

Laying the foundations
for the **future of the
built environment**



“As we enter a new decade, the global property market is on the brink of a sea-change in the way buildings are constructed and inhabited.

LMG is at the forefront of this evolution: enabling developers, occupants and contractors to unleash the full capabilities of IP-based networks and digital transformation in the built environment.

With over 30 years of industry experience, we understand our customers unique market challenges and are a trusted global partner in providing the framework for fully integrated IoT-enabled buildings — across campuses, offices, homes, hotels and datacentres.”

Ieuan Rowe
Chief Operating Officer, LMG

LMG takes developers from siloed to seamless

The obstacle facing developers in the modern marketplace is clear: how can they simplify their deployment processes to unleash the full power of IP networks across their entire property portfolio? These IoT-enabled services are no longer an added bonus — they're a must have to boost occupant satisfaction and maximise property values.

A changing landscape for developers

Siloed deployment models are complex and inefficient

The benefits of IP-based building networks and connected services are clear. However, the deployment models put in place are often firmly stuck in the past.

Currently, the vast majority of properties have their security, AV and other systems handled in various disconnected siloes — with installation and management handled split up among separate specialist contractors. This only serves to add unnecessary complexity.

LMG's 'all-in-one' deployment model

Unlike traditional models, LMG simplifies your processes and reduces complexity — taking you from siloed to seamless via an 'all-in-one' deployment of network, devices and service management. LMG's converged service incorporates design, install, ongoing management, reporting, quoting, billing — all delivered via our simple, consolidated management platform, FieldWire.

Location is no longer enough to maximise a building's value

For as long as there's been a commercial property industry, one central tenet has held true: location is key. And while the significance of location has certainly not completely diminished, 'smart' services and interconnectivity will be equally, if not more, important moving forward. Perhaps the old phrase, 'location, location, location' needs to be updated to 'location, data, analytics' — because this represents the future of the market.

Having a fantastic property in a prime location is no longer enough to maximise value. Today, tenants demand this is coupled with intelligent services, applications and technologies; such as next-gen security, digital signage, asset management and building automation — provided through a strong and secure base building network.

LMG creates value through data

LMG can unlock the power of data across entire multinational estates. This exponential increase in information is extremely powerful, allowing insights that enable predictive maintenance and hyper-personalised services. Enhance demand for your space and increase occupancy rates with our interactive digital spaces for optimised UX and mobility.

Technology is constantly evolving — how can I stay ahead?

Introducing IoT-enabled systems and data-driven insights is just the first step. In the continually changing modern environment, you must ensure your solutions are adequately scalable. It's easy to fall into a 'set it and forget it' mindset, but this will only lead to rivals surpassing you as technology evolves.

LMG's ongoing service-model keeps you at the cutting-edge

LMG is with you on every step of your journey. Data gathered via 'smart' devices enables constant post occupancy evaluation, allowing your building to adapt to changing tenant demands. And our OPEX/aaS delivery model means you're always able to access the latest technology throughout your estate's entire lifecycle.

LMG maximises the potential of properties for owners and occupants

Property owners and occupants are increasingly aware of a simple truth: not all buildings are created equal. And they expect that built environments — be they workspaces, residences or public properties — provide connected services that improve productivity, comfort and ambience in an energy-efficient manner.

My property lacks personalisation/optimisation services

Personalisation and optimisation have become essential aspects of our lives, and tenants expect built environments to be no exception. Beyond simple sensors and basic automation, occupants want fully integrated IoT-enabled systems that allow for increased productivity and comfort powered through strategic insights.

LMG's IP-networks lay the foundation for hyper-personalised experiences

Unlike a 'one-size fits all' approach, LMG provides the framework for fully-integrated IoT enabled buildings, which create 'smart' workspaces enhancing user experience, improving productivity and promoting wellbeing. We allow complete flexibility to deliver bespoke services down to individual/occupant level in buildings.

Is my property/data as secure as possible?

Feeling secure — in both digital and physical spaces — is a top priority for building owners. Security incidents not only erode confidence, they also have significant financial implications; the cost of a breach vastly outweighs the cost of protection. Additionally, the reputational damage can be impossible to recover from.

But, installing sophisticated security systems that handle both physical and cyber-security can be both complex and time-consuming.

LMG allows simplified installation of sophisticated security systems

LMG brings together physical and cyber security in one solution, there's no need to engage multiple providers. And you have peace of mind that you're getting a high quality service — LMG is fully certified to NSI Gold standard for security system installation and maintenance.





Risk does not equal reward for **main contractors**

Siloed, deployments increase complexity and risk

Complexity breeds confusion, and confusion leads to risk. Endless sub-contractors and various support staff supplied by different subcontractors only serve to complicate on-site management — increasing the likelihood of programme delays and client claims. Main-contractors simply can't afford to be put in this position in such a competitive environment.

De-risks projects through a single, reliable point of service

LMG gives main contractors one central point of accountability to de-risk your project. We underwrite technological risk by ensuring multi-system interoperability and eliminating scope gaps. Additionally, the expertise and experience of our engineering staff helps keep your site safe, secure and running efficiently.

LMG simplifies and de-risks projects for **main contractors**

As building specifications advance to meet the demands of the modern marketplace, the opportunity for on-site technological and physical risk increases greatly. It's essential that contractors are able to take projects from inception to completion with clarity and confidence, ensuring minimal risk incurred along the way.



LMG: Guiding you through **a generational shift**

The built environment is at a tipping point; digital transformation will impact every part of the industry — from campuses, offices and retail stores to hotels, hospitals and datacentres.

LMG puts everything developers, owners, occupants and main-contractors need to realise the potential of connected building networks in one place. Unlike the scattered, inefficient models of the past, LMG strips away all the layers of complexity — simplifying deployment, enhancing occupant satisfaction and de-risking management in a single step.

Not only does this maximise the value of your property right now, but LMG's ongoing services ensure you stay at the forefront of building technology for your estate's entire lifecycle.

Whether it be local properties or sprawling multi-national portfolios, LMG is the perfect partner on the journey towards a fully-integrated, IoT-enabled future for the built environment.

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