



# 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.)



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



**IBC Vice-Chair**  
**Harsha Chandrashekar**  
Product Approvals &  
Regulatory Leader  
Honeywell International  
Inc



**IBC Vice-Chair**  
**Robert Lane**  
President & Managing  
Partner  
Robert H. Lane and  
Associates 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](http://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



Automated  
Logic

Carrier

BELIMO

BODVOC  
LTD.

BRAINBOX AI

BROAN  
NuTone

bueno

CUSHMAN &  
WAKEFIELD

CyberPower

Delta  
CONTROLS

EMA

facilio

GRUNDFOS

Honeywell

KIMC  
CONTROLS

Schneider  
Electric

SIEMENS  
Ingenuity for Life

Southwire

TRANE  
TECHNOLOGIES

WATTS  
WATER TECHNOLOGIES



# 5. Research Update

Greg Walker (CABA)

## 5.3 Annual BACS Market Sizing North America



Automated  
Logic

Carrier

BELIMO

Delta  
CONTROLS

DISTECH  
CONTROLS™  
an AcuityBrands company

Honeywell

Johnson  
Controls

Schneider  
Electric

SIEMENS  
Ingenuity for life





## 6. Keynote

Harsha Chandrashekar (Honeywell International, Inc.)



Patrick McLaughlin  
Director of Content



Smart Buildings Market in 3D:  
Directions, Dynamics, Drivers



# SMART BUILDINGS MARKET IN 3D: DIRECTIONS, DYNAMICS, DRIVERS

Presented to: CABA Intelligent Buildings Council

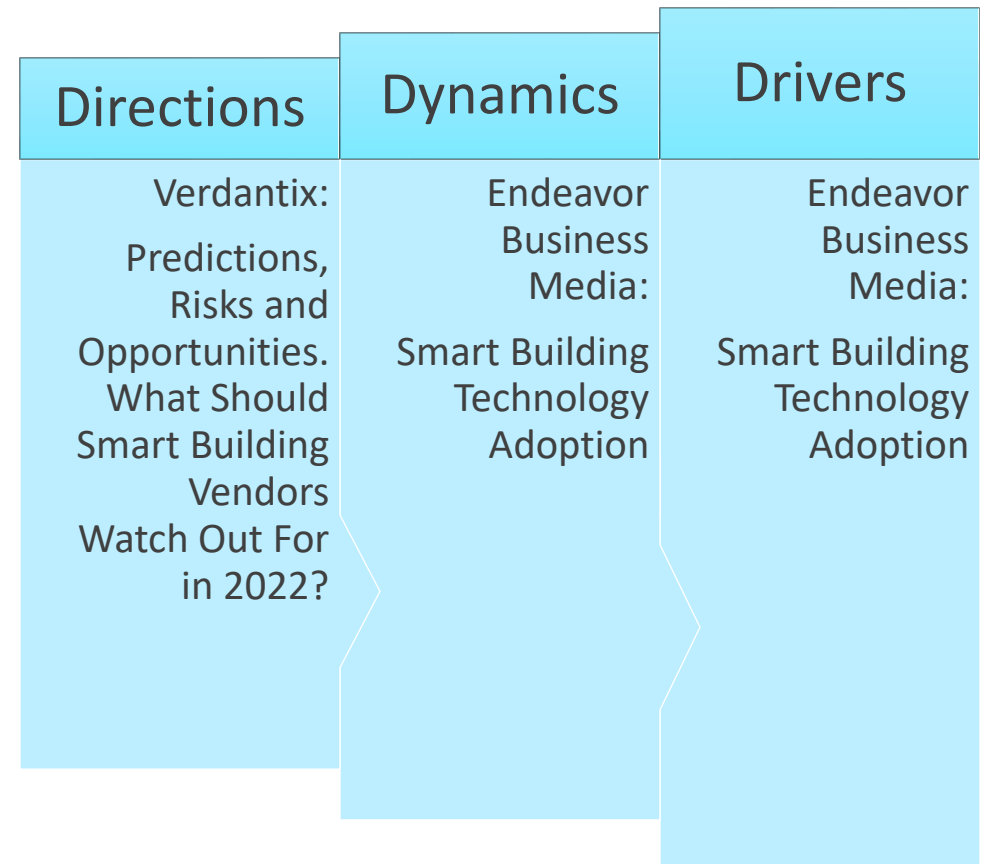
May 12, 2022

Presented by: Patrick McLaughlin, Smart Buildings Technology



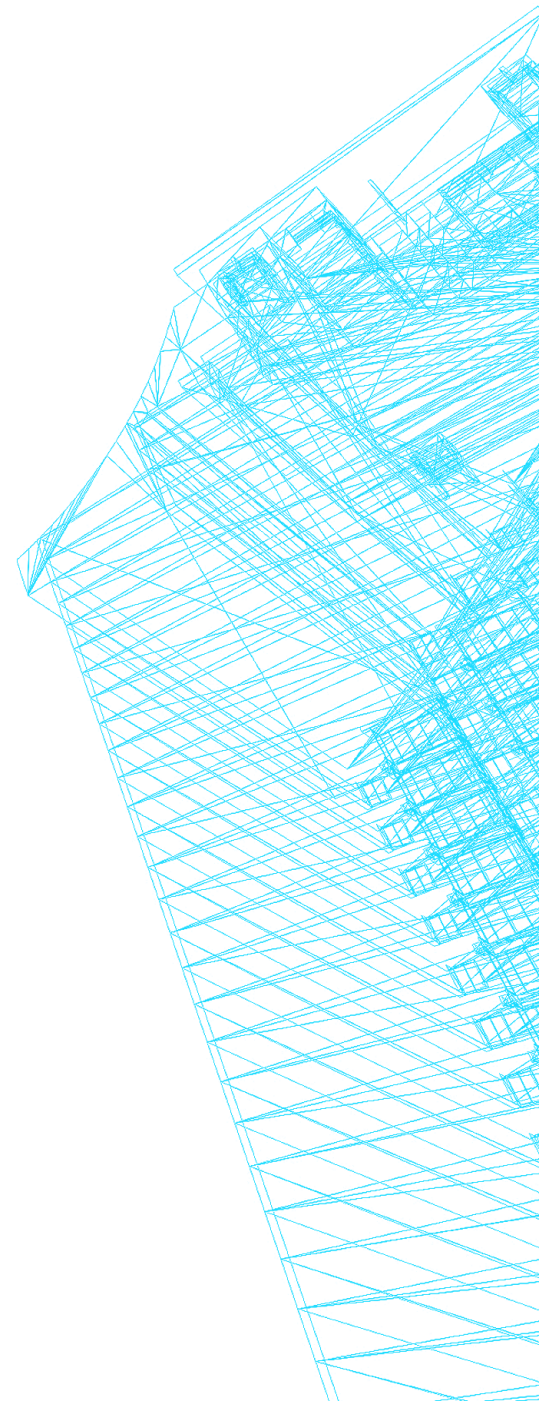
# SOURCES OF TODAY'S INFORMATION

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



# DIRECTION: PREDICTIONS FOR SMART BUILDINGS

**V**ERDANTIX





# 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

# Smart Building Technology Adoption

An Endeavor Business Intelligence report  
on the use of intelligent systems in  
commercial and institutional properties.

