

## Panel Discussion 2

The moderator Sanjay Chatrath from Colliers International India, posed several interesting questions to Amit Grover from DLF. The main discussion was around first defining a smart building and what are the key ingredients required to design a smart office building. There was also a question around making old buildings smarter and employee friendly. In the current scenario is DLF selling just the space or are they selling solutions to occupiers as well. The learning that came out of these questions was that green and sustainable buildings and offices are the way of future and what we can do differently to ensure most efficient use of water, energy and other resources.

Deepak Ohlyan from Dell was the second speaker bringing vast experience on this subject. He began by defining what are smart offices / workplaces and what are top benefits and challenges of designing a smart office. He also defined what is changing at the business level and impacting space requirement and how are business service lines participating in this aspect. He also elaborated on how technology/automation is changing internal workspace for employees. He also spoke about developers offering Digital Platforms for all occupants in the form of a Mobile Application that would bring all information, amenities, services, facilities, interactions at the click of the button and how these Apps are improving the experience of occupants within the building.

Jai Agnani from EXL Services spoke about how while everyone is talking about agile, flexible and activity-based workplaces, how are these new spaces more productive, cost effective and creating a better working environment for employees. He observed that work routines have changed, and workspaces are changing at a very quick pace and shared that whilst designing and constructing new office space for employees what are the key challenges that the occupiers are facing.