

# FootfallCam Smart Washroom™

Usage-based Cleaning Management



### About FootfallCam™



### **Global Leader in People Counting System**

Headquartered in the **United Kingdom**, FootfallCam started with a team of experienced engineers with the vision of creating the most advanced people counting system in the market. We are the **manufacturer** of both hardware and software; all the design and development are 100% in-house made.



- Continuously reinvesting more than 24% revenue into research and development
- In-house R&D team dedicated to the development of both hardware and software platform
- Combined over 100 years industry experiences in developing people counting solution
- Serving multiple sectors varying from retail, fast food, restaurants, museums to smart buildings and airports.

### FootfallCam Products

FootfallCam provides a number of people counter and IoT devices, specially designed for Smart Washroom system.

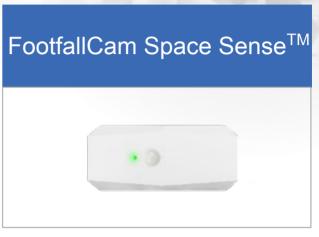


Time-of-Flight (ToF) Technology

Datasheet



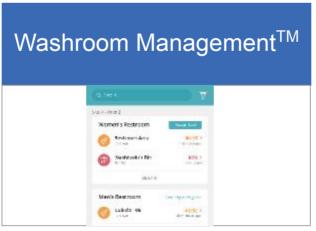
Radio Frequency (RF) / LoRa



Passive Infra-red (PiR)
<u>Datasheet</u>



Time-of-Flight (ToF)
<u>Datasheet</u>



Mobile Application for Task Alerts



Cloud-based Analytics Platform
<u>Datasheet</u>



### FootfallCam Smart Washroom Solution



Watch how it works: <a href="https://youtu.be/B6JuexuxKqQ">https://youtu.be/B6JuexuxKqQ</a>

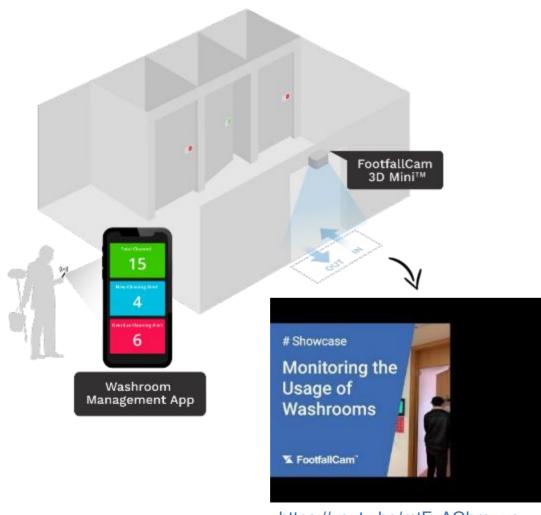
- 1. Demand Based Washroom Cleaning Management Cleaning alert based on actual washroom usage
- 2. Improve Washroom User Experience Odour level measurement to trigger cleaning task alert
- 3. Visitor Traffic Control and Even Traffic Distribution Redirect visitors to the next available washroom, prevent long queue



# Key Features

# #1: Usage-Based Washroom Cleaning System

FootfallCam 3D *Mini*™ detects the number of people entering and exiting the washroom. Cleaning requests will be sent wirelessly to cleaners via FootfallCam Smart Washroom App™ when usage reaches a certain threshold.



https://youtu.be/mtFvAQhmwxs

- Anonymous counting, privacy protected
- Using ST Micro ToF 16x16 Sensor
- Field of view (FOV): 57°
- Low cost system
- Configurable cleaning threshold
- Automated cleaning alert via Radio Frequency (RF)

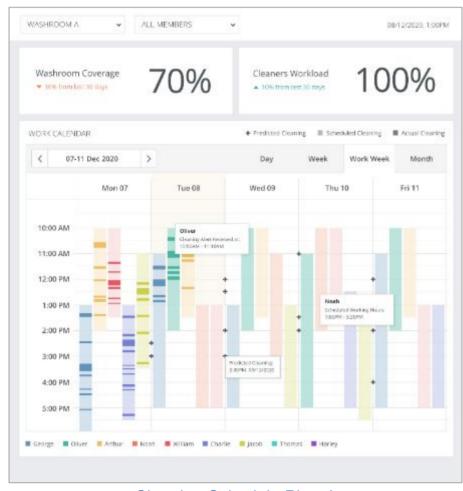


Watch product video



# #2: Supervisor's Planner for Cleaning Schedule

Based on the predicted usage of washroom, cleaning supervisors can have better planning on the cleaning schedule in terms of washroom coverage and cleaners' resources allocation.

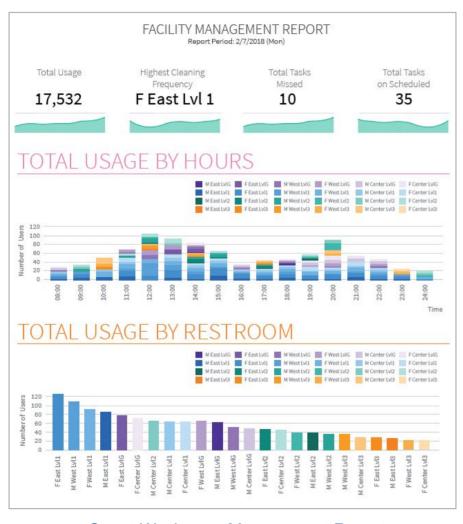


Cleaning Schedule Planning

- Predicted usage based on historical usage data captured
- Workspace for cleaner supervisors
  - Staff planning
  - Comparing the predictive usage data (from Historical usage data) and actual usage (Task alert triggered)
- Facilitate better resources planning
  - Washroom coverage
  - Cleaners' workload

### #3: Management Report for KPI Review

With the readily available reports for washrooms, it allows management to capitalise the usage data as part of the resources and cost audit process, and helps management to make informed business decisions backed by hard data.

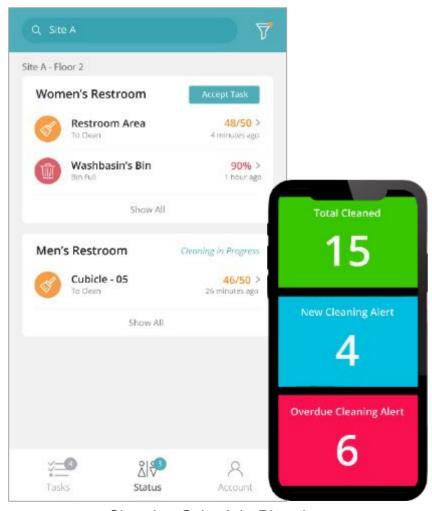


### Cleanliness Reassurance

- Provide clear view on washrooms historical utilisation rate
- Forecast washroom demand usage from historical trend
- Full transparency on cleaning staff performance
- Measurable KPI for cleaning staff performance review
- Utilise available data and feedback to improve user experience

# #4: Cleaner App for Task Alerts

When a cleaning threshold has reached, a task alert will be sent to the cleaning staffs via FootfallCam Smart Washroom Apps, this can ensure that all the washrooms are cleaned appropriately to enhance user experience.