## 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%

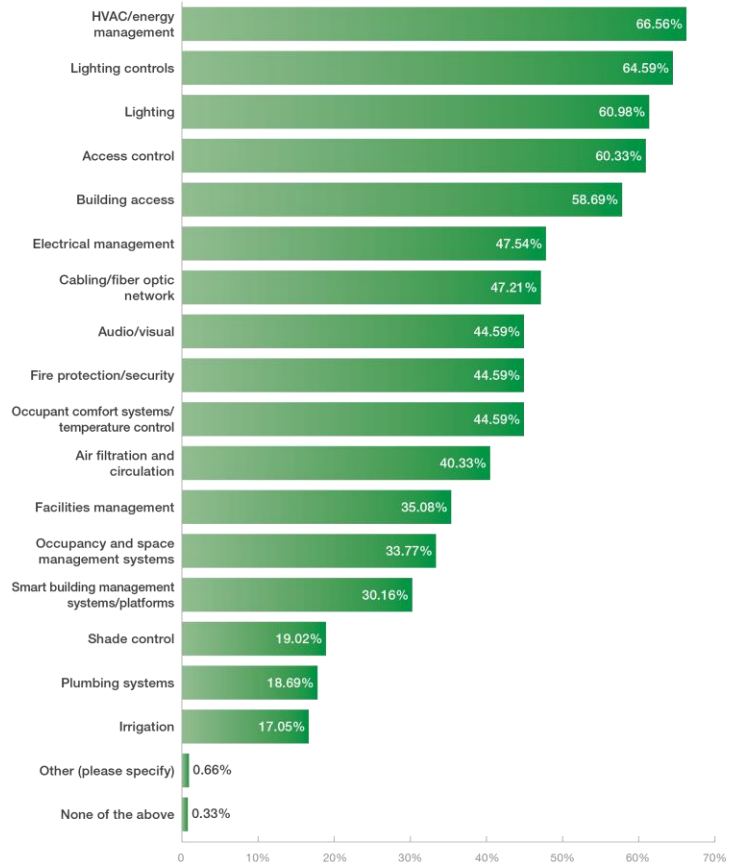
Lighting controls: 65%

Lighting: 61%

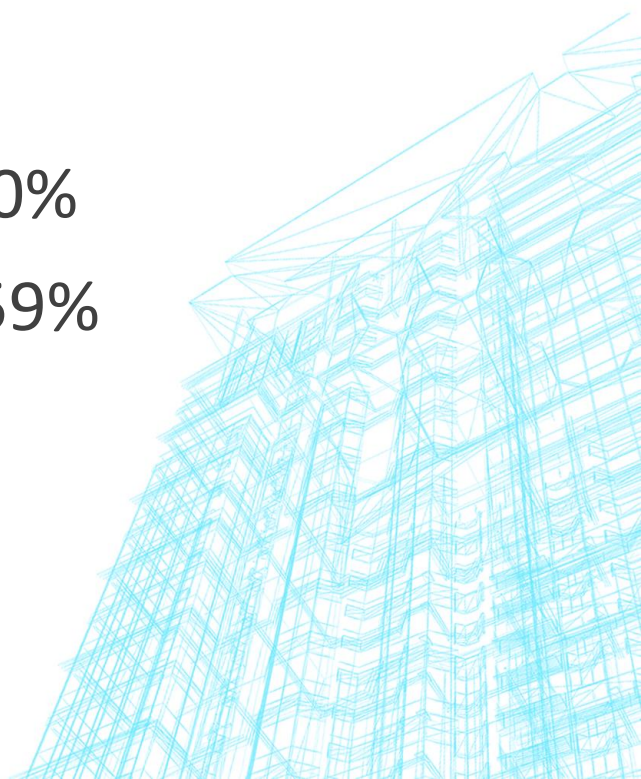
Access control: 60%

Building access: 59%

SMART TECHNOLOGY USE



N=305



# VALUE OF SMART TECH FOR BUILDING SYSTEMS

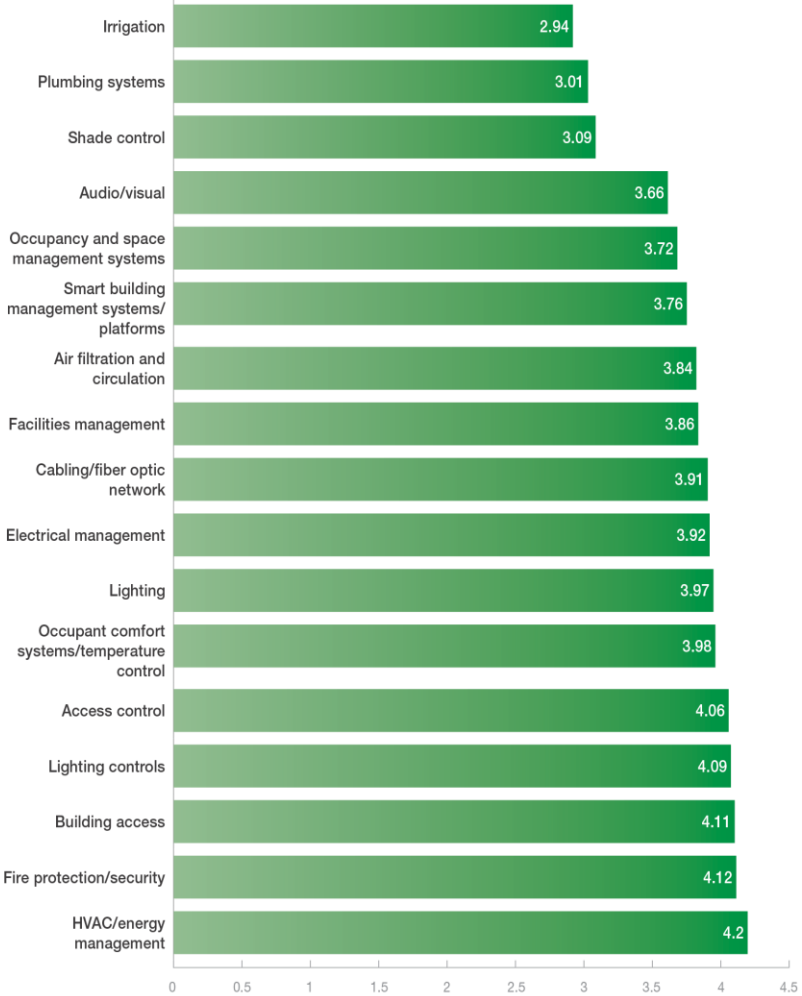
HVAC/Energy management: 4.2/5

