

# CASE STUDY: LENDLEASE & WIREScore

As the real estate environment evolves, and tenant experience becomes more important than ever, it is critical that we are delivering a best in class experience within our buildings. Connectivity has a vital role to play in delivering our vision for real estate, and is a fundamental driver for our partnership with WiredScore.

## Connectivity: An evolving challenge for Lendlease

As one of the biggest landlords in Australia, we recognise that digital connectivity underpins everything our tenants do. Digital connectivity poses three key challenges to us:

1. *Do we understand the levels of connectivity and resilience across our commercial office portfolio and what the key risks are?*
2. *How do we benchmark the connectivity and resilience of our commercial office buildings against competitors and global best practice?*
3. *How do we provide simple to understand information regarding the connectivity and resilience credentials of our commercial office buildings?*

**We recognised that WiredScore was the only global rating scheme that would help us achieve this.**



## Responding to these challenges

We committed to be the first landlord in Asia Pacific to certify our assets with WiredScore certification. Spanning Brisbane, Sydney and Melbourne, we have 11 occupied buildings and 3 new developments bearing the WiredScore seal.

Certifying both our multi-tenanted and single-tenanted assets demonstrates our commitment to delivering the best levels of digital connectivity to the users of our buildings.

Our partnership with WiredScore reflects our vision for how commercial property will evolve in the next decade. We believe that connectivity will continue to be the oxygen to modern businesses.



◀ **International Towers Sydney**  
WiredScore Platinum



*Launching with one of the most forward-thinking property companies in Australia was a natural way for us to enter the market. We've really enjoyed engaging with Lendlease and it has been an excellent partnership, supported by their technical knowledge and powerful brand positioning*



*William Newton, WiredScore President & MD*

## How did we benefit?

### Transparency and benchmarking

We now understand each individual building's level of connectivity, infrastructure and resilience, allowing us to benchmark them against competitors and the broader office market.

### Attract and retain tenants

We have used WiredScore to celebrate the levels of connectivity and resilience available within our buildings, and tenants are able to be part of a building that will support their current and future needs.

### Understand improvement opportunities

WiredScore provided us with a prioritised list of improvement opportunities to increase connectivity and resilience levels.



◀ **Salesforce Tower, Sydney**  
*WiredScore Platinum*

## Looking ahead

We are starting to see the market becoming increasingly polarised between landlords that put tenant experience first and those that don't. Digital connectivity is fundamental to this and by partnering with WiredScore we are proud

to be showing our commitment to occupiers. We look forward to the widespread adoption of WiredScore certification in the near future as other forward-looking landlords follow suit.

### Connect with WiredScore

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