Cleaning Schedule Planning

### Wireless alert via Cleaner App

- Send alerts to cleaners when there is a new cleaning task
- Users can add tasks to their task list to prevent task clashing
- Update via the app once the task is carried out
- Washrooms will be cleaned based on usage (prevent under-cleaning)
- Enhance user experience

# #5: Visitor Signage - Washroom Cubicle Availability

FootfallCam Space Sense<sup>TM</sup> can be installed at each of the washroom cubicles to detect the occupancy and the availability of the washroom can be displayed on the Visitor Signage.







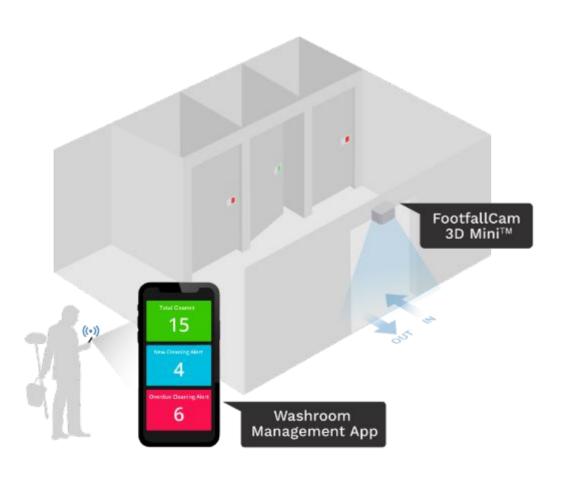


- Allowing washroom users to know the availability of cubicles
- Prevent cubicle manual check by washroom user
- Redirect washroom user to another washroom with more available cubicles
- Manage washroom user expectation on the wait for cubicles

# Product Packages

# Option #1: Usage-Based Cleaning System

By installing FootfallCam 3D Mini<sup>TM</sup> at the washroom entrances, number of toilet visitors will be visible. Cleaning can then be done based on actual toilet usage with automated cleaning requests being sent wirelessly to cleaners via FootfallCam Washroom Management App<sup>TM</sup> when usage reaches a certain threshold.



### **Usage-Based Cleaning System**

- 3D Mini to monitor Toilet Visitor Count
- Send cleaning alerts via Washroom App when usage threshold is reached

### Metrics/Outcome

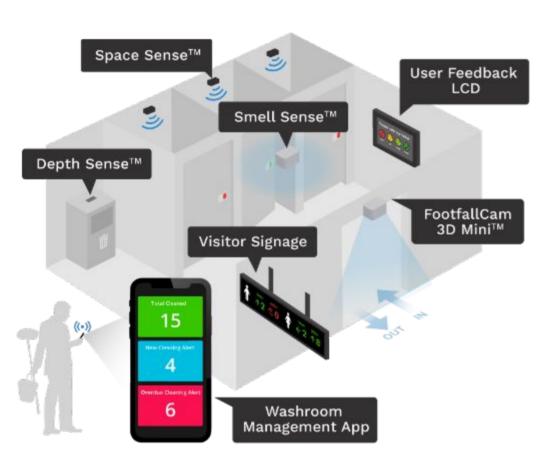
- Optimise Cleaning Resources
- Plan Cleaning Schedule based on Historical Data (Eg. for peak hours)
- Cleaning Staff KPI

### **Products**

- FootfallCam 3D Mini
- FootfallCam Mesh Hub
- FootfallCam Washroom Management App

### Option #2: Smart Washroom Solution

By extending the solution with other FootfallCam Smart Washroom product offerings, customers get a complete Smart Washroom solution. All FootfallCam products are connected via FootfallCam Mesh Hub<sup>TM</sup>, with FootfallCam Smart Washroom Management App<sup>TM</sup> being the centralised platform for alerts, configuration and data monitoring.



### **Usage-Based Cleaning System**

- Sensors to monitor cleanliness and the level for toilet essentials
- Send alerts for toilet cleaning and replenishment

### Improve User Experience

- Dashboard to show cubicle availability
- LCD Screen for User Feedback

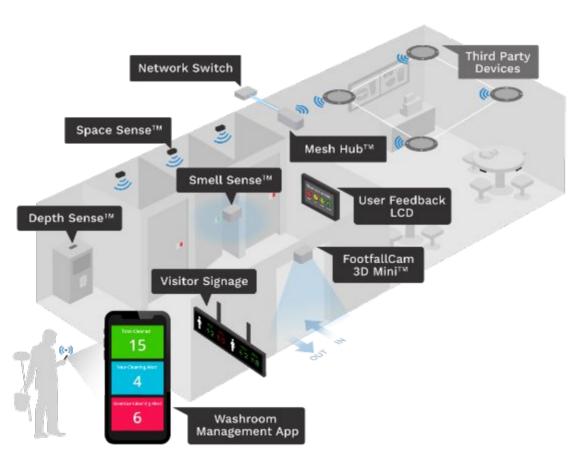
### **Products**

- Products in Package 1
- FootfallCam Space Sense (for cubicle occupancy)
- FootfallCam Depth Sense (for dustbin, toilet roll, soap level)
- FootfallCam Smell Sense (for odour level)
- LCD Touch Screen & Visitor Signage



### Option #3: Smart Building Solution

FootfallCam provides an open architecture which allows integration with 3rd party Zigbee and LoRa compatible smart devices. With FootfallCam Mesh Hub<sup>TM</sup>, there can be a centralised system to control both FootfallCam and 3rd party smart devices in areas within the site, not just limited to washroom.



### Integrate with 3rd party Smart sensors

- Open Architecture. Able to connect to thousands of third party smart devices (Zigbee and LoRa compatible)
- One centralised system for both FootfallCam and compatible third party devices

### Centralised platform for:

- Remote Controlling & Monitoring
- Data Analysis
- Eg. Lights, Temperature, Humidity, Power & Water Consumption, etc.