Fire protection/security: 4.12/5

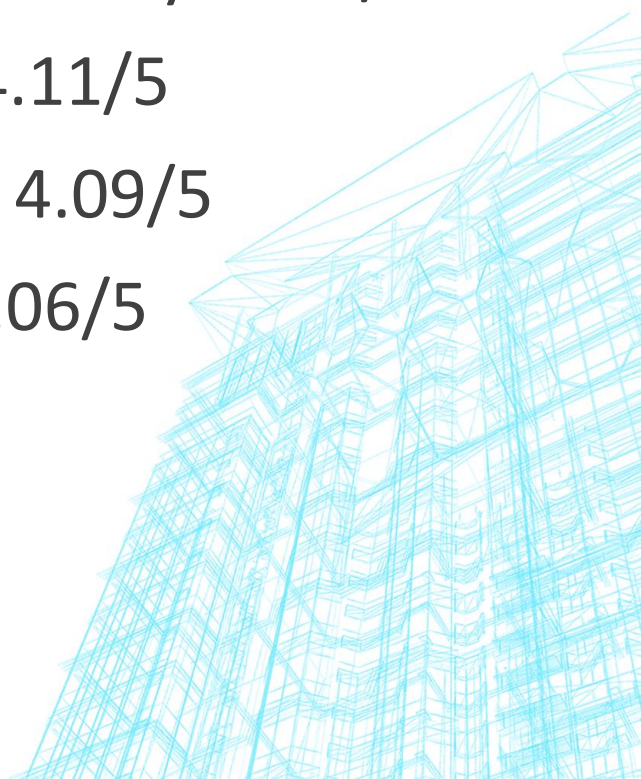
Building access: 4.11/5

Lighting controls: 4.09/5

Access control: 4.06/5



N=257





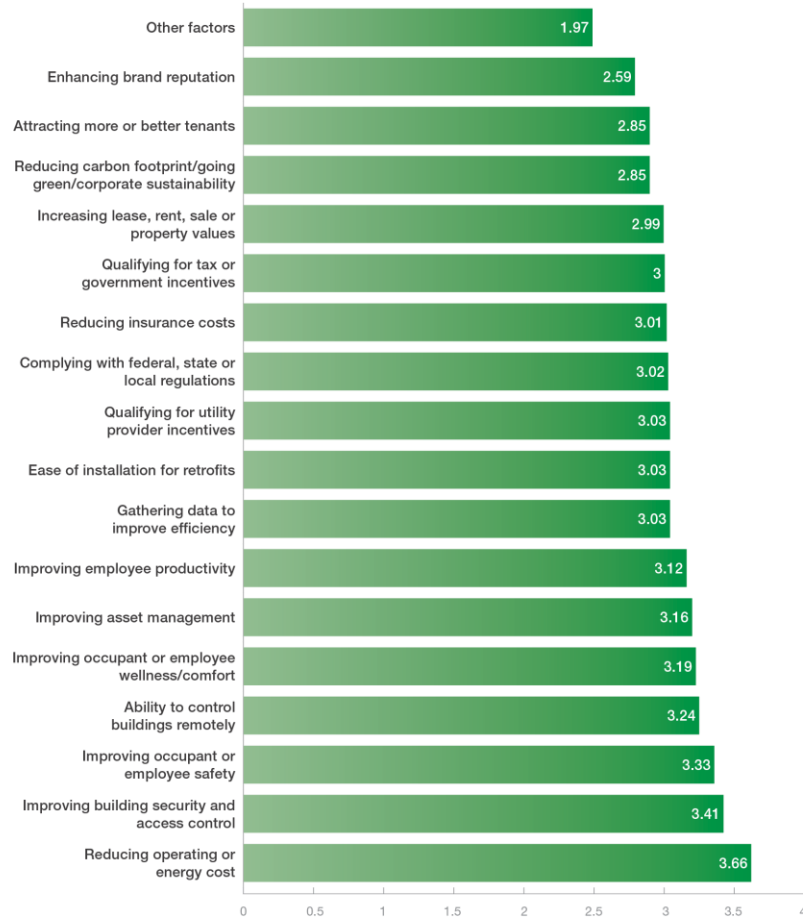
# Smart Building Technology Adoption

An Endeavor Business Intelligence report  
on the use of intelligent systems in  
commercial and institutional properties.

