



**ASHB**

Intelligent Buildings Council

**ASHB Intelligent Buildings Council (IBC)  
Draft Meeting Minutes**

Tuesday, November 21, 2023  
12 NOON - 1:30 PM (ET) via Webinar

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**IBC Executive:**

IBC Chair, Bob Allan (NAVCO, Inc.)

IBC Vice-Chair, Chris Larry (Exp US Services Inc.)

IBC Vice-Chair, Harsha Chandrashekar (Honeywell International Inc.)

IBC Vice-Chair, Robert Lane (Robert H. Lane & Associates Inc.)

**Present:**

2030 Districts Network, Jiri Skopek

Aircuity, Inc., Duane Keenan

Alhosn University, Abdul Rahim Sabouni

Anchor Corporation, Phil Fung

Belimo Americas, Randi Rosenzweig

BIG - Building Intelligence Group, Ben Disney

BrainBox AI, Bryce Jeude

Bueno Systems, Leon Wurfel

Bueno Systems, Chris Blatney

Consultant, Matt Sutter

Delta Controls, A Delta Group Company, Kurt Graves

EBTRON, Inc., Darryl DeAngelis

Electro-Federation Canada (EFC), Tom Mason

Energy Management Association (EMA), Karen Shunk

Honeywell International, Inc., Brad Hill

ICONICS, Inc., Chris Phillips

Ken Wacks Associates, Kenneth Wacks

Kontagion Hub Limited, Antonio Mendonça

Legrand, Jean Pierre Trieb

Legrand North America, Changhui Lu

Mayfair Custom Homes, Zafar Ahmad

Metrikus Ltd., Michael Grant

MHT Technologies, Kim Johnson

Natural Resources Canada (NRCan), CanmetENERGY, Marius Farcasiu

Natural Resources Canada (NRCan), CanmetENERGY, Bo Jiang

Picacity AI, Inc., Sumeet Johar

Public Services and Procurement Canada/ Government of Canada, Mahjouba Fadel

Schneider Electric, Dave Rellinger

Schneider Electric, Shannon Kell

Siemens Industry, Inc., Michael Brook

Siemens Industry, Inc., Richard Rivera  
Siemens Industry, Inc., Wayne Aho  
Stanford University, Gerry Hamilton  
Sustainable Resources Management Inc., David Katz  
The Durst Organization, Caleb Kreeger  
Trane Technologies, Jamie Simmons  
Watts Water Technologies Inc., Jay Vath

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1. **Agenda** – Marta Klopotoska (ASHB)

Marta Klopotoska thanked everyone for attending, outlined the agenda, and alerted everyone that the meeting was being recorded and will be made available to the industry.

2. **Call to Order, Welcome and Introduction** – Greg Walker (ASHB)

Greg Walker welcomed everyone and introduced: IBC Vice-Chairs, Harsha Chandrashekar (Honeywell International, Inc.), Robert Lane (Robert H. Lane and Associates, Inc.) and Christopher Larry (Exp US Services Inc.), ASHB Whitepaper Chair, Ken Wacks (Ken Wacks and Associates)

3. **Administrative** – Greg Walker (ASHB)

**Motion to Approve Past IBC Minutes**

Greg Walker informed everyone that the meeting minutes from the August 21, 2023, IBC meeting were circulated and posted on the ASHB Web site in the IBC section:  
[www.ashb.com/ibc](http://www.ashb.com/ibc).

A motion to approve the August 21, 2023, IBC minutes was moved by Chris Larry (Exp US Services Inc.), and the motion was seconded by Michael Grant (Metrikus Ltd.).  
Unopposed motion passed.

#### 4. **Research Update** – Marta Klopotowska (ASHB) & Greg Walker (ASHB)

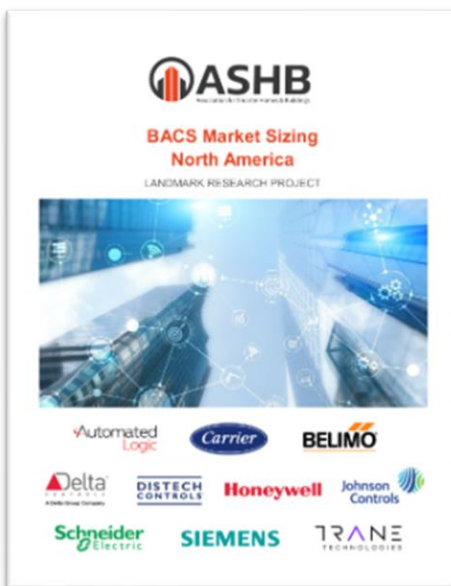
##### 4.1 **2023 IBC Landmark Research – Intelligent Building Technology & Market Trends**



Marta Klopotowska (ASHB) gave a brief overview of this Landmark Research Project. The project has garnered significant interest with a total of fifteen (15) ASHB members committing to funding and actively participating in the research initiative. An RFP went out to ASHB member research firms earlier this year leading to the selection of Harbor Research by the initial funders. The project will be deconstructed into a series of three smaller, focused research projects. These will be presented in the form of insightful presentations accompanied by raw data. The survey will target 250 Commercial Buildings Owners/Operators in Canada and USA and will cover key topics/opportunities to gain an annual perspective of operator needs/outlook. The research will utilize both industry expert interviews and consumer surveys. Topic selection for the sub-projects will be conducted by the esteemed Steering Committee. As these reports are

completed, they will be subsequently released. It is essential to note that these projects, collectively valued at approximately \$80K USD, will have an exclusive release to the project's funders. There are two distinct funding tiers: Bronze, priced at \$5K, which grants access to the research findings, and Silver, priced at \$10K, enabling participation in the Steering Committee and shaping of the project's direction. For those interested in joining this initiative, please do not hesitate to reach out to us at [admin@ashb.com](mailto:admin@ashb.com) or contact Greg Walker directly at [walker@ashb.com](mailto:walker@ashb.com).