### **Products**

Same Products as Package 2

# Connectivity and Wiring Diagram



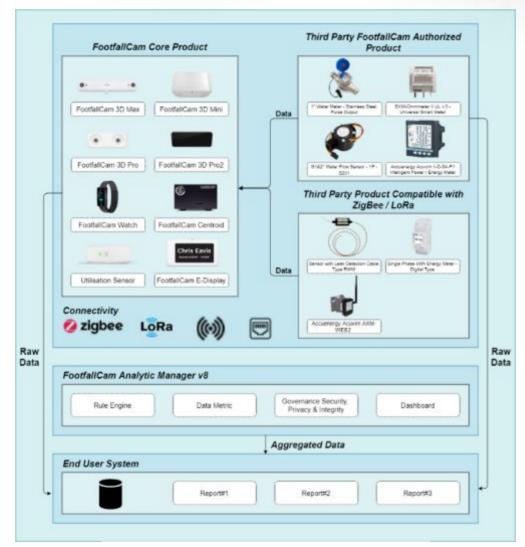


Wireless Connection between Devices

Powered by 12V power cables (can be daisy-chained)



# FootfallCam System Open Architecture

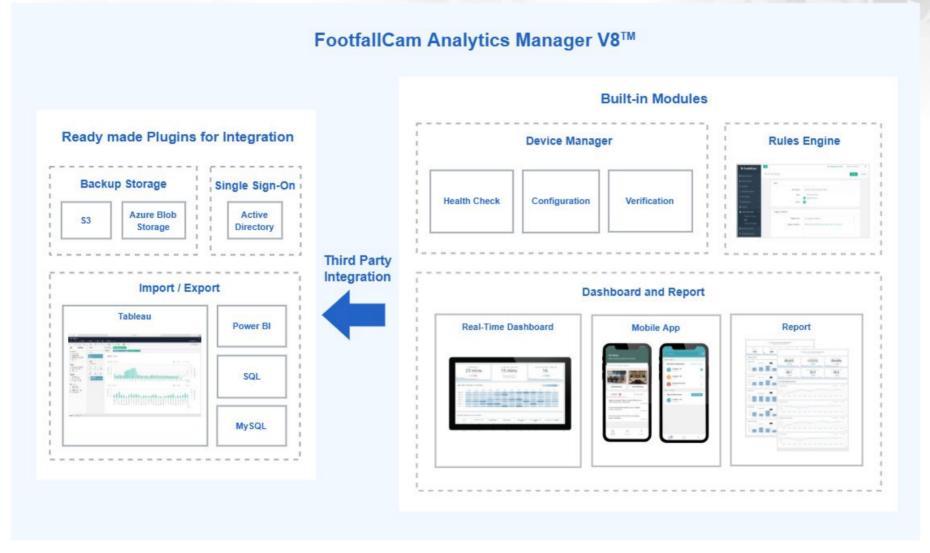


**System Architecture** 

- FootfallCam supports:
  - Certified third-party smart sensors
  - Zigbee and LoRa compatible third-party smart sensors
- Can be hosted on FootfallCam Servers or hosted on clients' servers, as long as it is a FootfallCam Sensor with IoT gateway.
- Offers flexibility to work with a variety of smart sensors
- Dedicated FootfallCam specialist who will be responsible for integration

# Infrastructure and Integration

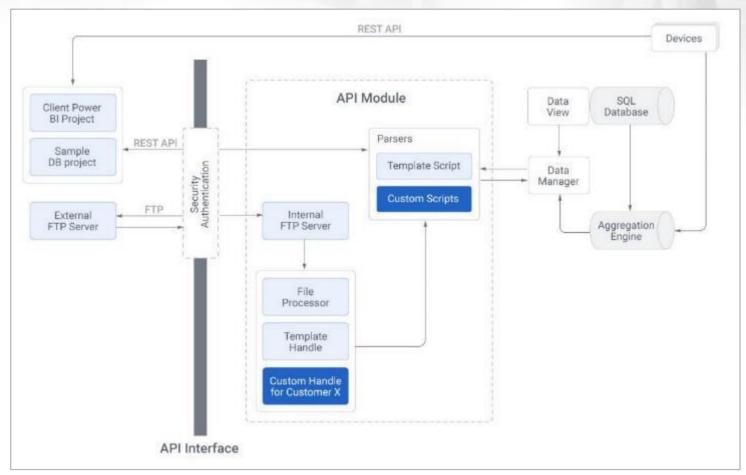
### FootfallCam Software Platform



- Open architecture. Customers will have full ownership and access to all the data
- Data can be integrated to your own Business Intelligence (BI) system and FootfallCam provides ready-made plugins to achieve that



# API: Integrate with your Applications

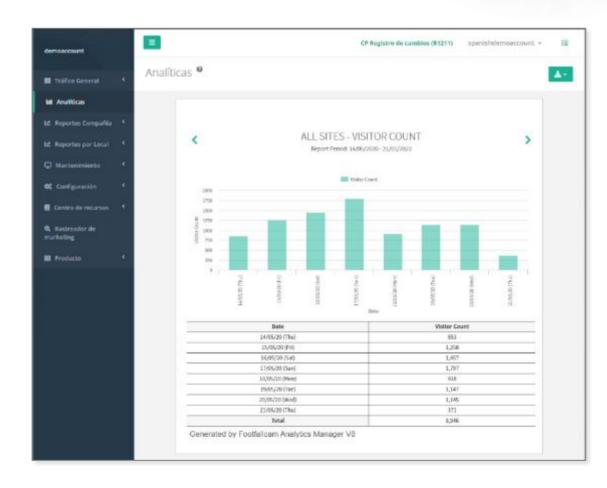


FootfallCam API document

- Integrate people counting data into third-party software platform or sample projects via API or FTP
- Real-time data retrieval
- Data in aggregated or raw format
- Allow customised scripts and handling for specific customer's project



### **Enterprise Class Software**



### Multi-language Interface

Different languages available such as:

- English
- Dutch
- Spanish
- French
- Italian
- German
- Arabic
- Japanese
- Chinese

### Customise dashboard design

- FootfallCam will customize the language and images in the dashboard
- Provide us with the translated text and graphics, then we will help you handle the configuration



# FootfallCam Analytic Manager V8™



### **Functions:**

- Staff alert if capacity limit is breached
- Centralized Management Analytics Software
- API Available for Data Integration
- Pre-defined Report Set
- Health Check Report
- User Account Management
- Automated Email Scheduler

Software Specifications				
Interface	Http; Https			
Compatible Browser	IE7 or Later Mozilla Firefox or Later Chrome Version 4.0 or Later Safari			
User Levels	2 levels: Administrator, Standard User			
Ethernet	10/100 Mb Ethernet			
Time	NTP, Adjustable time zone, automatic day light saving adjustments			
Data Delivery	TCP/IP			
Database Type	SQLite			
Report format	csv, .xml, .txt			
Data Storage	5 Years storage with auto sync			
Data Backup	Yes			
Backup Frequency	Daily Full Backup of Data and Configuration Weekly Backup to Sub Server for Contingency Purpose			
Software Version Upgrade	Auto Upgrade			



