

WHIZ FOR MULTIFAMILY REAL ESTATE



Common Challenges

- ✓ **Attracting New Tenants:** Innovation attracts tech-savvy tenants with spending power for higher-end living, and differentiates properties in a competitive market.
- ✓ **Tenant Retention:** To retain tenants, and maintain and increase occupancy, multifamily buildings must adapt with and excel at market demands. This includes offering both great and safe places to live, regardless of external factors.
- ✓ **Tenant Experience:** Growing rent is directly tied to tenant experience. No space is more important than the space that you live in. While occupancy is rebounding, tenants are more selective about where they can feel safe and plan for a hybrid lifestyle. Because of this, tenants are demanding more amenities in their buildings.
- ✓ **Expenses:** Balancing fixed and variable expenses, market rates, and operating costs is an undertaking. Compounded with rising costs, it is difficult to maintain consistent expenditures.

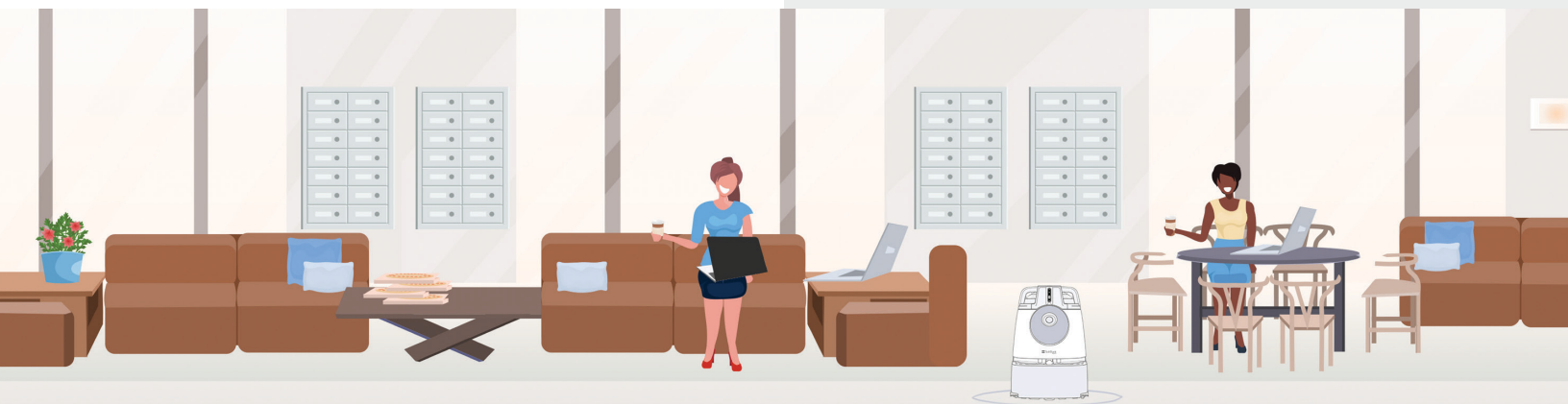
The Solution



How Whiz Can Help

Properties across the country have deployed Whiz in their **lobbies** and **hallways** to do a “pre-sweep” prior to scrubbing the floors.

- On-site staff can easily operate the device on a daily basis with its teach-and-repeat functionality and simple management of consumables and maintenance.
- Leave it to the experts. Canon’s change management expertise allows for seamless integration of Whiz into your existing programs for health and safety.
- Get tailored analytics and performance on demand.



THE RESULTS IN MULTIFAMILY REAL ESTATE



Raise occupancy, increase rental income, and redistribute costs from operating expenses to capital expenses by investing in innovation, health, and safety while also achieving:

**8X
LESS**

A Global SoftBank Robotics Study¹ found that there are approximately **eight times less airborne dust and allergens** kicked up by people after using Whiz as compared to manual vacuuming.

**25%
MORE**

According to a customer, Whiz helped to **boost efficiency up to 25 percent** through automation of repetitive tasks.²

Improve Tenant Experience

Whiz is broadly deployed across multifamily portfolios where sites leverage its frequency, coverage, and visibility. In doing this, REITs (Real Estate Investment Trusts) are able to improve their tenant experience by verifying that the space has been cleaned.

Delighting Tenants

By purchasing Whiz across their portfolio, a publicly traded REIT specializing in high-quality, multifamily apartments in primary urban markets was able to recoup millions of dollars by converting their floor care expense from a monthly operational expense to a one-time capital expense, all while filling in labor gaps and delighting tenants.

Take the next step in your digital transformation. Contact your Canon Authorized representative to learn more.



¹ Global SoftBank Robotics Study (2019) joint research data developed by SoftBank Robotics Corp. and Environmental Allergens Info and Care, Inc.

² BES Cleaning and SoftBank Robotics Case Study (2020).

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