

# Commercial Buildings



## CASE STUDY | Music Tribe

### The Challenge

Music Tribe, an international company with their USA headquarters in Las Vegas, Nevada, was originally working with a different Power over Ethernet (PoE) company for their smart building. The original design was to be half PoE and half high-voltage, resulting in two systems which would require hiring an additional integrator to merge the two systems together. When Music Tribe's contractor met Igor, they were interested in using one system to create **integrated smart building automation solutions** to empower their employees, gain more control over their environment and create an agile, next-generation smart building.

### The Solution

Igor partnered with Music Tribe for an **entirely PoE installation**, eliminating the need for a high voltage system altogether. Nexos, Igor's smart building automation platform, integrated over seven different Application Programming Interfaces (APIs) allowing the seamless use of multiple intelligent building technologies from lighting to security, all within one system. The open API platform allowed for endless possibilities and enhanced building efficiencies, cutting costs and providing real-time data about the building's use with Power-over-Ethernet Lighting.

### The Result

The PoE solution delivered a more controlled, agile building, equipped with the infrastructure needed to add more smart building functionality as Music Tribe expanded their business. Working with **Igor saved Music Tribe over \$180,000** by eliminating the need for a third-party integrator and reducing installation time by more than a month. The PoE solution also resulted in immediate energy savings after installation and increased employee control over their work environment.

## Nexos

### Reliable. Scalable. Flexible. Secure.

Nexos, powered by Igor, elevated Music Tribe's space to a next generation, agile smart building that is capable of evolving as new technology becomes available.

- Control Over Workspace & Environment
- Plug-N-Play Integrations
- Multiple API's, One PoE Platform
- One Low Voltage Solution Saves Time & Money
- Security Integrations Ensure Controlled Access
- Revolutionary Smart Building Automations

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### Project Background:

Music Tribe's contractor met Igor at a Las Vegas trade show and expressed concerns about working with another PoE vendor for their smart building. There were issues with poor support on the project and the lack of a single, integrated PoE system. The project started out as a half high-voltage and half PoE project, but Music Tribe had the goal of using a single PoE system with API integrations and smart building technologies.

Music Tribe also believed in the Jones Lang LaSalle (JLL) 3-30-300 rule. JLL's 3-30-300 calculator shows that investments in healthy, sustainable workplaces to support and engage employees offer the most profound opportunity to derive value from the cost of human capital. They believed that giving employees control over their environment would contribute to a healthier and more satisfied workforce.

The installation with Igor's single integrated PoE system was seamless. There was no need to run multiple lines for high-voltage installation and no electrician was needed since only low-voltage power was required for the installation. This also meant there was no need to install conduit and high-voltage wiring, which saved about one month of installation time.

The ability to have control over their smart building was important to Music Tribe. Having one system for more than seven APIs may sound complicated, but employees can operate features of their work station with a simple tap on a phone application. The APIs for the project included IP cameras, access control, facial recognition,

conference room scheduling, privacy glass, lighting, and more all in one platform. With features such as voting on the temperature of their room and changing the brightness of lighting for their workstations, employees went from being passive participants in their environment to active contributors.

Music Tribe also wanted to make security a priority with their smart building. Igor integrated automated lighting that activates and shuts off based on where people are throughout the building. Security cameras for facial recognition were integrated with the PoE system. The cameras automatically grant access to employees based on their face without the need to look up at a camera or use a key, enhancing the security of the building.

Energy efficiency was also a priority for Music Tribe. With their low voltage, PoE-based system, Music Tribe is continually saving money on energy costs as the platform learns new ways to improve efficiencies using real-time data. The real-time data collected by Music Tribe allows them to understand how their employees are using the building and each integrated technology.

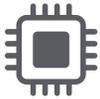
Music Tribe wanted a leading, tech-forward building that would contribute to the well-being of their employees. What started with Power-over-Ethernet lighting evolved into countless integrations and even more to come. They're thinking toward future integration possibilities for inventory management, asset tracking, and occupancy optimization – all easy next steps with Nexos, Igor's IoT Platform, already installed as the backbone for their smart building.

**Learn more or request a demo at:**  
[igor-tech.com/Nexos](http://igor-tech.com/Nexos) • [info@igor-tech.com](mailto:info@igor-tech.com) • 877-588-2650



# Empowering employees

Integrations for Complete Control of Workspace Environments



## ADAPTABLE

Agile Plug and Play software that changes and grows as new functionalities and API integrations are required.



## SUSTAINABLE

A low-voltage, PoE-based building automation solution results in energy efficiency and cost savings over time.



## SAFE

Security integrations ensuring spaces are controlled yet easily accessible through occupancy sensors and facial recognition.



## INTEGRATED

A single PoE system facilitating seamless integration between multiple smart technologies through one simple platform.