### Manage Washrooms Remotely

- FootfallCam Analytics Manager V8<sup>TM</sup> provides a central platform for customers to manage washrooms across different regions and locations.
- · Dashboard that is accessible from a standard web browser remotely from anywhere
- Device Settings and Configuration can be done remotely without the need of going on-site



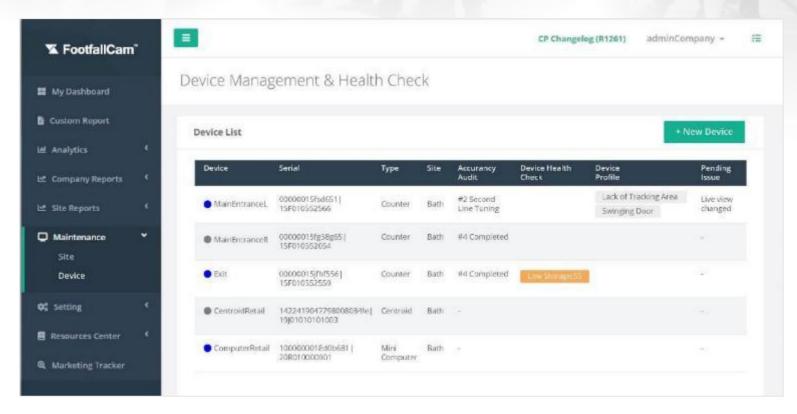
Washroom	Device ID	Total Usage	Cleaning Frequency
Location 1-Female	15F01020155	335	20
ocation 1-Male	15401020176	301	19
ocation 2-Hemale	15F01020184	224	16
ocation 2-Male	15F01029175	187	54
ocation 3-Female	15F01020162	112	10
Location 3 Male	15F01020104	245	17
ocation 4-Female	15F01020132	335	20
ocation 4-Male	15801020112	501	.18
ocation 5-Female	15901020125	214	16
ocation S-Male	15F01029122	187	13
ocation 6-Female	15F01020154	70	9
Location 6-Male	1SF01020121	45	7
ocation 7-Female	15F0102019S	323	19
ocation 7-Male	15F01020165	334	20
ocation 8-Female	15F01020135	223	16
ocation 8-Male	15F0102013M	183	14
ocation 9-Female	15F01020156	112	10
ocation 9-Male	15F01020144	245	17
Location 10-Female	1SF01020107	223	16
ocation 10 Male	15F01020185	125	10

List of Washrooms (Map View)

<u>List of Washrooms</u> (List View)



### Monitor Faults with Quick Reaction Time

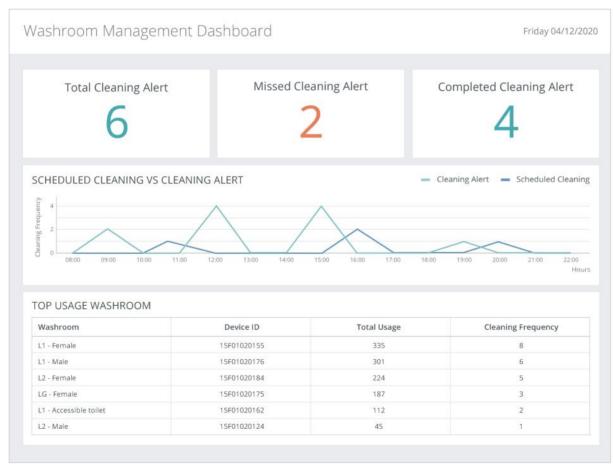


- Monitor if all sensors are connected and counting.
- Scheduled daily checks at a predefined time. Display counters that are offline for more than 30 mins
- Send automated email alert to person-in-charge detailing any faults found
- Proactive yet manageable approach. Low maintenance solution for customers.
- Detects issues such as:
  - Network issue or failures
  - Abnormal data alert
  - Counting data and Wi-Fi data upload checking
  - Action plans to ensure issues are rectified within 1 working day



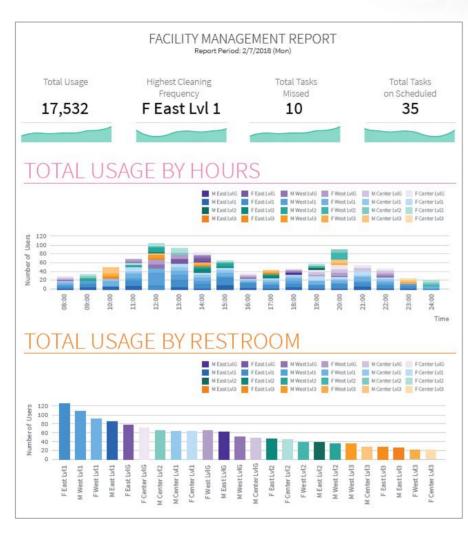
# Gain Insight to Optimise Cleaning Operation

- Conduct Operation Review based on Washroom Management Dashboard & Reports:
  - Cleaning Staff KPI
  - User Experience, etc
- Come up with Actionable Plan to Optimise Cleaning Operations





### Monitor and Review Washroom Usage data

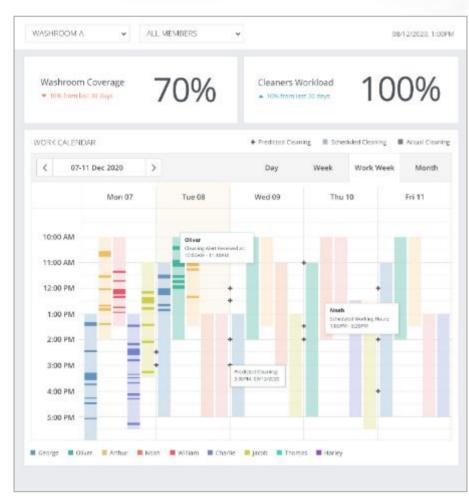


**Smart Washroom Management Report** 

# Management Review for Cleaning SLA

- Provide clear view on washrooms historical utilisation rate
- Forecast washroom demand usage from historical trend
- Full transparency on cleaning staff performance
- Measurable KPI for cleaning staff performance review
- Utilise available data and feedback to improve user experience

### Reduce Cost & Enhance User Experience



Cleaning Schedule Planning

# Reduce Unnecessary Costs for Cleaning Operations

- Prevent Overcleaning from Usage-based cleaning system
- Reduce labour cost by optimising staff allocation

