



CRE Tech Talks

Episode #5: CRE & Big Data: Finally Some Practical Applications

Considering Comfy? Questions You Should Ask Yourself

By Lindsay Baker, VP of Business Development, Building Robotics

1. "What are you doing to stay competitive in a marketplace in commercial real estate that's just continuing to be more and more demanding of technology, and of the amenities and interesting things that are offered to us in the rest of our lives? How are you staying equipped for that, and how are you really innovating on that front so that you're ahead?"
2. "Are you ready to try something new?" Comfy is a new thing. A lot of these technologies are new, and the folks we work with, our clients, have really benefited a lot from saying, "You know, there might be a way that we can improve our operations here. These computers are still in the 1990s so maybe it's time to bring them 20 years up to speed with the rest of the world." It requires sometimes a little bit of spanning the horizon. That's another big one.
3. "How am I going to start to find more faults, and find more opportunities to save, and really understand how to excel in my realm of responsibility here in managing the building and HVAC systems and lighting and all of that?" I think for us we really want to know in going into a building what we're working with. We love working with building facility management teams who are looking to improve their building, and we work on that a lot with folks. You need to be ready to open up to new ideas and to new information about how your building's working.

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