##### 4.2 **Annual BACS Market Sizing North America**



Greg Walker gave a brief overview of this annual, invitation-only, market sizing study focusing on building automation control systems. The project will continue in 2024 and 2025 and may be expanded to additional field devices and geographical areas. Ten (10) ASHB members have agreed to fund and participate in this research project:

**5. Panel Discussion: “Analytics as a Core Offering” – Harsha Chandrashekar (Honeywell International, Inc.) & Leon Wurfel (Bueno) (30 min)**

Harsha Chandrashekar introduced Leon Wurfel who presented on the topic.

**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 were 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

**Contact Panel Members:**

Leon Wurfel [lwurfel@buenosystems.com.au](mailto:lwurfel@buenosystems.com.au)

**6. ASHB Podcast – Chris Larry (Exp US Services Inc.)**

Chris Larry (Exp US Services Inc.) outlined ASHB’s recent Podcast series on [Spotify](#) and [Apple Podcasts](#). ASHB’s most recent recordings released focused on Smart Building Business Drivers, Environment Optimization and Solid Footing for New Builds. If you or someone that you know is interested in participating as a guest or host on a future episode, please contact us at [admin@ashb.com](mailto:admin@ashb.com).

**7. ASHB Journal - Ken Wacks (Ken Wacks Associates)**

Ken Wacks (Ken Wacks Associates) presented the ASHB Journal and urged all attendees to contribute their articles for consideration. If you're interested in submitting a proposal or an article, you can reach out to [admin@ashb.com](mailto:admin@ashb.com) or [kenn@alum.mit.edu](mailto:kenn@alum.mit.edu).

**8. White Paper Sub-Committee Update - Ken Wacks (Ken Wacks Associates)**

An overview was given of the IBC White Paper review process, completed IBC White Papers and papers in progress. IBC White Papers are secondary literature review articles that are approximately 10-20 pages in length. These papers are written and distributed free of charge to inform the industry. For the papers to be approved by the IBC White Paper Sub-Committee (WPSC), they must have significant technical material of relevance to IBC

members. They must not contain marketing material or promote an agenda. Any ASHB member can and is encouraged complete the new one (1) page white paper proposal template and submit it to [admin@ashb.com](mailto:admin@ashb.com).

All completed and approved ASHB White Papers are placed in the ASHB Public Library, Members Library, ASHB NewsBrief, ASHB Twitter Feed, and ASHB LinkedIn Group and promoted at industry events. To view the IBC White Paper terms of reference, previous IBC White Papers, and additional information, please go to: [www.ashb.com/ibc](http://www.ashb.com/ibc). All completed ASHB White Papers can be found at: [www.ashb.com/whitepapers](http://www.ashb.com/whitepapers).

IBC White Paper Sub-Committee:

- Ken Wacks Associates, Kenneth Wacks
- Consultant, Steve Samson
- Frost & Sullivan, Dilip Sarangan
- National Research Council Canada (NRC), Heather Knudsen
- Sustainable Resources Management Inc., David Katz

Ken Wacks introduced a recently published ASHB Whitepaper [on Fire Alarm Systems in Smart Buildings](#), a trailblazing document that illuminates the origins, evolution, and possibilities within fire prevention and life safety systems for contemporary intelligent edifices. The whitepaper underscores the crucial integration of enhanced fire and life safety protocols into both existing structures and emerging constructions. Crafted by leading experts hailing from reputable organizations including the Canadian Fire Alarm Association, Automatic Fire Alarm Association, NEMA, NFPA, UL Standards & Engagement, and other distinguished ASHB Members, this paper stands as a beacon of insight in the field.

**9. Other Business** – Greg Walker (ASHB)

Greg Walker called for new business related to future IBC Guest/Keynote presentation topics and speakers, new IBC White Papers, new research projects and meeting ideas, etc.

No new business was brought forward.

**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

**11. Adjournment** (1:30 PM ET) – Greg Walker (ASHB)

Next IBC Meeting, February 2024.

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ASHB IBC meetings are open to ASHB Members and invited guests, and everyone is encouraged to participate. [CLICK HERE](#) for more info on the IBC, past minutes, participants, and terms of reference. Any ASHB Member that attended as a guest will be added to the IBC unless they notify the ASHB office by November 30, 2023, that their name should not be added. Non-ASHB members that attended this meeting as a guest, should contact ASHB at [admin@ashb.com](mailto:admin@ashb.com), to indicate if they wish to join the IBC or ASHB. [CLICK HERE](#) for more information on the ASHB Benefits and please circulate them to others in your organization.

Regards,

Greg Walker, CAE  
CEO  
Association for Smarter Homes & Buildings (ASHB)  
Email: [walker@ashb.com](mailto:walker@ashb.com)  
Phone: 613.518.6742  
Web site: [www.ashb.com](http://www.ashb.com)

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