### **Enhance User Experience**

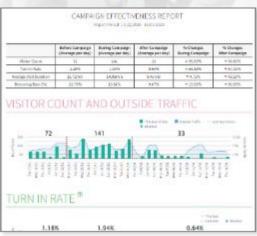
- Prevent Under-cleaning
- Immediate feedback from toilet users

# Reporting Suite









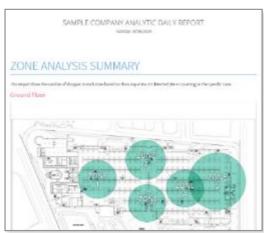
**Analytics Center** 

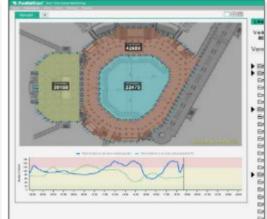
Company Weekly Report

Site Weekly Report

**Marketing Effectiveness** 









**Live Occupancy** 

**Zone Analytics** 

Mecca Occupancy

**Queue Counting** 



# Support and Maintenance

# **Accuracy Audit**

How do we audit accuracy to ensure up to 99.5% counting accuracy?



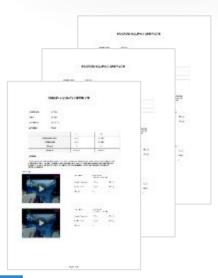
1 Schedule video recordings

Schedule video recordings of peak hours to ensure there is sufficient sample size (20 and above) for to audit the accuracy of the counter.



2 Compare system count and manual count

Compare the system count generated by the FootfallCam device against manual observations to determine the accuracy of the FootfallCam.



Generate verification report

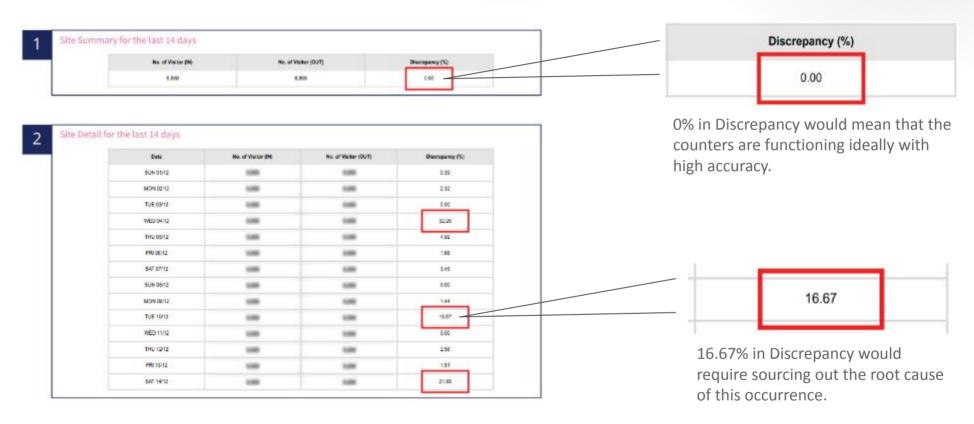
Once there is sufficient sample size and the accuracy is satisfactory, a verification report with the video proof used in manual observation will be generated.

Verification report: Sample 1 & Sample 2



# **Maintaining Data Integrity**

The <u>Data Integrity Report</u> allows users to monitor data discrepancies and site changes. For example:



- To recover the missing data, FootfallCam server will re-aggregate the raw data stored in counter level and store the re-aggregated data in the server
- Hence, users can retrieve back the missing daily or hourly data so that macro trends will not be affected



# Service Level Agreement

FootfallCam has categorised the support service into three tiers based on its priority levels:

- Priority Level 1: Business critical
- Priority Level 2: Urgent support needed
- Priority Level 3: General issue with no major business impact

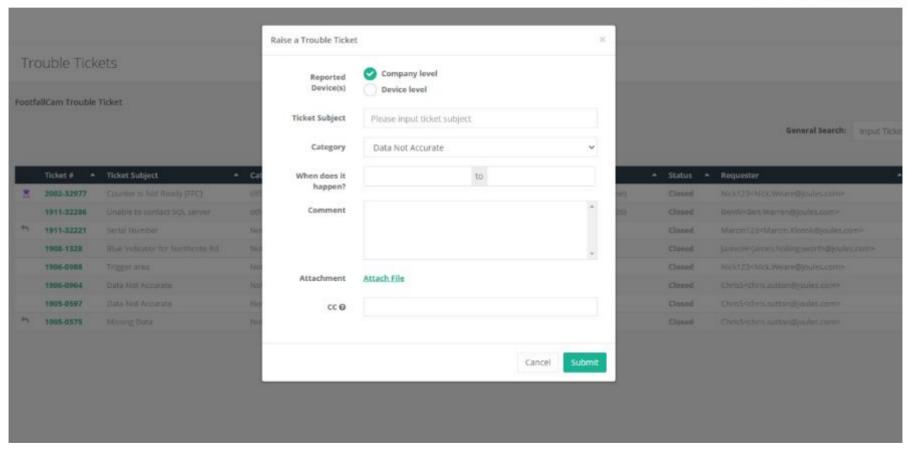


- Service Level Agreement (<u>view full document</u>)
- Includes:
  - Daily counter health check
  - Accuracy audit
  - First-line, second-line, and onsite support
  - Software and firmware upgrade
  - And more
  - Applicable for FootfallCam products including FootfallCam Centroid and third-party CCTV camera

### Built-in maintenance support portal

The one-stop support center for all FootfallCam Analytics Software users.

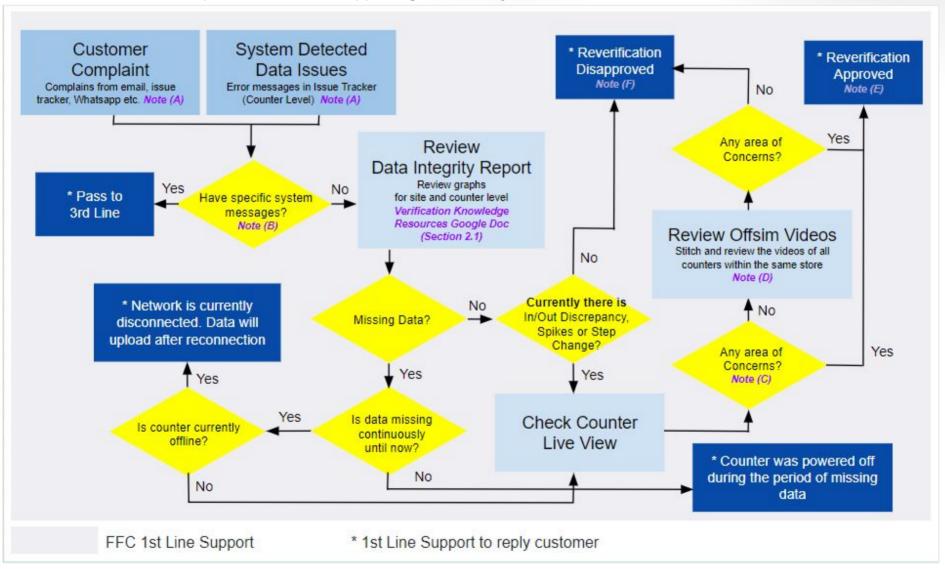
Any technical issues can be raised via the Support Portal and this will be assigned to a technical personnel accordingly.



