP]***	Integration into finance workflow. Alignment with fixed asset register, GL, opex & capex, depreciation.
PROCUREMENT ***[ROADMAP]***	Source-to-pay workflow & contract management for supply, sourcing, procurement, inventory & replenishment of products, parts & services.
REPORTING	Onscreen reporting & graphical dashboards. Monitor asset value, maintenance costs and contractor performance 24x7. Export to .csv

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fm+ asset management

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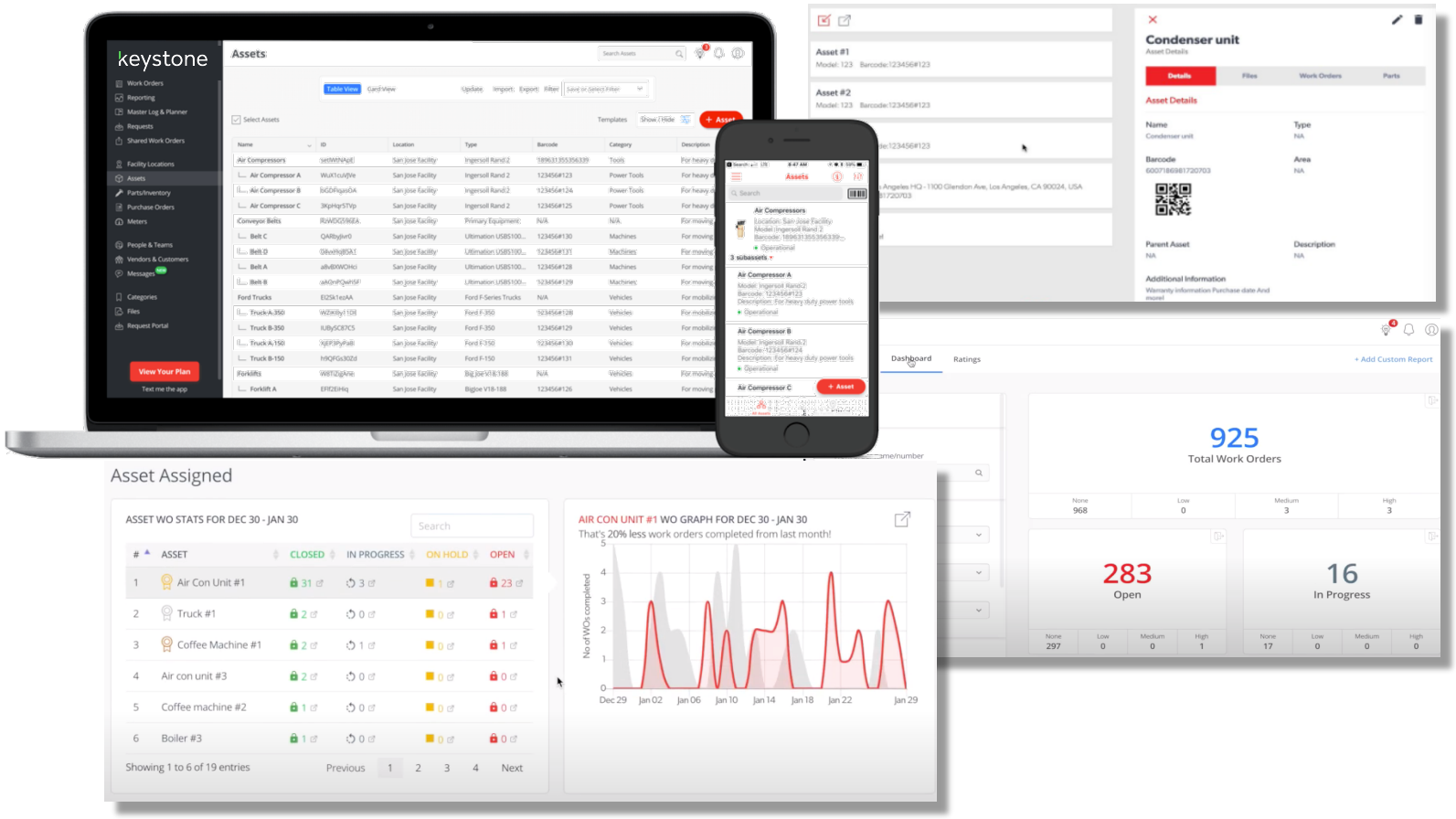