# 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

**TO WHAT EXTENT DO THESE FACTORS INFLUENCE INVESTMENT IN SMART BUILDING TECHNOLOGIES?**



N=244

# CONTRIBUTORS

Operating/energy cost reduction

Security, access control

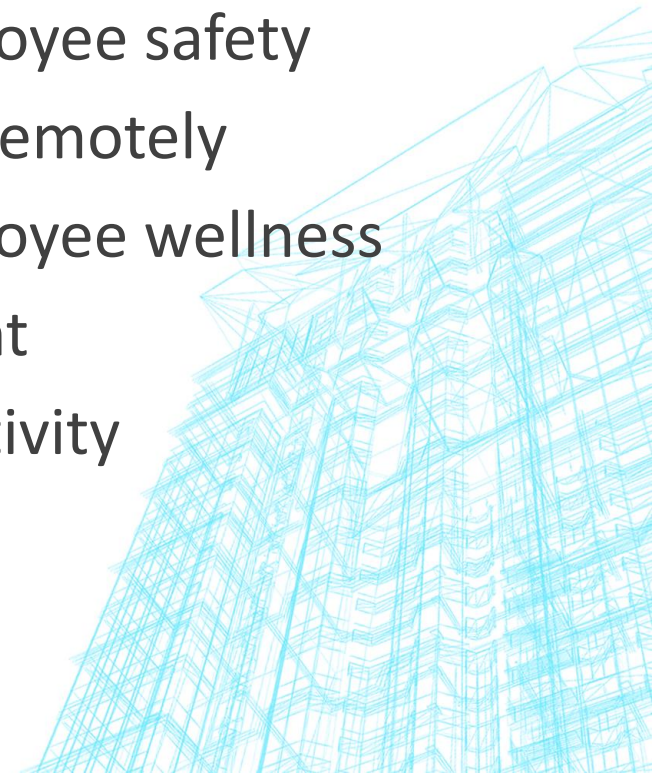
Occupant or employee safety

Ability to control remotely

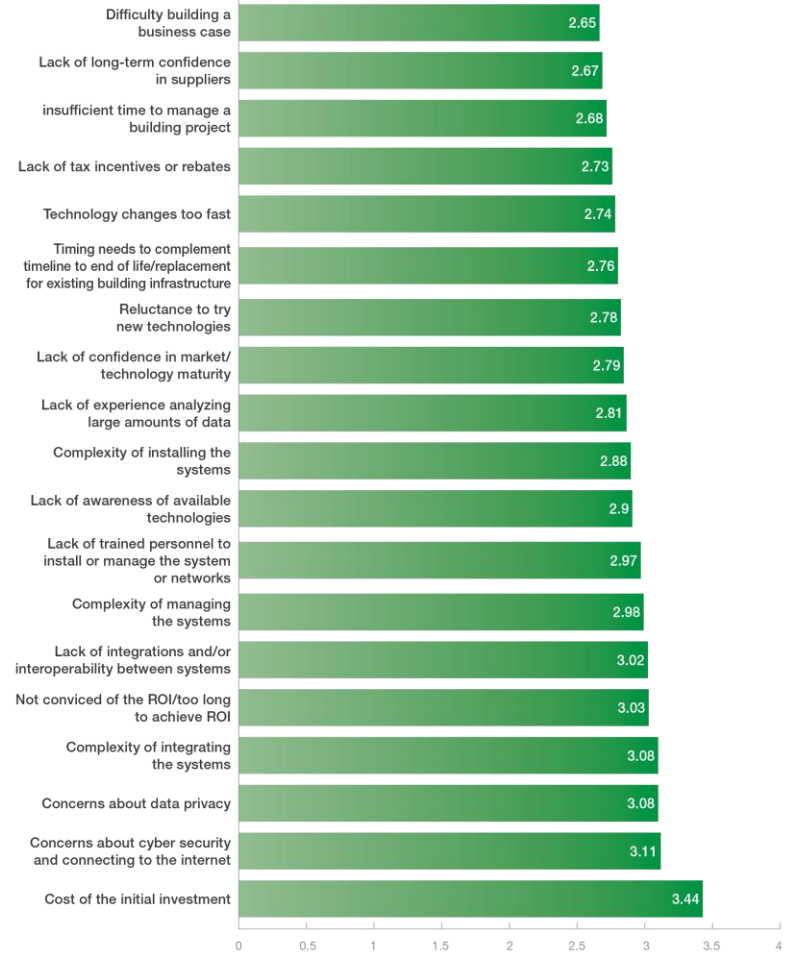
Occupant or employee wellness

Asset management

Employee productivity



**TO WHAT EXTENT DO THESE FACTORS INFLUENCE ANY RELUCTANCE TO ADOPT SMART BUILDING TECHNOLOGIES?**



N=229

# INHIBITORS

Up-front cost

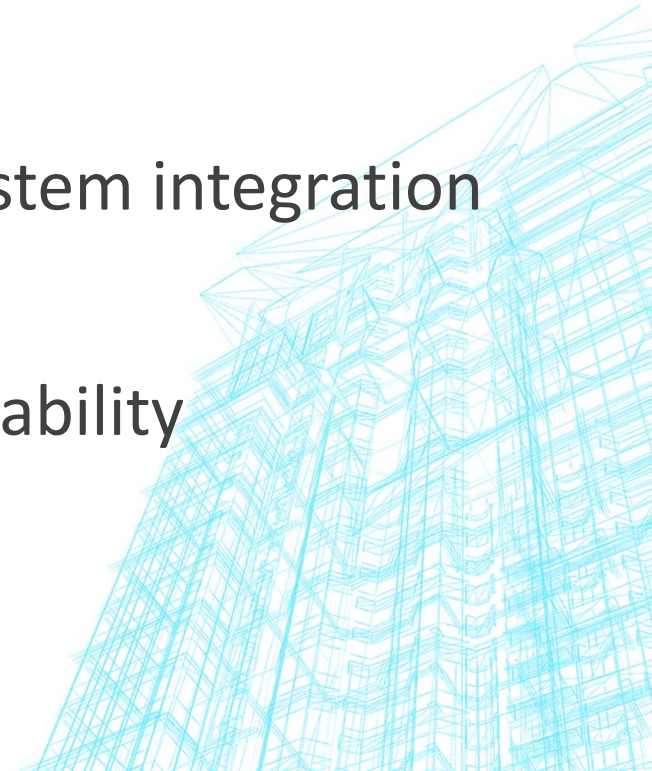
Cybersecurity concerns

Data privacy

Complexity of system integration

ROI doubts

Lack of interoperability



**SMART BUILDINGS  
TECHNOLOGY.**

**Wired technologies remain prevalent**

More than 90% of building systems in use... Among our respondents, more than half use several common applications: fire protection, irrigation, plumbing systems, cabling/fiber, and integrations.

More than half of respondents use a mix for smart building management systems: lighting controls, occupancy and space systems/temperature control, and access control.

No respondents use wireless technology.



**SMART BUILDINGS  
TECHNOLOGY.**

**Smart Building  
Technology  
Adoption**

An Endeavor Business Intelligence report on the use of intelligent systems in commercial and institutional properties.

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THANK YOU

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**VERDANTIX**

**CABA™**  
Continental Automated  
Buildings Association



THANK YOU!

Questions?



# 7. White Paper Sub-Committee Update

## Ken Wacks (Ken Wacks Associates)

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)



# 7. White Paper Sub-Committee Update

## Ken Wacks (Ken Wacks Associates)

In Progress:

“OT Cybersecurity as applied to Building Automation Systems for Critical Systems”

Mission Critical Global Alliance (MCGA) (Chair)





# 7. White Paper Sub-Committee Update

## Ken Wacks (Ken Wacks Associates)

All proposals and previously completed IBC White Papers can be downloaded at:  
[www.caba.org/whitepapers](http://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. Announcements

Robert Lane (Robert H. Lane and Associates Inc.)

## 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](mailto:caba@caba.org)

[www.CABA.org](http://www.CABA.org)

[www.caba.org/ibc](http://www.caba.org/ibc)



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