More information can be found here.

# Reactive & Proactive Support Workflow

This section outlines the parameters of all supporting services by FootfallCam.

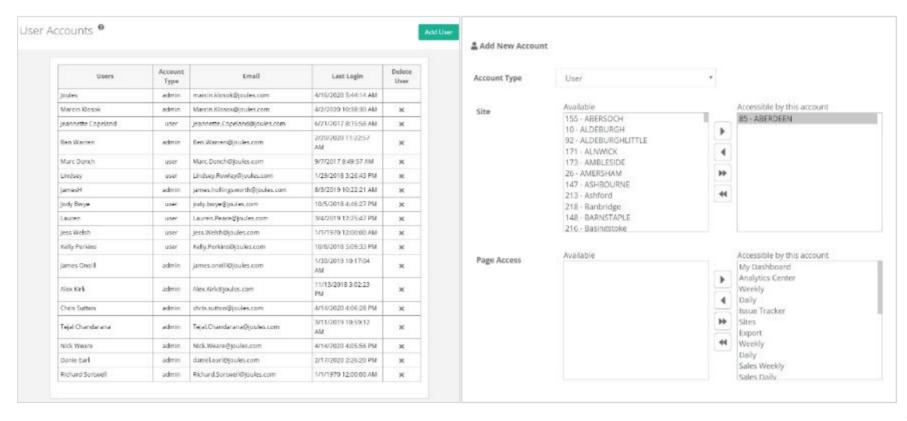


Flow chart of the support flow and diagnostics when issues are raised to FootfallCam.

# Account Management

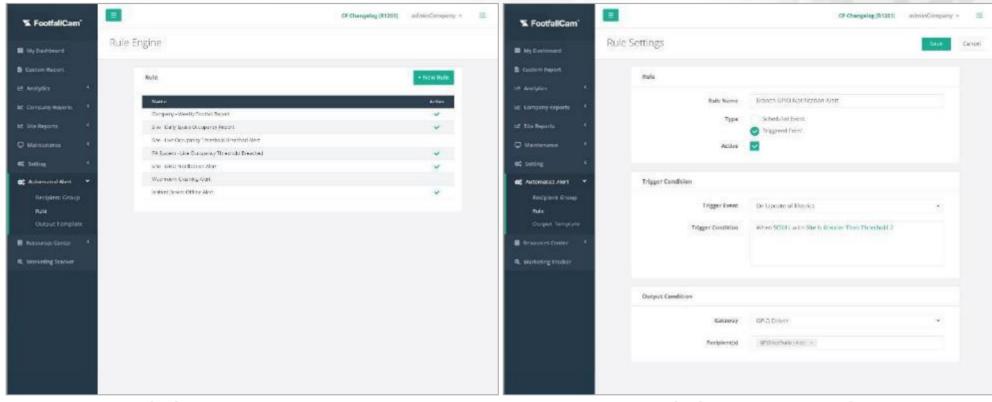
Individual user accounts can be setup for team members and assign access rights accordingly.

Account Type	Description	Example
Admin	Can create more accounts and remove unwanted accounts.	CEOs are able to restrict the store managers' access to certain data metrics.
User	Limited access in account creation and removal.	Store managers are only allowed access to their own store's data.





# FootfallCam Rule Engine



FootfallCam Rule Engine - List View

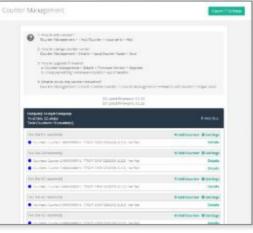
FootfallCam Rule Engine - Settings

- 500+ different rule templates
- Customised rules using Python, interface with:
  - FootfallCam raw data, or
  - Aggregated metrics
- Automatic notification via SMS, Emails, FootfallCam Watch, Android and iOS Apps