ASSET MANAGEMENT

- Create asset register
  - Upload from .csv
  - Manual creation
- Asset Profile
  - Name
  - QR Code / unique ID
  - Description
  - Location(s)
  - Asset type
  - Category, sub-category
  - Quantity
  - Supplier(s)
  - Contractor(s)
  - Value, depreciation
  - Procurement details
  - Photos
  - Documents
  - Warranties
- Work orders
  - Assigned work orders
  - Maintenance costs
  - Predicted end of life
  - Asset disposal

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fm+ asset reporting

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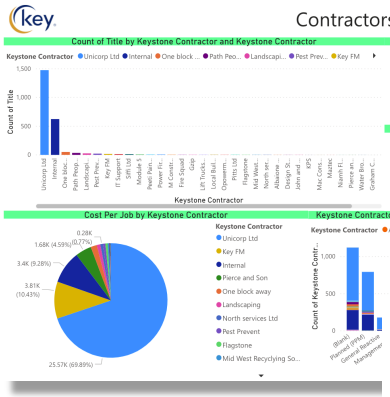
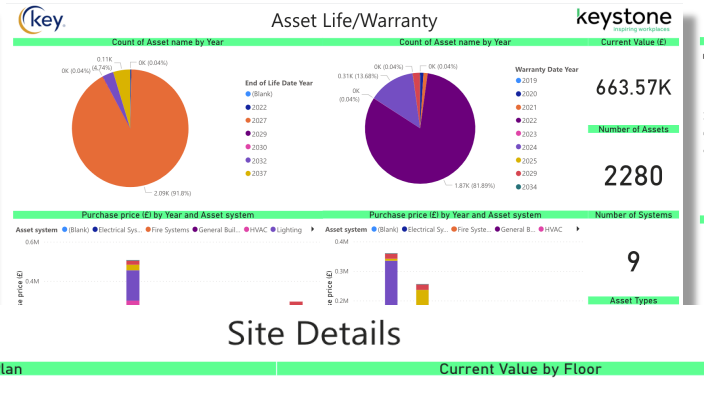
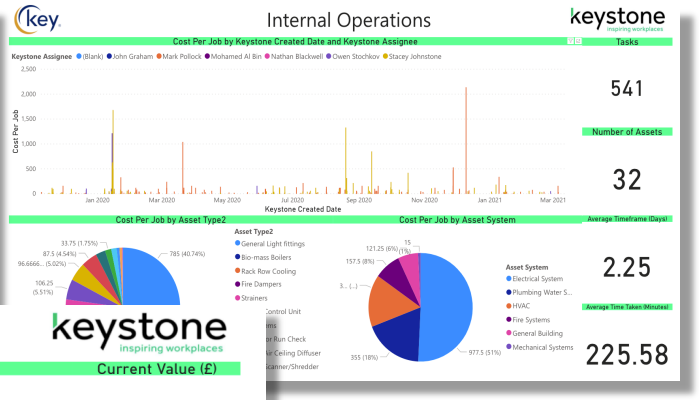
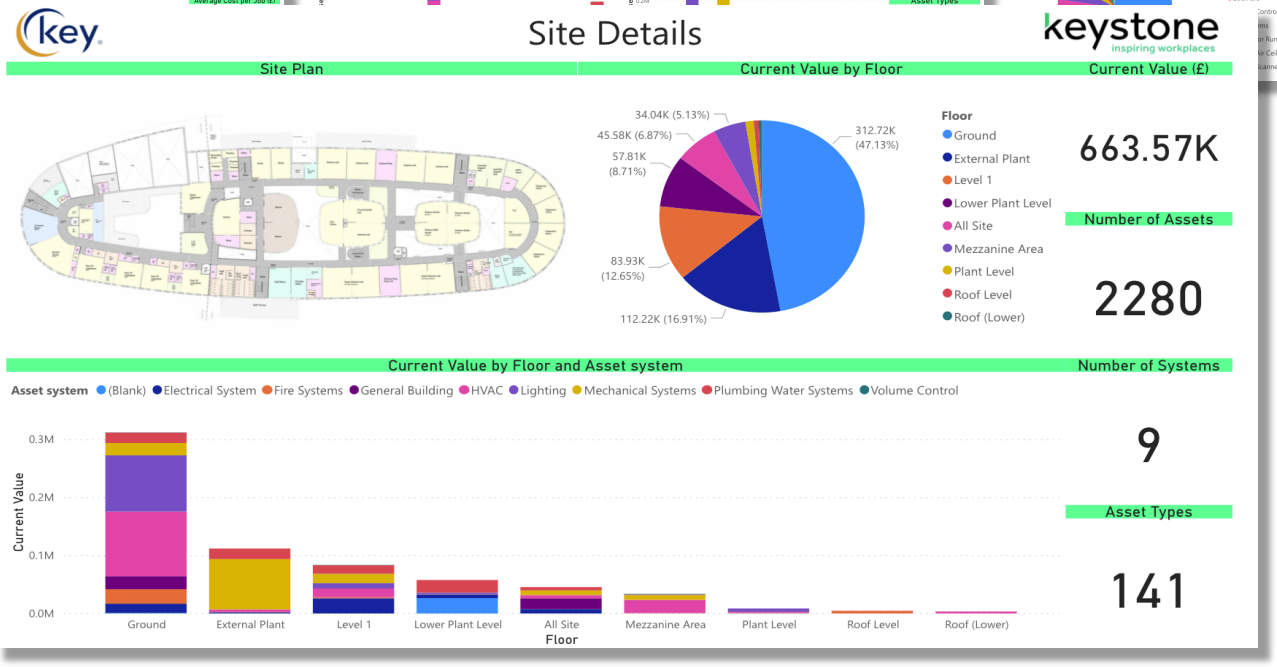








