



**SMART
BUILDING
COLLECTIVE**

Strategic Certification & Partnership Proposal

**Join a community of smart building experts
changing the relationship between humans and
buildings through data and technology**

10X your **SBC** investment

In a specific area or across them all



**Recognition &
Influence**



**Smart Building
Benchmark**



**Business
Matchmaking**



**Funding
Support**



**Product
Innovation**



**Meaningful
Community**

What you can expect

- We will help you tell your incredible story throughout the ecosystem & marketplace
- Matchmaking with likeminded and complimentary solutions, buildings, and service providers to improve business development
- Learn about opportunities around your product innovation through our certification program
- Join research projects and thought leadership (papers, talks, panels, and more)
- Build meaningful community

How it works

Apply to our member network to see if your business is a match for this opportunity

You first need to be accepted into our exclusive member network:

Once accepted into the network we start with a kick off to define a concrete plan for the coming 12 to 18 months tailored to your needs. Once both parties are satisfied with the plan we get started and execute against it, bringing you into the industry as a member of the Smart Building Collective, learning from the smart building benchmark and the various organizations associated. Each partner is unique and requires different attention, your program will be custom made with common underlying themes. We will aim to 10X your investment by focusing on::



How - We certify spaces, buildings, portfolios, solutions, master system integrators, and consultancy firms against the SBC framework where best practices, gaps and opportunities are identified. Each of these entities informs the SBC Framework which makes up the world's first crowd sourced certification system. One common language informed by the collective community to support the industry move further faster. From a powerful base, the SBC community supports the industry by facilitating events, publications, sharing expertise, and matchmaking, whilst spreading the power of the SBC certifications further and for more. Once you are a member we will begin Solution Certification and onboard your team for access to SBC Online. **Let's go!**

Start with Solution Certification

Solution Certification is more than a badge: everything we have designed is for you to improve your product(s), services, placement, storytelling, knowledge, and innovation. Solution certification is not just a label, once we know what your solution and organization is capable of, we can better support you effectively meet the challenges you are up against. We can help you match to buildings, people, or complimentary solutions. Solution certification is built against the same methodology (**SBC Framework**) that the buildings are certified against, this way gaps and opportunities can be easily mapped and met.

Solution certification is **not only about the technology**, it is also about how your organization is placed to support your customers through your services, solutions, and value propositions.

Matchmaking opportunities it opens up:



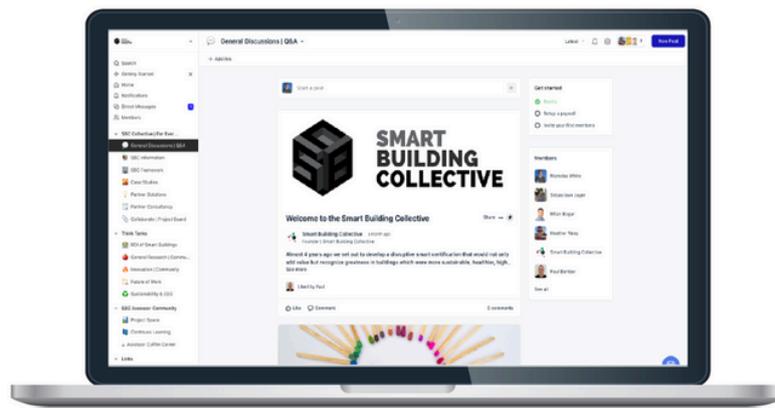
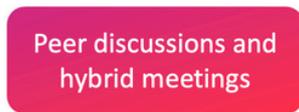
Certification will result in a digital asset that can be shared with interested parties and opens opportunities to access matchmaking where appropriate.

10X your investment

By being accepted:

- Position your influence as a Smart Building leader in the industry with certification
- Validate your products and services against the SBC methodology
- Innovate based on insight and learnings from the certification process
- Match with opportunities/questions from real estate owners
- Present your products & services, with recognition of your innovations
- Contribute to articles, research studies, and publications and profile your leadership
- Share your expertise during our events and throughout the SBC ecosystem
- Participate in SBC Online and all of its resources
- Gain access to the SBC core team for business support (consultancy, workshops, speaking at your events, innovation)
- We provide a space and support your profile, products and services throughout the ecosystem and market

Impact Quantification



Join Leading Research Projects:

Our platform allows for easier and more seamless global research programs. We study health, sustainability, performance, and so much more. We invite our partners to be a part of these studies, become affiliated with these studies, and learn from these very interesting academic processes. We believe scientific research should be made practical.

Investment Structure

Involvement that meets your need

Pricing Indication

Items	Additional Options Price Indication	Price
Certification one year program <ul style="list-style-type: none">• Press release• Certification program• Certification publication• Online interview• Access to SBC Online• Company profile on SBC Online• Included in building certification reports (where appropriate)• Continuous support and guidance (innovation, marketing, sales)• Reactive Matchmaking (when opportunities arise)• Logo present throughout SBC marketing and platforms		€3,600.00 (price per region)
Join our Think Tanks to expand your presence and knowledge in the specific area of focus one year program <ul style="list-style-type: none">• Content specific social media campaign featuring your brand• Bring your brand to SBC online events (showcasing your expertise)• Join monthly (Online workshops)• Access continuous literature review in topic area• Content library feature - digital white papers with your company name and profile as a contributor• Subject specific networking and collaboration• Your company showcased in digital content library	<ul style="list-style-type: none">• ROI of Smart• ESG, EU Taxonomy, Legislation• Human Health, Performance, Asset Attraction• Future of FM and asset efficiency 1x €2400 2x €4560 3x €6480 4x €8160	
AP Assessor program participation tuition fee <ul style="list-style-type: none">• In combination with membership and other products		€1,250 22% discount
Research / Matchmaking / Event / Education / Thought Leadership / Certifications / Networking Case study development <ul style="list-style-type: none">• Sponsor a case study for a certified building where your solution is present• Define and sponsor case studies around your solutions• Build collective community around your specific business and value propositions Additional media distribution Transformation Support	Custom Proposals	
Sales commissions for initiated projects	+ Commissions	

Based on your unique situation we can put together a custom program to meet your needs



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SMART BUILDING COLLECTIVE



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 COLLECTIVE**

A glowing lightbulb is held by a robotic hand. The lightbulb is illuminated, casting a warm glow. The robotic hand is metallic and has a complex, articulated structure. The background is a soft, warm gradient.

**"Join a community
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through data and
technology"**