

# PRODUCT LEADERSHIP



## Best Practices Criteria for World-Class Performance



- Match to Needs*
- Reliability and Quality*
- Product/Service Value*
- Positioning*
- Design*



- Financial Performance*
- Customer Acquisition*
- Operational Efficiency*
- Growth Potential*
- Human Capital*

## The company demonstrates a strong overall performance

“The global Product Leadership Award in the IoT-driven smart buildings industry awarded to Planon.

Planon addresses the smart buildings space’s IoT technology adoption challenge by employing a ‘problem-first’ approach that shapes its customers’ IoT implementation strategies around their business needs and infrastructure requirements. Within this context, the company combines the advantages of an integrated workplace management system with embedded IoT infrastructure to form its smart, sustainable building management platform.

- Anirudh Bhaskaran, Industry Principal

**In the half-century since its founding, Frost & Sullivan has become a widely recognized leader in the growth consulting industry - A Global Growth Partnership Company.**

## Best Practices Award Recognition

Best Practices Awards recognize companies demonstrating outstanding achievement and superior performance. The Product Leadership Award recognizes the company that offers a product or solution with attributes that deliver the best quality, reliability, and performance in the industry.