solution overview

keystone

1 CAPTURE

Data from multiple data sources & facilities / countries eg CAFM, BMS, IoT sensors, occupant feedback, environment

2 INSIGHTS

Real time visibility of big data from multiple sources. Data enrichment, artificial intelligence & interpretation.

- ASSETS & MAINTENANCE
- ENERGY
- OCCUPANCY & UTILISATION
- COMFORT (eg temperature, noise)
- SATISFACTION & WELLBEING
- ENVIRONMENT (eg weather, pollution)
- POLICIES, STANDARDS etc
- BENCHMARKS etc

3 ACTION

Create automated workflows & tasks, alerts & reports. Go way beyond "smart" into "actionable intelligence".

If [**TEMPERATURE**] [**EXCEEDS**] [**26°C**] for [**MORE THAN**] [**1 HOUR**], then [**INCREASE**], [**VENTILATION**] by [**10%**], [**AND**] [**ALERT**] [**BUILDING OPS**].

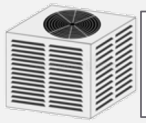
4 SHARE

Distribute actionable insights, tasks, device instructions to strategic, operational, tactical users and devices.

STRATEGIC
Senior execs, policy makers, expert network, analysts, planners

OPERATIONAL
Landlords, tenants, facility managers, property managers

TACTICAL
Employees, occupants, users, service providers, contractors



AUTOMATED
Generate and send automated instruction to device eg HVAC

5 IMPACT

Monitor impact, continuous performance improvements.

