



## Sony-Fagerhult partnership delivers smart, two-in-one solution

Sony Network Communications Europe recently signed a referral agreement with the lighting brand Fagerhult, paving the way for a new service that will combine the intelligent plug-and-play lighting control system Organic Response with the Nimway solution for finding colleagues. Lars-Gunnar Lundgren, who heads up the Nimway team, describes the combined tech offer as a “neat, two-in-one solution that successfully marries the advantages of smart lighting and smart indoor positioning.”

### **BENEFITS OF THE COMBINED OFFER**

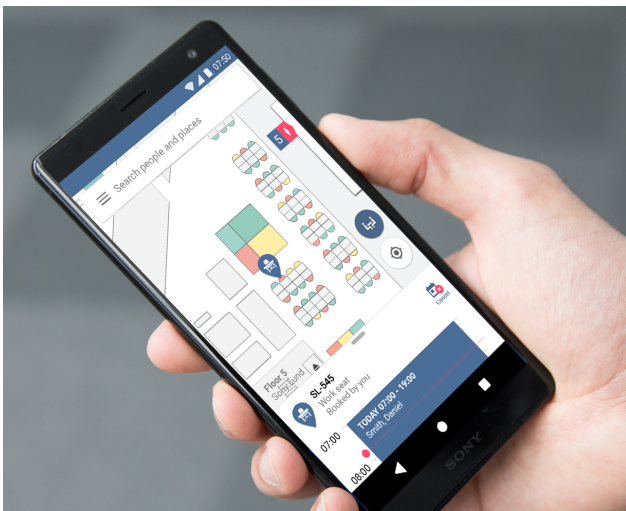
Fagerhult’s luminaires with integrated sensors and beacons automatically adjust the level of light in response to daylight and to the presence of people in a space. Each sensor shares, receives and transmits information to adjacent luminaires so that the light spreads throughout the premises automatically.

The Nimway solution also uses beacons, but for a different purpose: to detect where people are sitting.

This enables a ‘colleague finding’ feature that alleviates one of the most common problems associated with modern Activity Based Workplaces i.e. locating co-workers.

The Nimway app is very easy and intuitive to use. To get started, users simply download the app, key in the name of the colleague they’re looking for, and his or her location will show up on the digital map almost instantly.

Naturally, employees who don’t want to be disturbed can hide their visibility in the Nimway app settings. “For people who are concerned about privacy,” says Lars-Gunnar, “we can reassure them that data is only stored in the Nimway system for 60 seconds - the length of time we estimate people need to find one another.”



### **A TECHNOLOGICAL FIT**

From the very first meeting, it was clear to both Sony and Fagerhult that their solutions complemented one another in many areas, with almost no overlap. Magnus Persson of Nimway explains, “We were all excited to explore the mutual benefits of a combined offer – to see how the sensors in Fagerhult’s lights could be combined with the Nimway system, and how Nimway’s sensors and applications could be used to enhance Fagerhult’s lighting solution.”



#### **CUSTOMER CENTRICITY – A COMMON APPROACH**

Fagerhult's highly people-centred approach to innovation also chimed well with that of Nimway. While the lighting specialist believes in creating lighting solutions to positively affect human health and state of mind, Sony's ambition is to develop Nimway in line with the needs of employees, following the continuous evolution of the workplace. Says Lars Gunnar, "We think in a very similar way – and we're all happy that the combined Fagerhult-Nimway offer will make life in the office simpler and more seamless for end users."



#### **IMPROVING THE OVERALL OPERATION OF A COMMERCIAL BUILDING/SPACE**

The new joint solution delivers important sustainability and cost advantages for property owners too. Organic Response saves energy and enables optimal lighting conditions only when needed since it is based on presence detection. Putting Nimway and Fagerhult together generates further savings since one beacon can now do two jobs. This reduces the magnitude of the hardware installation, while also simplifying maintenance and improving performance.

#### **POTENTIAL FOR EXPANSION**

Should Fagerhult's customers be interested in acquiring a fully-fledged Nimway solution in the future (with additional functions like desk management, room booking, error reporting, etc.) this option is always open to them. Taking it a step further, data from the Nimway Analytics tool could be used to generate valuable insights into space utilisation for planning purposes.

Find out more about the Nimway smart office solution:  
<https://nimway.com/>

Find out more about Fagerhult's new offer:  
<https://www.fagerhult.com/sv/Kampanjer/fagerhult-x-sony/>