

AGENDA

Intelligent Buildings Council (IBC) Webinar & Meeting

Tuesday, November 21, 2023 | 12 Noon – 1:30 PM (ET)

IBC Chair Bob Allan (NAVCO, Inc.), IBC Vice-Chair Harsha Chandrashekar (Honeywell International Inc), IBC Vice-Chair Robert Lane (Robert H. Lane & Associates Inc.) and IBC Vice-Chair Chris Larry (Exp US Services Inc.) are pleased to announce the next ASHB IBC webinar meeting. The agenda, slide deck and other supporting documentation will be posted at: www.ashb.com/ibc.



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.



IBC Vice-Chair
Chris Larry
Director of Energy
Engineering
Exp US Services Inc.



1. **Agenda** – Bob Allan (NAVCO, Inc.)
2. **Call to Order, Welcome, Introductions, About the IBC** – Bob Allan (NAVCO, Inc.)
3. **Administrative**
Motion to approve past IBC Minutes: www.ashb.com/ibc – Bob Allan (NAVCO, Inc.)
4. **Research Update** – Robert Lane (Robert H. Lane and Associates Inc.) & Greg Walker (ASHB)
- 2023 IBC Landmark Research – “[Intelligent Building Technology & Market Trends](#)”
- Annual “[BACS Market Sizing North America](#)”
5. **Keynote: Analytics as a Core Offering**
- Harsha Chandrashekar (Honeywell International, Inc.) & Leon Wurfel (Bueno)



Leon Wurfel
Founder



Description: As an industry-leading analytics provider, Bueno helps a wide range of service businesses combine people and software into an operationalised analytics solution, enhancing their business offering with analytics as a core solution. Bueno has worked alongside clients such as systems integrators, remote service providers, and vertically-integrated property management organisations to leverage analytics and drive operational efficiency and decarbonisation across portfolios of hundreds to thousands of buildings. In this presentation, some key lessons learned from Bueno’s unique breadth of experience will be shared, including:

- Data integrity - table stakes for operationalised analytics
- Empowering centralised remote services teams - leverage domain expertise and technology
- Scale-based use cases - solutions that create widespread impact in key business priorities

6. **ASHB [Podcast](#)** – Chris Larry (Exp US Services Inc.)
7. **ASHB [Journal](#)** – Ken Wacks (Ken Wacks Associates)
8. **ASHB [Whitepapers](#)** – Ken Wacks (Ken Wacks Associates)
9. **New Business** – Bob Allan (NAVCO, Inc.)
10. **Announcements** – Robert Lane (Robert H. Lane & Associates Inc.)
Upcoming Events
 - [The Buildings Show](#) - November 29-December 1 | Toronto, ON
 - [AHR Expo](#) - January 22-24 | Chicago, IL
 - [BICSI Winter Conference](#) - January 28-February 1 | Orlando, FL
 - [Buildex Vancouver](#) - February 14-15 | Vancouver, BC
 - [Distributech International](#) - February 26-29 | Orlando, FL
11. **Adjournment** – Bob Allan (NAVCO, Inc.)
[Next IBC Meeting, February 2024](#)

For additional information, contact ASHB at admin@ashb.com, 613.686.1814, or www.ashb.com

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