



# Building the future of hospitality

Award-winning design meets  
innovative sustainability solutions



ZEN ECOSYSTEMS™

With a rapidly expanding portfolio that touches almost every city on the globe, Sonder is committed to reducing and managing the environmental impact of its operations. This means deploying sustainability-focused technology that can immediately reduce greenhouse gases without blowing up budgets.

## The Business Challenge

Unlike traditional hotels, Sonder employs very few staff on site, making the heating and cooling profile of the building unpredictable and making property management at the portfolio level challenging. In addition to this challenge, tenants often leave their unit without adjusting the air conditioning, wasting energy, driving up costs, and generating unnecessary CO2.

### Sonder needed a partner that could:

- Create flexible solutions that adapt to unique building characteristics.
- Enhance the guest experience.
- Drive cost savings while generating revenue increasing NOI.
- Establish, track, and achieve sustainability goals.

# The Zen Solution

Zen's Sustainability Suite allows Sonder to monitor and optimize HVAC energy use based on demand (e.g. heating and cooling) as well as supply (fossil fuels vs. renewable energy). Both Sonder and their Guests will be able to view and manage their consumption based on when the grid is greenest, accelerating our goal of making Sonder's properties the most sustainable in the industry.

By establishing building-specific rules around heating and cooling, Sonder avoids negative cost impacts and excess greenhouse gas emissions incurred by suboptimal use of the HVAC in unoccupied units. Additionally, remote monitoring and control allows the prevention of unauthorized adjustments in common areas while allowing Sonder to manage equipment and ensure guest comfort.

Our Sustainability Marketplace creates an open platform to integrate third party sustainability services like community solar which again accelerates Sonder's mission to lead in sustainability. We delivered community solar in Illinois which immediately reduced their energy costs by 10% while shifting the majority of their consumption to renewables.

"We're excited to work with Zen to provide scalable and flexible energy management solutions that help us reduce unnecessary energy use and costs as well as reduce our environmental impact through renewables."

**Lara Birkes, Head of Sustainability at Sonder.**

## Zen and Sonder Results:

- Annual reduction of 1.2 metric tons of CO2 per Sonder room installation.
- Integration with Sonder guest management system, driving energy savings through occupancy-based scheduling.
- Energy savings from centralized energy management, optimized scheduling, and lockouts.
- Shift to community solar driving both savings and renewables.

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