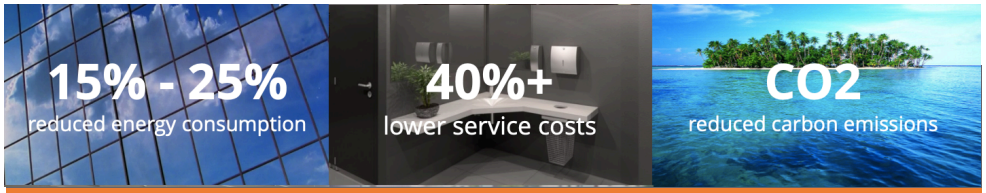
PRODUCTIVITY IMPROVEMENT 7%,
ENERGY SAVING 0.25 tnCO2
23% IMPROVEMENT IN WELLBEING

workplace+

keystone

OVERVIEW

24x7 monitoring & control of assets, energy, washrooms and your entire facility. Predict maintenance requests, optimize performance and reduce service costs.



ENERGY	Reduce energy consumption with real time circuit level metering. Install device controllers to optimize energy performance 24x7 and reduce carbon emissions.
PREDICTIVE MAINTENANCE	Predict asset failure or sub-optimal performance to reduce costs and improve asset life.
SERVICES	Keep track of washroom consumables, automate replenishments and cleaning regimes. Proactive reporting and alerts.
REPORTING	Onscreen reporting & graphical dashboards. Monitor asset value, maintenance costs and contractor performance 24x7. Export to .csv

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wellbeing+

keystone

OVERVIEW

Transform your workplace. Optimise occupancy and indoor environmental quality to enhance employee wellbeing and improve productivity.

OCCUPANCY	Optimise use of space and make more informed space management decisions when considering re-sizing or workplace layout based on data.
COMFORT	Provide a more productive working environment for building occupants and users. Improve comfort & wellbeing by optimising temperature, humidity, noise, light, indoor air quality & other factors.
EXPERIENCE	Capturing the user, occupant or employee experience through interactive gamified surveys & questionnaires.
ENVIRONMENT	Monitor the external local environment to assess the impact on your facility and occupants. A single view of localized weather, pollution, traffic and related information.
REPORTING	Onscreen reporting & graphical dashboards. Monitor asset value, maintenance costs and contractor performance 24x7. Export to .csv

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strategic+ *[ROADMAP]*

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OVERVIEW

Transform whole life performance and align to corporate objectives and UN Sustainable Development Goals (SDGs). Real time visibility and centralised control of whole life performance.

COMMERCIAL	Total lifetime costs: construction, operational, disposal, energy, rent & rates, service costs
PERFORMANCE	Track design, delivery, digital, IEQ, maintenance & wellbeing performance
ENVIRONMENT	Environmental, waste management, whole life carbon, integration into city / community
SOCIAL & ECONOMIC	Communities, economy, education, fair work and business, health, human rights
POLICIES & STANDARDS	International standards, national & regional legislation, corporate policies,
BENCHMARKS	Historical performance, comparative analysis, sector & geographic benchmarks

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real time visibility & centralized control

