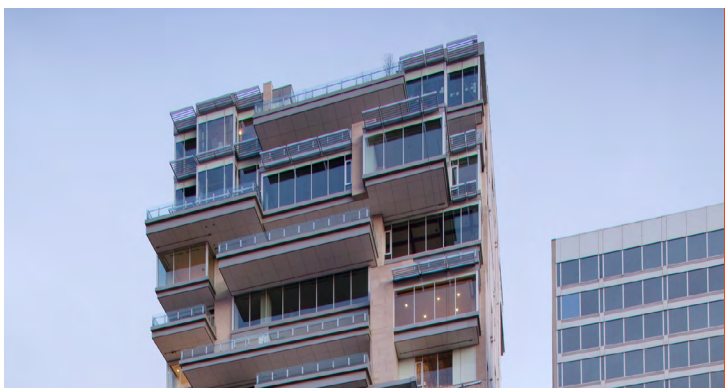




KingSett Capital

Creating a Unified Smart Vision
for a Diverse Portfolio

KingSett is a private equity real estate investment firm that owns interests in a \$13.4 billion portfolio of assets. As KingSett continues to seek further opportunities to invest in a wide range of real estate properties and developments, Senior leadership is laying the foundation for the Smart and Connected future of its entire portfolio. With the goal of creating a Smart Vision that aligns with the company's core values, KingSett engaged, Smart Tech leader, RYCOM, in June 2018, to create an agile and executable Smart Strategy with the depth, flexibility, scalability and modularity to be applicable across KingSett's diverse portfolio. As this Smart Strategy is deployed and adopted across the various asset types within the portfolio, it will serve to provide the necessary direction and processes to enhance relationships with tenants, partners and communities at the site level. It will also serve to transform and evolve each property with Smart Technology.



- **Client** | KingSett Capital
- **Property Type** | Commercial, Office, Mixed-use, Retail, Industrial, Hotel and Hospitality, Residential
- **Managed Assets** | \$11,200,000,000
- **Project Location** | Canada
- **Project Start Date** | June 2018
- **Project Target/Completion Date** | December 2018
- **Project Status** | Ongoing

CHALLENGES:

- Manage multiple 3rd party Property Management companies and Investment partners that each have their own unique vision and strategies for Smart Technology
- Limited availability of industry standards, guidelines, best practices and cyber policies to protect new and existing technology investments
- Dependency upon building vendors and consultants to provide the appropriate guidance for best in class solutions, as well as installation and access to technology infrastructure and systems
- Inconsistent approach to the evaluation and procurement of technology solutions
- Inconsistent approach to the data access/ownership and technology ownership
- Inconsistent approach to measuring the return on investment for current the technology in place
- Unified adoption, communication, and implementation of a consistent vision amongst the various stakeholders

SUCCESSES:

- Progress made towards an executable vision designed to be adopted culturally and by the Investment and Property Management partners
- Progress made towards the creation of a consistent evaluation and procurement process to test and implement technology that can be replicable across the portfolio
- Progress made towards the development of an ongoing communication plan that will continue to engage, excite, and educate all stakeholders
- Progress made towards a methodology and plan that will consistently monitor and track successes and outcomes
- Progress made towards the development of established guidelines for implementation and the ongoing lifecycle management of the building systems including access to data, ownership and cyber policies

RYCOM SOLUTIONS:

- Strategy



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