# **Management Control**









**User Control** 

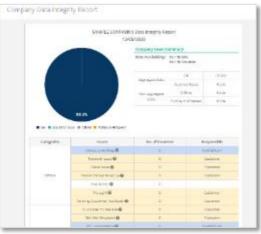
**Branch Control** 

**Email Scheduler** 

Import/Export

### Health Check and Maintenance Tools









**Data Integrity** 

**Company Data Integrity** 

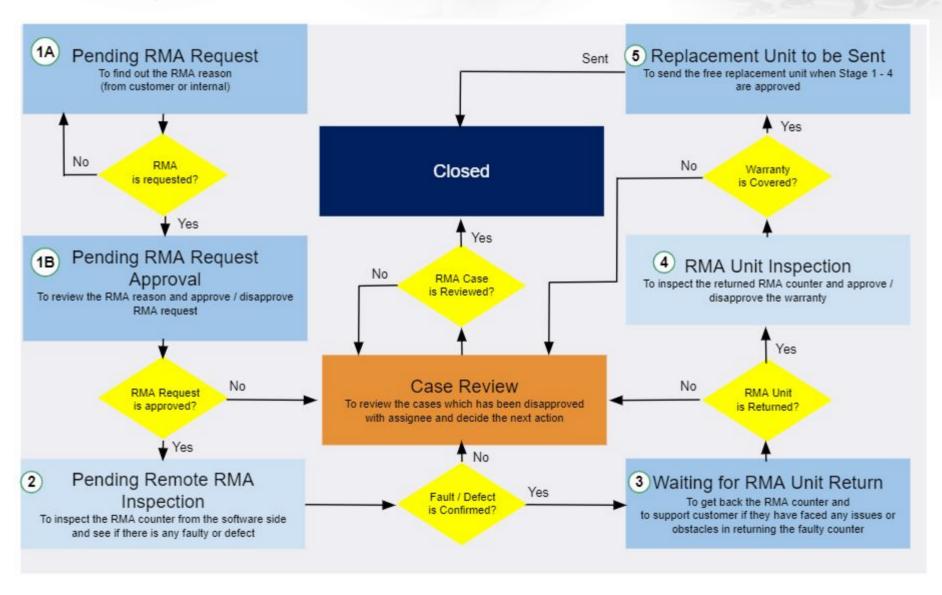
Issue Tracker

**Support Portal** 



### Return Merchandise Authorisation (RMA) Process

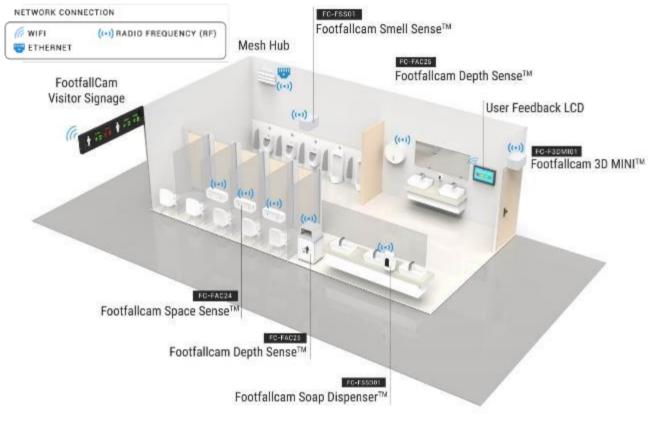
Upon diagnosis by FootfallCam that a device is suspected faulty, the device will be sent back to FootfallCam to undergo further inspections through the Return Merchandise Authorization (RMA) Process.



# Solution Deployment

### Scalable and Future-Proof Solution

With a range of IoT devices and functionalities, the facility managers may choose to extend the existing Demand-based cleaning management system to other business solutions.



FootfallCam IoT Devices:

FootfallCam 3D Mini<sup>IM</sup>
FootfallCam Depth Sense<sup>IM</sup>
FootfallCam Space Sense<sup>IM</sup>

- Flexibility to start with a usage-based system, and extend to Smart Washroom System in the future
- Current deployment can be expanded to full-fledged smart washroom solutions
- Other IoT devices include:
  - Space Sense Detect occupancy in each cubicle
  - Depth Sense Detect toilet roll usage
  - Smell Sense Detect odour level in the toilet



### Wireless Connectivity: FootfallCam Wireless Mesh

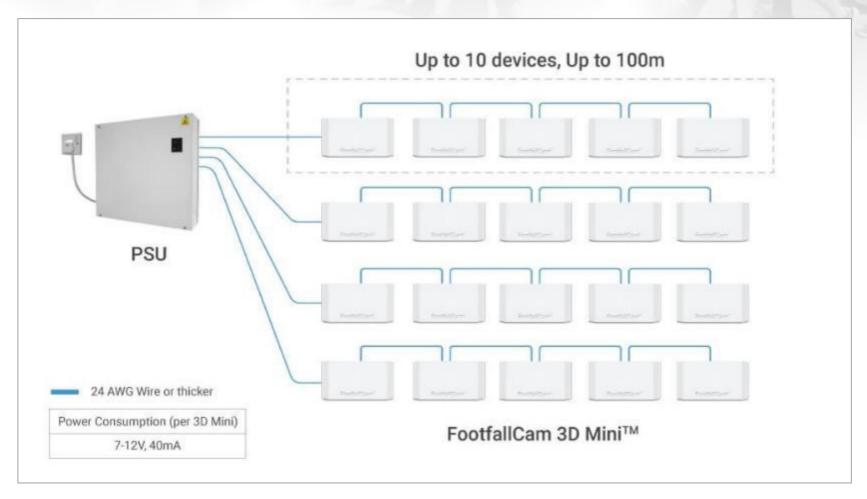
With a range of IoT devices and functionalities, the facility managers may choose to extend the existing Demand-based cleaning management system to other business solutions.



## Cost Efficient and Quick Deployment

- Mesh network infrastructure
- Wireless connectivity to send data to central server
- LoRa enables long-range connectivity for deployments in multiple floor buildings
- Save cost and planning needed by minimizing cabling works

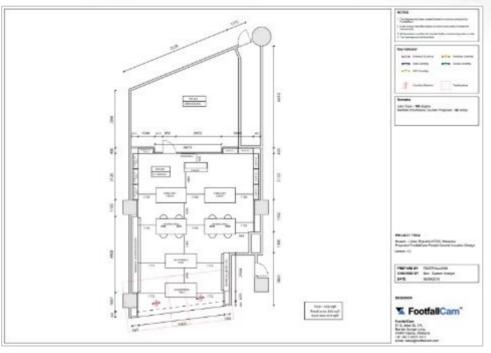
### Wiring Diagram for FootfallCam 3D Mini<sup>TM</sup>



- Support up to 10x daisy-chained devices, up to 100m for each channel of Power Supply Unit (PSU)
- Cost effective, reduce infrastructure cost
- Low power consumption, environmental-friendly



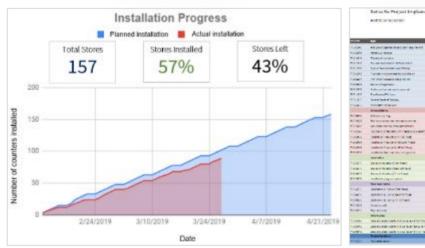
### Floor Plan Design

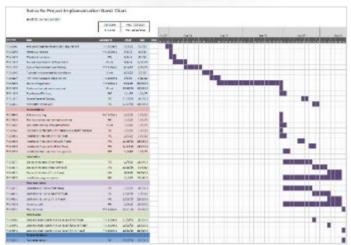




- FootfallCam provides the service of designing customers' floor plans to facilitate the installation for the quantity of counters required, cabling location and mounting position of the counter before every installation.
- Determine where to position the device during each event to ensure no props are obscuring the live view of the device
- The <u>sample floor plan</u> serves as an example of standard floor plan plotting done by FootfallCam system analyst.

