Mega Trends Impacting Workplace

Rise of Energy Consumption:
- Negative impact on the environment
- Current energy usage rate unsustainable

Pressure to Improve Productivity:
- Increase effectiveness
- Impact of technology on collaboration

Changing the Way We Work:
- Pressure on travel and transportation
- Push to improve quality of life
The Building Information Network
Providing Opportunity with One Network

- Tenant Services
  - High Speed Internet
  - Wireless
  - Unified Communications
  - Interactive Media
  - Digital Signage
  - IP Telephony

- Building Systems
  - Lighting
  - Elevators
  - 24/7 Monitoring
  - HVAC Sensors
  - Fire Control
  - Video Security
  - Energy Management
  - Maintenance Management

Monitoring
Control
Smart + Connected Real Estate

- Workplace Productivity
- Safety and Security (up to 30%)
- Energy & Environment (up to 35%)
- Experience
- Economic efficiencies (up to 12% opex)
- Brand
- Carbon utilization
- Utilization
Global Cisco Property Portfolio

**Global Headcount**

82,902 employees

33% Engineering
24% Sales
44% all others
FTE – 84%

**Global Portfolio**

21.5 million SF
(52% owned)

66% US/CAN
18% EUEM
16% APJ
309 metros in 90 countries
569 buildings

**San Jose Headcount**

23,441 employees

44% Engineering
5% Sales
51% all others

**San Jose Portfolio**

7.3 million sq. ft.
(85% owned)

56 buildings

Source: Q4 FY10 Data

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As our employee population changes and our technology is enhanced, so do our work styles.

Collaboration via “virtual work practices” is rapidly evolving.
Solutions: TelePresence
Converging All Forms of Human Expression

Helping Business Become “Green”
Immersive in real estate utilization and planning
TelePresence Rooms deployed in 250 major cities across 80 countries globally.

- **US$319M** in productivity cost savings
- **460k** metric tons of GHG emissions saved
- **213k** mtgs avoided travel
- **US$851M** travel cost savings on travel

Utilization rates by CTS Type:

- Three-screen systems
  - CTS-3210 - 14 or 18 seats
  - CTS-3200 - 14 or 18 seats
  - CTS-3010 - 6 seats
  - CTS-3000 - 6 seats

Based on an 8-hour business day:

- 63% overall average TelePresence utilization (non-private rooms) by endpoints based on a normal 8-hour business day and a 5-day work week.
- 14% average ad hoc utilization since November 1, 2009 by endpoints.
- 47% overall utilization rate.

For TelePresence Solution deployment information, select from the menu: Select a TelePresence Solution.
## Typical Results

<table>
<thead>
<tr>
<th>Typical floor in San Jose</th>
<th>Traditional</th>
<th>Cisco Connected Workplace</th>
</tr>
</thead>
<tbody>
<tr>
<td>Usable Area</td>
<td>49,000 sq. ft.</td>
<td>49,000 sq. ft.</td>
</tr>
<tr>
<td>Work Space</td>
<td>70% individual</td>
<td>30% individual</td>
</tr>
<tr>
<td></td>
<td>30% collaborative</td>
<td>70% collaborative</td>
</tr>
<tr>
<td>Use Pattern</td>
<td>Traditional, Assigned</td>
<td>Flexible, Group Assigned</td>
</tr>
<tr>
<td>Design Capacity</td>
<td>300 (fixed)</td>
<td>440 (nominal)</td>
</tr>
<tr>
<td>Enclosed Meeting Spaces</td>
<td>16</td>
<td>72</td>
</tr>
<tr>
<td>Usable Area / Capacity*</td>
<td>163 sq. ft.</td>
<td>111 sq. ft.</td>
</tr>
<tr>
<td>Chargeback per Employee</td>
<td>$5,162 per year</td>
<td>$2,596 per year</td>
</tr>
</tbody>
</table>
lobby
neighborhood
open project space
E-cafe
Sustaining Management Team Model

For Cisco Connected Workplaces to be successful, local leaders in each location are needed

- Business Leaders have a more effective voice in managing to change
- Business Leaders provide the best local response to local issues
- Only Business Leaders are truly able to lead by example
- Only Business Leaders have the appropriate relationships needed to take Cisco in a new direction

By participating in the Sustaining Management Team through your local Office Council, you set a strong example for all employees!
The Banyan Building: Built for Sustainability

Environmental
Above LEED Standards:
- 25% above for lighting energy
- 27% above for water consumption
- 31% above for cooling energy
- Enhanced air quality by 30%

Economic
Annual Payback of:
- OpEx savings of ~15%
- Employee productivity of +9%
- Energy efficiency of +30%
Total Savings: 1005 MWh

Social
Collaboration Areas
Cafeteria
Child Care Centre
Smart Work Center (SWC) offers a flexible and user-centric work space with enhanced communication technologies and a community inclusive service setting, designed to improve employee collaboration and productivity.