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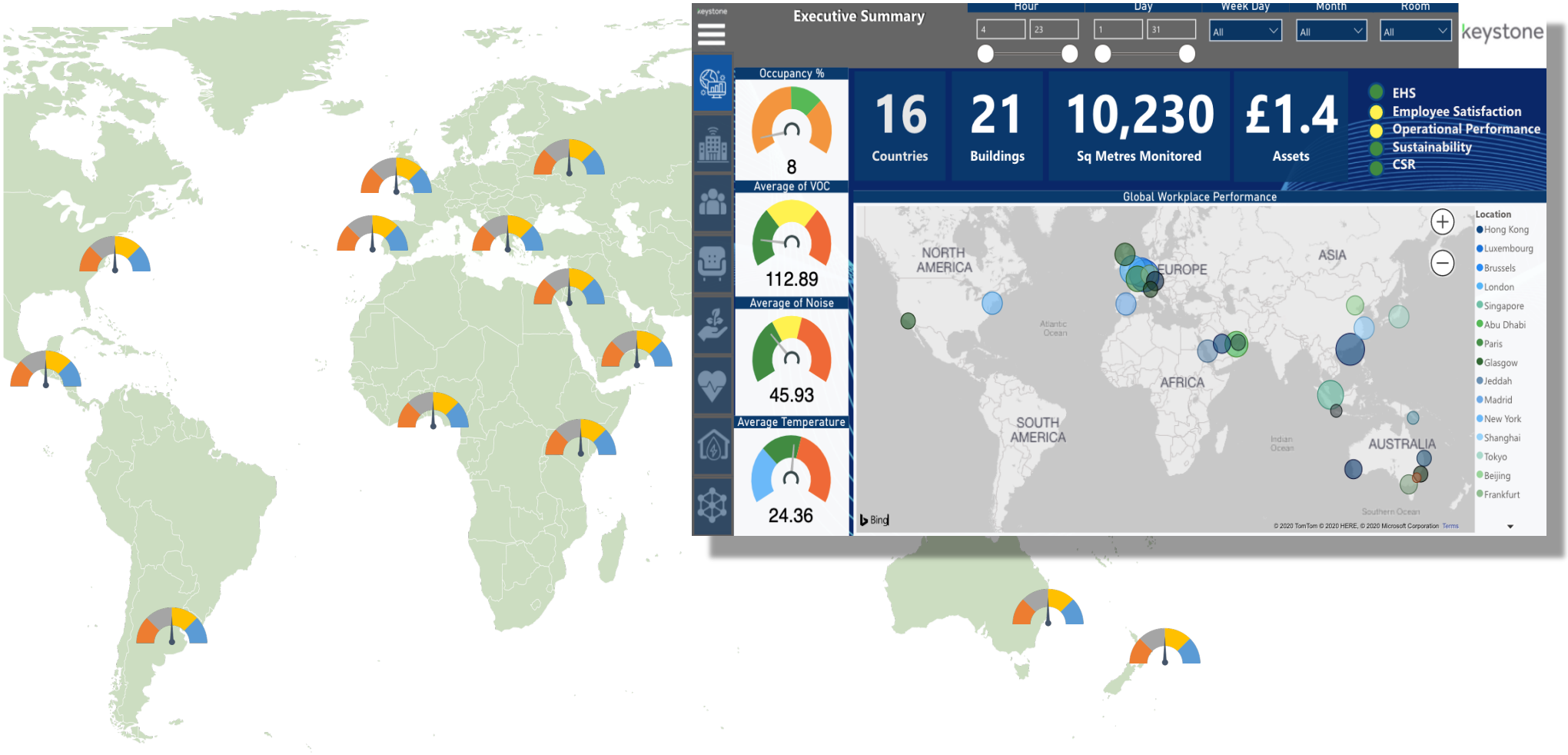
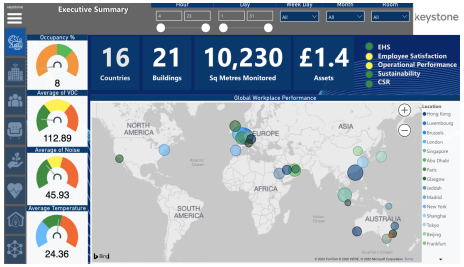


reporting & actionable insights

keystone

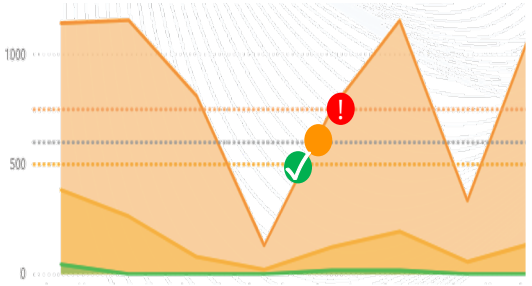


EXECUTIVE OVERVIEW

- ✓ Single global view
- ✓ Define reporting period
- ✓ Configurable KPIs
- ✓ RAG Performance
- ✓ Drill down to country, building or data type