### **Deployment Process**





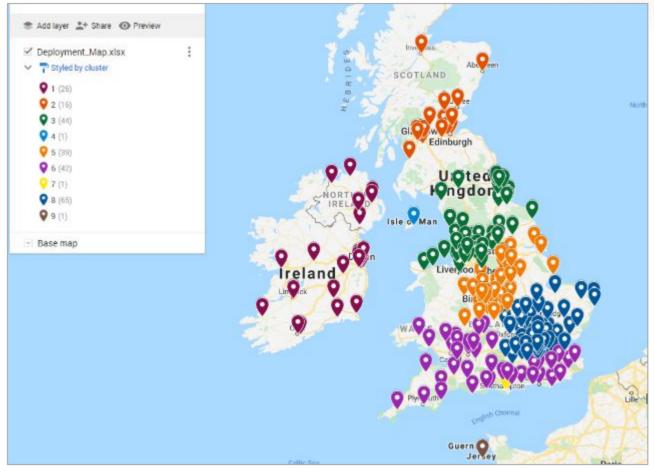


- Manage installation progress using <u>Installation Tracker</u> with bi-weekly update
- Scope of work and timeframe included in Gantt chart
- Data validation to be done within 3 days after each installation
- Deployment executed concurrently in different countries



### Cluster Planning for Installation

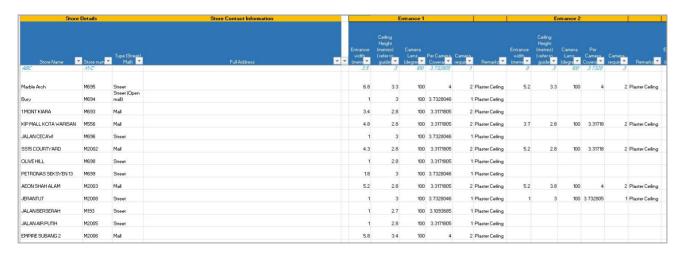
- Installation will be grouped into clusters based on geographical location.
- Multiple installation teams to carry out the installation concurrently.

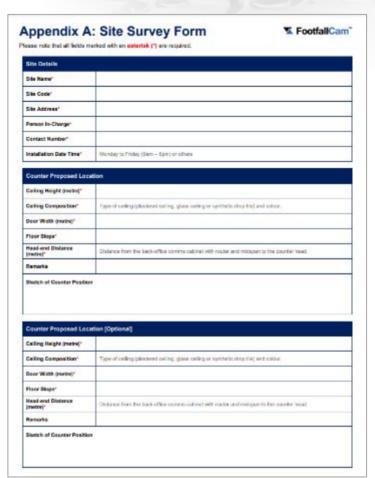


Sample Deployment Map

### **Pre-Installation Preparation**

- Carry out pre-installation planning using FootfallCam checklists
  - Site survey form For store details preparation to determine the number of counters needed for each store and the store condition.
  - Store details and IT checklist IT details preparation to prepare engineer for on-site configuration.





Store Details and IT Checklist

Site Survey Form



### **Installation Support**

- In-house 24/7 FootfallCam Support Portal to communicate with engineers using
  - FootfallCam Installation Mobile App to allow our experts to support on-site engineer during the installation
  - Delivery note for the store manager to confirm that they are satisfied with the installation before the engineer leaves



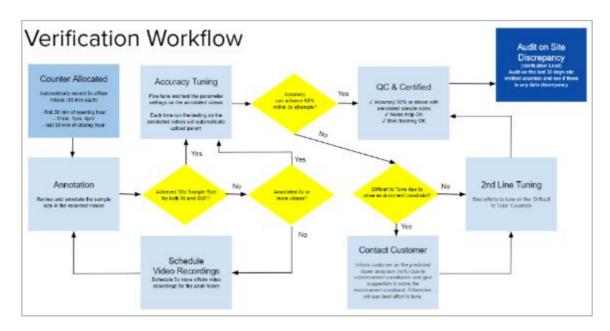
Support Chat Apps

**Delivery Note** 



### **Tuning and Verification**

- Tuning and verification will take 2 to 3 days after allocation of counter.
- After allocation of counters, verification team will schedule video recordings to get enough sample size for tuning.
- Verification team will starts tuning after the recorded videos are successfully uploaded into our server.
- FootfallCam verification expert will watch those recorded videos and manually count on all the traffic in the videos.
- Counting zone and counting lines will be drawn according to the store's environment.
- Fine tune by choosing the most appropriate counting algorithm for that environment.
- Uploading this counting algorithm parameters to the counters.



### **On-Site Installation**













**Retail Store Installation** 

## Case Studies

### Case Study #1: High-Rise Office Tower, Malaysia

A high rise building in Malaysia is looking for a cost effective option to optimise their washroom cleaning operations with minimal infrastructure cost.



### Managing 1,000+ Washroom Cleaning Operations

- Large scale deployment to cover all toilets in a smart building
- All devices are connected wirelessly using LoRa protocol and radio frequency (RF)
- Saves cost and hassle on cabling

### Case Study #2: High-End Shopping Mall, Hong Kong

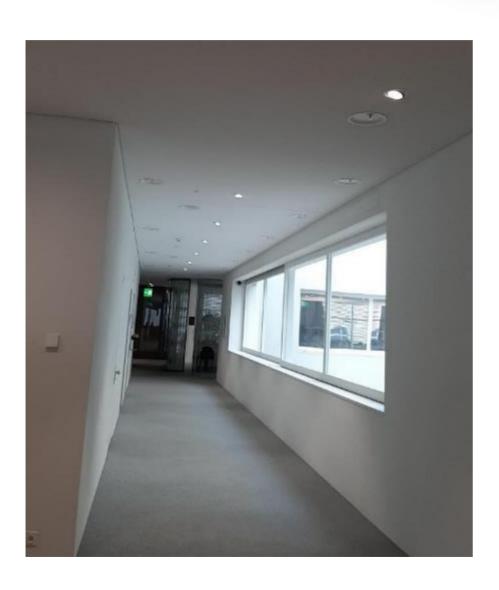
A premium shopping mall in Hong Kong is looking for a smart washroom solution as part of their initiative to provide a premium shopping experience to their shoppers, to ensure a happy and satisfactory shopping experience.



#### People-Centric Upgrade Initiative

- Implemented smart washroom solution to improve the customer's shopping experience
- Integrated with visitor signage to show washroom occupancy
- FootfallCam worked with their contractors for installation support

### Case Study #3: Insurance Company, Switzerland



## Demand-Based Facility Management

- Previously used a fixed washroom cleaning schedule
- Unable to maintain washroom without over-cleaning or under-cleaning
- Improved operation efficiency by cleaning based on the usage and demand

### Case Study #4: Bank in the United Kingdom



#### Covid-19 Back-to-Office Initiative

- Needed to ensure compliance with social distancing for the employee's health and safety
- Track occupancy level in toilets using FootfallCam 3D Mini
- Installed a tablet to display occupancy numbers

### Case Study #5: Public Zoo, United Kingdom



### Outdoor Washrooms Connected via LoRa

- Wireless connection using LoRa to minimize the cabling works needed
- Enable managements to optimize cleaning schedule based on demand
- Use predictive analysis to anticipate when cleaning is required

## Contact Us

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