

1,000+ IoT Sensors Powering Smarter Real Estate Asset Management in France

Over 1,000 Milesight people counting sensors provide reliable occupancy data across a French commercial real estate portfolio, enabling tenant risk assessment, shared-space optimisation, and data-driven asset management.



Milesight Partner
EBDS Wireless & Antennas
Z#BRE

Location
France

Applications
People Counting / Occupancy

Number of Devices Deployed
VS133-P×1000+

Background

For commercial real estate asset managers, leased floor area does not necessarily reflect how a building is used. A leading French real estate asset manager wanted to look beyond contractual occupancy and understand actual presence across its office portfolio. In 2025, it launched a five-year occupancy intelligence program with Milesight sensors and Z#BRE's platform, covering a planned 80 buildings in Paris and other French cities. The program focuses exclusively on landlord-managed areas, including building entrances, circulation routes, tenant-perimeter entry points and shared amenities. Private tenant offices, individual desks and private meeting rooms are outside its scope. Data is captured by Milesight sensors and consolidated through Z#BRE's SaaS platform to help asset managers compare building usage, evaluate shared services and identify changes in tenant presence.

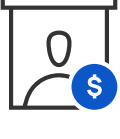


Challenges



The Gap Between Leased and Used Space

Lease contracts show how much space is rented, but not how frequently it is occupied. Without real usage data, asset managers lack an objective view of building performance and tenant presence.



Limited Visibility into Tenant and Amenity Trends

Declining attendance may signal a potential downsizing or departure well before contractual notice. At the same time, shared amenities such as meeting facilities, restaurants and fitness areas require investment without consistent evidence of their actual use.



Scaling Across Live, Diverse Buildings

The solution had to work across occupied, technically varied buildings without disrupting tenants or relying on tenant IT systems. Privacy protection, standardized data quality and repeatable deployment were essential.

Solution

To enable reliable, privacy-preserving occupancy monitoring across the client's office portfolio, Milesight **VS133-P AI ToF People Counting Sensors** were deployed at building entrances, tenant-perimeter access points and shared facilities. These sensors continuously capture visitor flows without identifying individuals.

Data from Milesight sensors undergoes quality control, contextualization and consolidation on the SaaS platform developed by Z#BRE. Asset managers gain portfolio-wide metrics including real building usage, tenant presence trends and shared amenities utilization. The integrated system also delivers a Tenant Risk Score, which detects declining occupancy activity well before formal lease termination. So far, around 60 buildings have been equipped with Milesight devices, with a deployment pace of roughly one asset every ten days.



Results

Portfolio-Wide Visibility into Real Building Usage

More than 1,000 Milesight VS133-P people counting sensors have been deployed across approximately 60 office buildings, providing asset managers with reliable insights into actual building usage and tenant-level occupancy patterns beyond traditional lease-based metrics.

Early Identification of Tenant Risks

Continuous occupancy data and Z#BRE's Tenant Risk Score help asset managers anticipate potential tenant downsizing or departures 6–12 months ahead of conventional contractual signals, creating opportunities for proactive engagement, lease adjustments, and tenant retention.

Smarter Shared-Service Investment

Real usage insights across shared facilities, including meeting rooms, fitness centers, restaurants, auditoriums, and coworking areas, help asset managers align service investments with actual demand and make more informed decisions about facility allocation.

Data-Driven Operations & Sustainability

Occupancy insights provide a foundation for optimizing cleaning, security, and maintenance planning, while supporting more efficient HVAC strategies and long-term sustainability goals.

Discover More about Milesight Products



VS133 AI ToF People Counting Sensor



Smart Building Kit



CoWork Kit A



CoWork Kit B

Why Choose Milesight



With AI-powered ToF people counting, privacy-conscious sensing, and PoE connectivity, Milesight VS133-P provides a reliable foundation for large-scale occupancy monitoring. Deployed across more than 60 office buildings, over 1,000 sensors enable Z#BRE to collect consistent people counting data and turn real building usage insights into smarter real estate asset management decisions.



Partner

About Z#BRE

Z#BRE is a French company providing SaaS services to receive, validate and contextualize real occupancy data for commercial real estate. It enables owners, asset managers and occupiers to steer their spaces, control costs and meet ESG requirements with continuous data integrated into their business tools. It has 55+ active clients and 150+ instrumented buildings, with references including Swiss Life REIM, SCOR, Air France, Thales, BlaBlaCar and Servier.

Z#BRE



About EBDS Wireless & Antennas

EBDS Wireless & Antennas is a French value-added distributor specializing in wireless connectivity, IoT, LoRaWAN, antennas and industrial networking solutions. Unlike traditional distributors, EBDS combines broad technical expertise with local stock, pre-sales support, configuration services and dedicated technical assistance. As the official Milesight distributor in France, EBDS provides French customers and integrators with direct access to the Milesight IoT ecosystem, backed by local expertise and support.