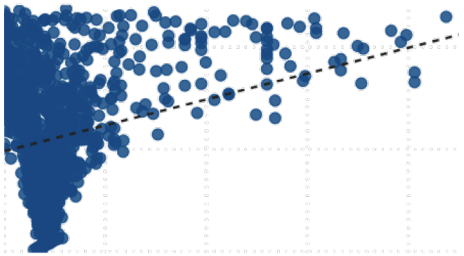
OPERATIONAL DASHBOARD

- ✓ Daily data Updates
- ✓ Define KPIs
- ✓ Flex date / time
- ✓ Drill downs – building, data type
- ✓ Set optimal, sub-optimal & breach alerts
- ✓ Performance SLA



ACTIONABLE INSIGHTS

- ✓ Define optimal, sub-optimal & breach thresholds for each data type
- ✓ Set legal limits, corporate policy, international standards & best practice, eg Well Building Standards, CIBSE, Green Building Council, LEED
- ✓ Define actions eg alerts & escalations



TRANSFORMATION

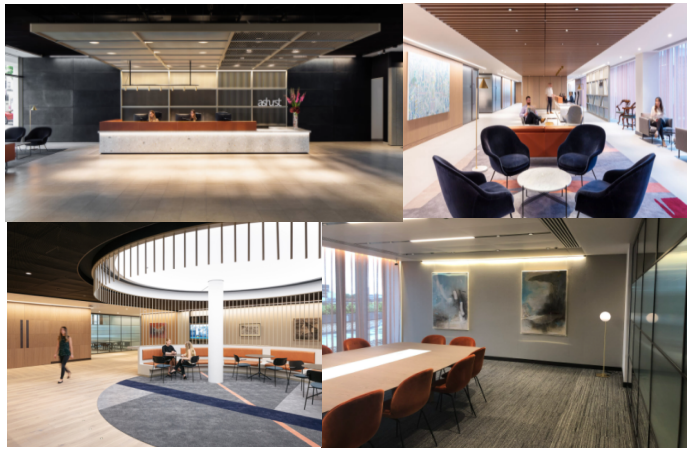
- ✓ Advanced analytics & deeper data insights
- ✓ Expert analysis & interpretation
- ✓ Multiple data points
- ✓ Data enrichment
- ✓ Predictive, condition-based FM
- ✓ Examples:
  - impact on employee productivity
  - predictable procurement
  - future space management

client success

keystone

Nucleus
National Archives, Wick, Scotland

±2,000 assets under management based on SFG20, QR codes.
increased asset life
reduction in maintenance costs



Ashurst
Corporate Offices, London, UK

The workplace as a strategic asset (HR & Operations).
360º view of internal & external environment.
Occupancy & utilisation, physical distancing & employee feedback studies (return to work & talent recruitment, retention & wellbeing). IEQ & compliance to corporate policies across entire global estate.

Merck Sharp & Dohme
Corporate Offices, Moscow, Russia
[Live: Jan 21]

Monitoring internal environment (reception, communal spaces, meeting rooms)
Occupancy & utilisation, physical distancing, internal environment quality (VOC, temperature, humidity, noise). Compliance to corporate policies & local rules.

partner network

keystone

Bentley
Information Management

Beringar
Smart IoT sensors

brinmore
Procurement Consulting

CARBON QUOTA
Carbon consulting & offsetting

CENSIS
Smart IoT sensors R&D

CIRCUITMETER
Smart IoT sensors - energy

THE CURVE
ADVANCED INSIGHTS
Employee Feedback

CONSTRUCTION SCOTLAND INNOVATION CENTRE
Construction Scotland Innovation Centre (CSIC)

Haltian
Smart IoT sensors

iaconnects
Intelligent control systems

IES
Digital Twins

MiPU
Energy AI Predictive Hub

PointGrab
Smart IoT sensors

Retearn
Procurement Consulting

SROsolutions
Enterprise Asset Management

zh aw
Zurich University of Applied Sciences – Institute of Facility Management

partner engagement process

keystone

1. Partner Alignment

Opportunity assessment & validation, referral / reseller or VAR commercial agreement & SLAs.

