

# Enlighted Launches Enterprise IoT Web Applications for Commercial Buildings; Partners with Leading Real Estate Services Firm JLL

HVAC and Space Utilization web apps bring personalized insights  
for better building efficiencies, partners with JLL to scale IoT apps

SUNNYVALE, Calif., Oct. 26, 2015 /PRNewswire/ -- [Enlighted Inc.](#), a leading provider of Internet of Things (IoT) solutions for commercial buildings, has announced the launch of two web applications: Enlighted Aire, a tool that provides demand-driven heating and / or cooling control, and Enlighted Space, a tool that provides rich visualization and reporting of building utilization. These web applications provide easy-to-use tools for vice presidents of real estate, facility managers and other building advisors to glean insights, like energy usage, space utilization and worker productivity, from their commercial spaces and expands the company's fully comprehensive IoT platform offering for its customers.

"We're excited to create a clearer line of communication between building managers and inhabitants and the spaces that they use every day," said Chief Technology Officer Tanuj Mohan at Enlighted. "These applications are the next step in making IoT achievable – and more importantly, meaningful – for companies looking to extract further efficiencies from their buildings."

Enlighted's comprehensive IoT platform allows companies to gather insights via its unmatched smart sensor technology that offers real-time analysis of what happens inside buildings. Through light, individual heat and motion detection, customers can now access these smart insights from web applications with ease to drive efficiencies and cost saving initiatives in their organizations. A recent [McKinsey report](#) estimates that the IoT could have an economic impact of upwards of \$11 trillion a year by 2025. Out of the nine settings where value may accrue, more than half involve commercial buildings, leaving the market largely untapped.

"There are three critical elements needed to encourage adoption of commercial IoT and for it to deliver tangible results," said Bob O'Donnell, chief analyst at TECHanalysis Research. "First, a comprehensive platform made up of a dense array of sensor endpoints connected to a network delivering real-time building data. Second, a financing program lowering financial risks to adoption. Finally, apps allowing building managers to respond to the information gathered by the platform."

#### *About Enlighted Aire:*

The Enlighted Aire web application has been tested with Fortune 500 technology companies in Silicon Valley as well as other organizations for nine months, and provides access to building managers to control heating, ventilation and air conditioning in commercial spaces. This easy-to-use tool helps maximize investment in Direct Digital Control systems with Variable Air Volume (VAV) and Variable Frequency Drives (VFD) which creates optimal comfort for employees and drives business efficiencies.

Enlighted Aire provides a dynamic view of energy savings by displaying customizable time schedules and reporting real-time updates on setback status, utilization and temperature by zone. For more information on the tool, please download imagery [here](#) and a product sheet [here](#).

*About Enlighted Space:*

The Enlighted Space application has been tested with Fortune 500 technology and telecommunication companies for nine months. This application provides deeper insight into how individual spaces in buildings are being used in order to best inform energy efficiencies and space planning. Customers are able to safely and anonymously measure usage of their work spaces to identify under-utilized spaces and develop optimization strategies.

For more information on the tool, please download imagery [here](#) and a product sheet [here](#).

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Today, Enlighted also announced that the company has teamed with real estate services leader JLL to bring the new applications / services suite to JLL's clients.

JLL clients have expressed interest in the cost savings and more importantly, the increased insight about their assets that the Enlighted apps provide. Concern about assets being utilized efficiently and more sustainably is driving growing interest. Research from the Rocky Mountain Institute finds that building savings opportunities across a building platform. Clients spend as much as \$3per sq/ft on energy, \$30 per sq/ft on operations and rent and as much as \$300 per sq/ft on employee comfort and salaries. With Enlighted IoT solutions, clients can comprehensively realize savings across all three areas.

The Enlighted app suite will be managed under **JLL's Power Plus+** program, an integration of leading-edge technology and JLL services that delivers turn-key solutions for occupancy data, reduced lighting costs, and increased employee productivity. Under this partnership, JLL will serve as the change management, implementation, project management and service point of contact for Fortune 500 customers, and Enlighted will provide technology solutions and the company's unique [Global Energy Optimization \(GEO\) service model](#), allowing companies to reap immediate energy and cost savings by requiring no-money-down financing and no leasing of the company's IoT solutions. These solutions have helped reduce commercial real estate's carbon impact by approximately 200,000 tons – the equivalent of planting more than 4.5 million trees.

"JLL and Enlighted's platform will provide actionable data to help our clients make better strategic and tactical real estate decisions," said John Hampton, Senior Vice President at JLL. "JLL Power Plus+ combines Enlighted's advanced sensor technology and web applications with JLL's project management, workplace strategy, occupancy, energy and sustainability services to deliver improved building and space efficiencies and results. Enlighted has the best-of-class offering to make this a truly simple and elegant solution for our clients' building needs."

Through continued partnerships with some of the world's largest brands, Enlighted has installed smart sensors in more than 65 million square feet of commercial buildings worldwide.

**About Enlighted**

Designed to change everything, Enlighted provides the world's most advanced digital sensor and analytics platform for smarter buildings to Fortune 500 companies around the globe. Enlighted

was founded in 2009 and has received venture funding from Draper Nexus Ventures, Kleiner Perkins Caufield & Byers, RockPort Capital Partners, Draper Fisher Jurvetson and Intel Capital. The company is headquartered in Sunnyvale, CA.

### **About JLL**

JLL (NYSE: [JLL](#)) is a professional services and investment management firm offering specialized real estate services to clients seeking increased value by owning, occupying and investing in real estate. A Fortune 500 company with annual fee revenue of \$4.7 billion and gross revenue of \$5.4 billion, JLL has more than 230 corporate offices, operates in 80 countries and has a global workforce of approximately 58,000. On behalf of its clients, the firm provides management and real estate outsourcing services for a property portfolio of 3.4 billion square feet, or 316 million square meters, and completed \$118 billion in sales, acquisitions and finance transactions in 2014. Its investment management business, LaSalle Investment Management, has \$55.3 billion of real estate assets under management. JLL is the brand name, and a registered trademark, of Jones Lang LaSalle Incorporated. For further information, visit [www.jll.com](http://www.jll.com).

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