CITIES AS A SERVICE
YOUNG PEOPLE CURRENTLY LOOKING FOR A PLACE TO LIVE

- EU: 4 million
- SWE: 300K
- DK: 26K
PLENTY OF IDLE LAND IN MAJOR CITIES - CASE OF COPENHAGEN

There's an abundance of temporarily unused plots in cities all over the world. Not utilizing these is a very ineffective use of scarce resources, and high value actives.
NEW DANISH ZONING LAW
Villager:

1. Village 1
2. Village 2
3. Village 3
CREATING MOBILE SPACES
Moving production to indoor facilities for year round, round the clock construction.
CREATING MOBILE SPACES

Moving production to indoor facilities for year round, round the clock construction.
A LOT OF THINGS ARE NEEDED FOR A VILLAGE TO WORK WELL

SPACE

COMMUNITY

SERVICES
HOW DO WE PROVIDE THAT FOR A LARGE NUMBER OF PEOPLE?

2,500 VILLAGERS BY 2021

1 MIO. VILLAGERS BY 2030
WHEN WE DON’T HAVE THE CASH, KNOWLEDGE OR MANPOWER TO DO IT?

(... we need some service)
UTILITIES AS A SERVICE
Monthly fixed price subscription deal with E.On to deliver heat, electricity & ventilation.
DAYLIGHT AS A SERVICE
Operational lease incl. take back deal with Velux
FOOD AS A SERVICE
“Ugly food” boxes and communal dinner subscription with Årstiderne
ADVISORS AS A SERVICE?
Considering performance deals with architects and engineering consultants.
PRACTICAL QUESTIONS WE FACE

- Do we make service contracts with actual producers like Velux or product independent aggregators like E.ON.? What makes sense economically and ecologically.

- How do we make canceling of a service viable / how can take-back work in the construction industry, where products are heavily merged.

- What should be included in the service. A window needs a lot of extra work in excess of the actual window. Where is that worked placed, financially and operationally?

- Who owns what if our business defaults? How does service deals fit into traditional real estate financing deals.

- What metrics do we use in a performance contract and how do we ensure fair measures down the road?