Intelligent Buildings Council (IBC) Webinar
Meeting will commence 12:05pm ET

Thursday, May 12, 2022, 12 NOON – 1:30 PM (ET)

IBC Chair: Bob Allan (NAVCO, Inc.)
Vice-Chair: Harsha Chandrashekar (Honeywell International Inc)
Vice-Chair: Robert Lane (Robert H. Lane and Associates Inc.)

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1. Agenda
   Greg Walker (CABA)

1. Agenda
2. Appointment of New IBC Chair
3. Call to Order, Welcome, Introductions, About IBC
4. Administrative
5. Research Update
6. Keynote: “Smart Buildings Market in 3D: Directions, Dynamics, Drivers” (30 min)
   Patrick McLaughlin (Endeavor Business Media)
7. White Paper Sub-Committee Update
8. New Business
9. Announcements
10. Adjournment
2. Appointment of New IBC Chair
Greg Walker (CABA)

Thank you to
Former IBC Chair

Brian Ensign
Vice President, Marketing
Superior Essex Communications

CABA Welcomes
Newly Appointed IBC Chair

Bob Allan
Vice President of Sales
East Region
NAVCO, Inc.

Bob Allan, is the Vice President of Sales for NAVCO Inc., headquartered in Fullerton, CA, an industry leading security integrator. Bob is responsible for East Region sales management. Mr. Allan has over 15 years in the IT industry and worked at Honeywell Building Solutions from 2010 to 2013 helping customers optimize and integrate their buildings and the Siemon Company from 2013-2022 where he led the Intelligent Buildings and Strategic Alliances team.
3. Call to Order, Welcome, Introductions, About the IBC
Bob Allan (NAVCO, Inc.)

The CABA Intelligent Buildings Council works to strengthen the large building automation industry through innovative technology-driven research projects. The Council was established in 2001 by CABA to specifically review opportunities, take strategic action and monitor initiatives that relate to integrated systems and automation in the large building sector. The Council's projects promote the next generation of intelligent building technologies and incorporates a holistic approach that optimizes building performance and savings. [www.caba.org/ibc](http://www.caba.org/ibc)
4. Administrative
Bob Allan (NAVCO, Inc.)

Motion to approve past IBC Minutes
February 10, 2022
www.caba.org/ibc
5. Research Update
Robert Lane (Robert H. Lane and Associates Inc.)

5.1 2022 IBC Landmark Research
Healthy Buildings and Indoor Environmental Quality
5. Research Update
Robert Lane (Robert H. Lane and Associates Inc.)

5.2 2021 IBC Landmark Research
AI and Predictive Maintenance in Intelligent Buildings
5.3 Annual BACS Market Sizing North America
6. Keynote
Harsha Chandrashekar (Honeywell International, Inc.)

Smart Buildings Market in 3D: Directions, Dynamics, Drivers
SMART BUILDINGS MARKET IN 3D: DIRECTIONS, DYNAMICS, DRIVERS

Presented to: CABA Intelligent Buildings Council
May 12, 2022
Presented by: Patrick McLaughlin, Smart Buildings Technology
SOURCES OF TODAY’S INFORMATION

▪ Directions: Where are we going?
▪ Dynamics: Where are we now?
▪ Drivers: What’s pushing us forward and pulling us back?

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<tr>
<th>Directions</th>
<th>Dynamics</th>
<th>Drivers</th>
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<tr>
<td>Verdantix: Predictions, Risks and Opportunities. What Should Smart Building Vendors Watch Out For in 2022?</td>
<td>Endeavor Business Media: Smart Building Technology Adoption</td>
<td>Endeavor Business Media: Smart Building Technology Adoption</td>
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DIRECTION: PREDICTIONS FOR SMART BUILDINGS

VERDANTIX
8 TRENDS TO WATCH THIS YEAR

▪ Collaboration
▪ Sophistication of energy management strategies
▪ M&A among building-security tech providers
▪ Continued investment in flex space
▪ Cybersecurity
▪ Rise in building certifications
▪ Commercial landlord appreciation of net zero
▪ Digital twins gain more traction
DYNAMICS: WHERE ARE WE NOW?

Data taken from the report Smart Building Technology Adoption, published by Endeavor Business Media in Fall 2021
WHICH BUILDING SYSTEMS USE SMART TECHNOLOGY?

- HVAC/energy management: 67%
- Lighting controls: 65%
- Lighting: 61%
- Access control: 60%
- Building access: 59%
VALUE OF SMART TECH FOR BUILDING SYSTEMS

HVAC/Energy management: 4.2/5
Fire protection/security: 4.12/5
Building access: 4.11/5
Lighting controls: 4.09/5
Access control: 4.06/5
DIRECTIONS: WHAT’S PUSHING US FORWARD, PULLING US BACK?

Data taken from the report Smart Building Technology Adoption, published by Endeavor Business Media in Fall 2021
CONTRIBUTORS

Operating/energy cost reduction
Security, access control
Occupant or employee safety
Ability to control remotely
Occupant or employee wellness
Asset management
Employee productivity
INHIBITORS

Up-front cost
Cybersecurity concerns
Data privacy
Complexity of system integration
ROI doubts
Lack of interoperability
THANK YOU
pmclaughlin@endeavorb2b.com
THANK YOU!

Questions?
In Progress:

“Fire Alarm Systems in Buildings”

Canadian Fire Alarm Association (Chair)
AML Encore Corp./Canadian Fire Alarm Association
exp. US Services, Inc.
Honeywell International, Inc.
7. White Paper Sub-Committee Update
Ken Wacks (Ken Wacks Associates)

In Progress:
“Architecting Intelligent Self Learning Adaptive Smart Campus Framework for Smart Cities”

NAVTAT Solutions (Chair)
In Progress:
“OT Cybersecurity as applied to Building Automation Systems for Critical Systems”

Mission Critical Global Alliance (MCGA) (Chair)
All proposals and previously completed IBC White Papers can be downloaded at:
www.caba.org/whitepapers
8. New Business
Bob Allan (NAVCO, Inc.)

Other new IBC business?
9. Announcements
Robert Lane (Robert H. Lane and Associates Inc.)

9.1 Past Events Overview

CXEnergy
April 19-22, 2022
Orlando, FL
9.2 Upcoming Events

Distributech International
May 23-25, 2022
Dallas, TX

IFMA World Workplace Europe
June 1-2, 2022
Amsterdam, Netherlands

Realcomm | Ibcon
June 15-16, 2022
Orlando, FL

Lightfair
June 19-23, 2022
Las Vegas, NV
10. Adjournment
Bob Allan (NAVCO, Inc.)

Next IBC Meeting: Tuesday, August 9, 2022

Continental Automated Buildings Association (CABA)
caba@caba.org
www.CABA.org
www.caba.org/ibc

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