



# FirstGroup Innovation at Stations

Stuart Parker ,Group Property Director

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- **Innovation** is key to long-term strategic management and stewardship of the station portfolio
- Digital technology experience of Commercial Real Estate and Smart Cities
- FirstGroup approach and lessons for the industry
- Video of a project we are supporting



- Smart technology is being adopted but often in 'silo's'
- Proprietary legacy systems
- Aim should be to create intelligence



- Cost of IoT technology is falling
- Real Estate phased migration
- Smart Cities use connected lights as platform for other connecting other assets/sensors
- Interoperability, safety and security requires open standards and protocols



- New franchises are investing in LED – opportunity to introduce IoT technology
- We have developed this approach at GWR and are looking to adopt in new franchises
- If we don't specify this properly we will lock out IoT and innovation for 10+ years



<https://we.tl/PXo5xVkcNA>

Stuart Parker

Group Property Director

[stuart.parker@firstgroup.com](mailto:stuart.parker@firstgroup.com)