3. Proposal Approval

Deep dive into client requirements & success criteria. Jointly design optimal client & partner solution.

5. Client Success

Proactive, structured program to align client to success. Client & user success monitoring.

2. Demand Generation

Demand generation, co-marketing / co-sales. Lead qualification & alignment.

4. Implementation

Managed project, platform config, data onboarding & deployment. Client training & ongoing program of client / user / partner education

6. Partner Relationship

Ongoing partner alignment, reviews & shared opportunities.

services & support

QUICK ON BOARDING

- Self-service, assisted or managed implementations
- Minimal time to benefit & ROI

CONTINUOUS TRAINING & EDUCATION

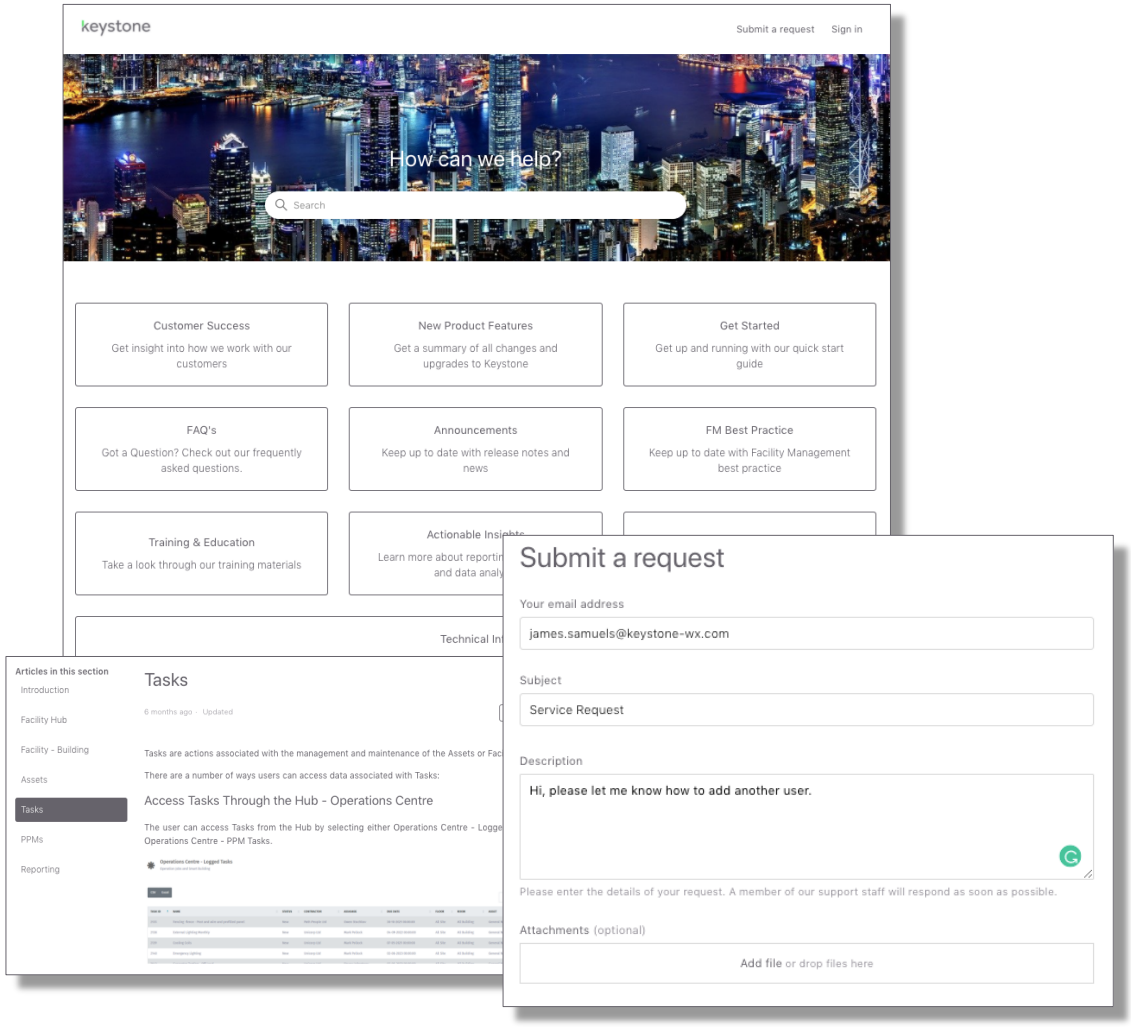
- Self-paced learning, training & ongoing education
- Easy to use platform, video tutorials, online courses
- Continuous improvement, hints and tips

BEST IN CLASS SERVICE LEVELS

- 24x7 access to knowledge base & support portal
- Knowledge base, articles, technical specifications
- Responsive team focused on client success

EXPERT ADVICE

- Added value consulting, training & operations
- Best practice advisory & standards compliance
- Strategic planning and optimisation



Keystone partner product & service roadmap

keystone

	Q4 20	Q1 21	Q2 21	Q3 21	Q4 21	2022+
PRODUCT	• Migrate asset & tasks management • Sunset current platform	• Client PPMs • Supplier & Contractor onboarding • End of Life current platform • Workplace+ (Temp, noise, VOC) • Wellbeing+ (occupancy, COVID)	• Procure-to-pay • Collaboration (chat, calls, video in app) • Savings capture & reporting	• Client PPM Upgrade • Workplace+ (Smart Energy, Smart Washrooms etc.) • Extend API	• Wellbeing+ (External environment monitoring) • Workplace+ (Predictive Maintenance) • Finance Integration	• Internationalisation (languages, currencies, etc) • App Market Place (Add 3rd Party Apps and Specialist Capabilities) • UN SDG framework alignment
SERVICE	• Discovery, configuration, data onboarding etc. • 2021 Planning • Client commercials / SLAs	• 24x7 Support Portal • 9-5 Mon-Fri Helpdesk • On-Line Training and Education	• Feature Support Updates • Expert Insights • Best Practice • Advisory Services	• Benchmarking	• Expert Advisory & Analyst Commentary	• Extended hours support

team

James Samuels

CEO

With a background in marketing & procurement for global tech brands (Intel, HP), James founded, grew & exited B2B SaaS Procurement tech business (60% revenue growth, 90% GM & 20% EBITDA).

Full P&L responsibility, personally delivered all sales, led investor rounds, finance, HR, operations. Clients in 70 countries & $1bn spend under management including BP, JP Morgan, Canon, easyJet, Lilly, J&J, Nestle, Pfizer, United Technologies, Disney, Heineken & Coca-Cola. Goldman Sachs 10KSB alumni.

James.Samuels@keystone-wx.com

Gordon Mitchell

CIO

Internationally recognised digital transformation leader in the ¢1.2tn FM sector. Delivered digital solutions to enterprise clients, leading smart city sustainable design & integration & heavily involved with aligning the FM function to the UN SDG's.

Convener for International Standards Organisation (ISO) TC267 / WG6 Technology in FM. Deputy Chair, Institute of Workplace and Facilities Management Technology Special Interest Group.

Gordon.Mitchell@keystone-wx.com

Jim Piggot

COO

Executive level business professional with broad international experience in the management of globally distributed organisations. Responsible for the strategic direction & management of NCR's the global software & service business. Lead the development and deployment of $50M+ re-engineering projects. Clients & partners: Bank of America, Royal Bank of Canada, HBoS, Chase Manhattan, Bloomberg, Microsoft, IBM and Apple. Founded and lead the development of start-up companies.

Jim.piggot@keystone-wx.com

Camiel Eggermont

CTO

20 years enterprise software & SaaS cloud architect, specialized in building highly scalable SaaS products serving millions of people for clients such as Hilton, Marriott International, Waitrose and Mandarin Oriental. Camiel has built & led product development, implementation consultancy, data engineering & DevOps teams.

Camiel.eggermont@keystone-wx.com

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Thank you.

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