



Smart Building Council (SBC)

Webinar/Meeting will commence 12:05pm ET

Wednesday, August 6, 2025 | 12 NOON – 1:30 PM (ET)

SBC Chair: Bob Allan (NAVCO Inc.)

Vice-Chair: Harsha Chandrashekar (Honeywell International Inc.)

Vice-Chair: Robert Lane (Robert H. Lane and Associates Inc.)

Vice-Chair: Chris Larry (exp US Services Inc.)

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Agenda

Marta Klopotowska (ASHB)

1. Call to Order, Welcome, Introductions, About SBC
2. Administrative
3. Research Update
4. Keynote: **Reimagining Building Automation with Cloud Overlay Architecture** – Raj Subramanian, Facilio
5. ASHB Podcast
6. ASHB Whitepapers & Research Library
7. ASHB Journal
8. New Business
9. Announcements
10. Adjournment



1. Call to Order, Welcome, Introductions, About the SBC

Bob Allan (NAVCO, Inc.)



SBC Chair
Bob Allan

Senior Vice President
of Sales, East Region
NAVCO, Inc.



SBC Vice-Chair
Harsha Chandrashekar

Product Approvals &
Regulatory Leader
Honeywell International



SBC Vice-Chair
Robert Lane

President & Managing
Partner, Robert H. Lane
and Associates Inc.

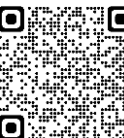


SBC Vice-Chair
Chris Larry

Director of Energy
Engineering
Exp US Services Inc.



The ASHB Smart Building Council works to strengthen the large building automation industry through innovative technology-driven research projects. The Council was established in 2001 by ASHB 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 smart building technologies and incorporate a holistic approach that optimizes building performance and savings. www.ashb.com/sbc



2. Administrative

Bob Allan (NAVCO, Inc.)



Approval of SBC Minutes
May 27, 2025

www.ashb.com/sbc



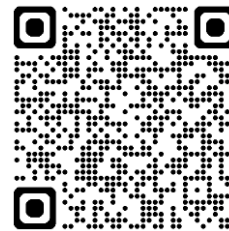
3. Research Update

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



2025 SBC Landmark Research Smart Building Trends & Technology Adoption

Funders



Contact admin@ashb.com to
obtain research findings and to
join as a funder.



3. Research Update

Greg Walker (ASHB)

Annual BACS Market Sizing North America



3. Research Update

Greg Walker (ASHB)



Annual BACS Market Sizing Europe



4. Keynote

Harsha Chandrashekar (Honeywell International Inc)



Keynote Speaker

Raj Subramanian, CPO

facilio

Reimagining Building Automation
with Cloud Overlay Architecture

A portrait of Raj Subramanian, CPO, is shown on the right side of the slide. The background features a wireframe architectural rendering of a modern building with a glass facade and a city skyline in the distance.





Reimagining Building Automation

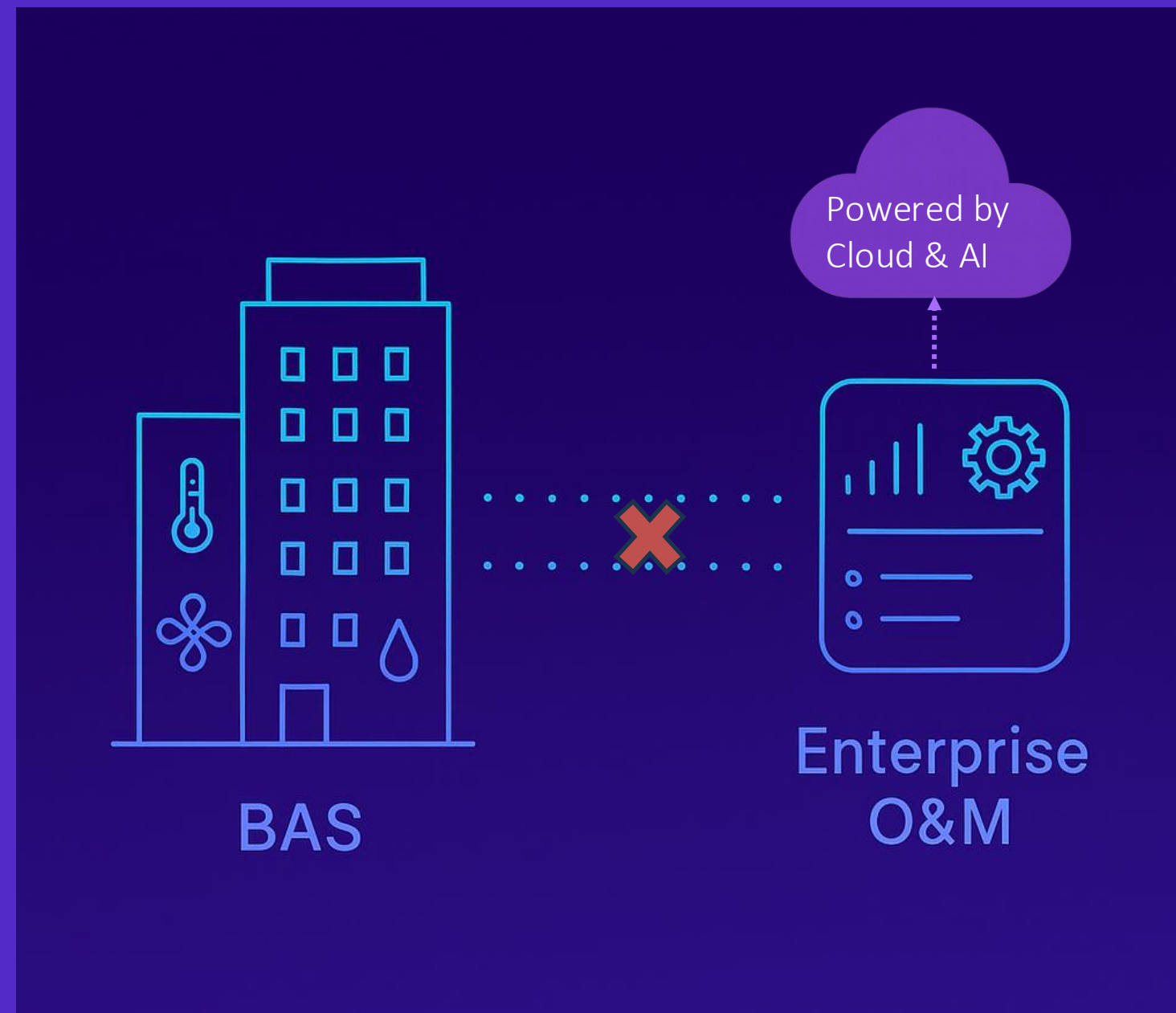
With Cloud Overlay Architecture

Raj Subramanian
Chief Product Officer, Facilio

Building Systems isolated in AI-powered World

On-prem BAS Layer

Keeps critical building data trapped at the site level — isolated from the people and systems that need it



Enterprise Cloud O&M Layer

Needs real-time building intelligence — not siloed snapshots — to drive portfolio-wide decisions.

Need for cloud overlay to bridge the operational gaps and enable scale, automation, and synergies.

Rethinking BAS Automation: Unlocking Synergies

Traditional Limitations

- ✖ Building-level isolation
- ✖ Limited functional scope
- ✖ Catered only for engineers / technicians

Cloud Overlay Transformation

✔ Portfolio-wide Orchestration

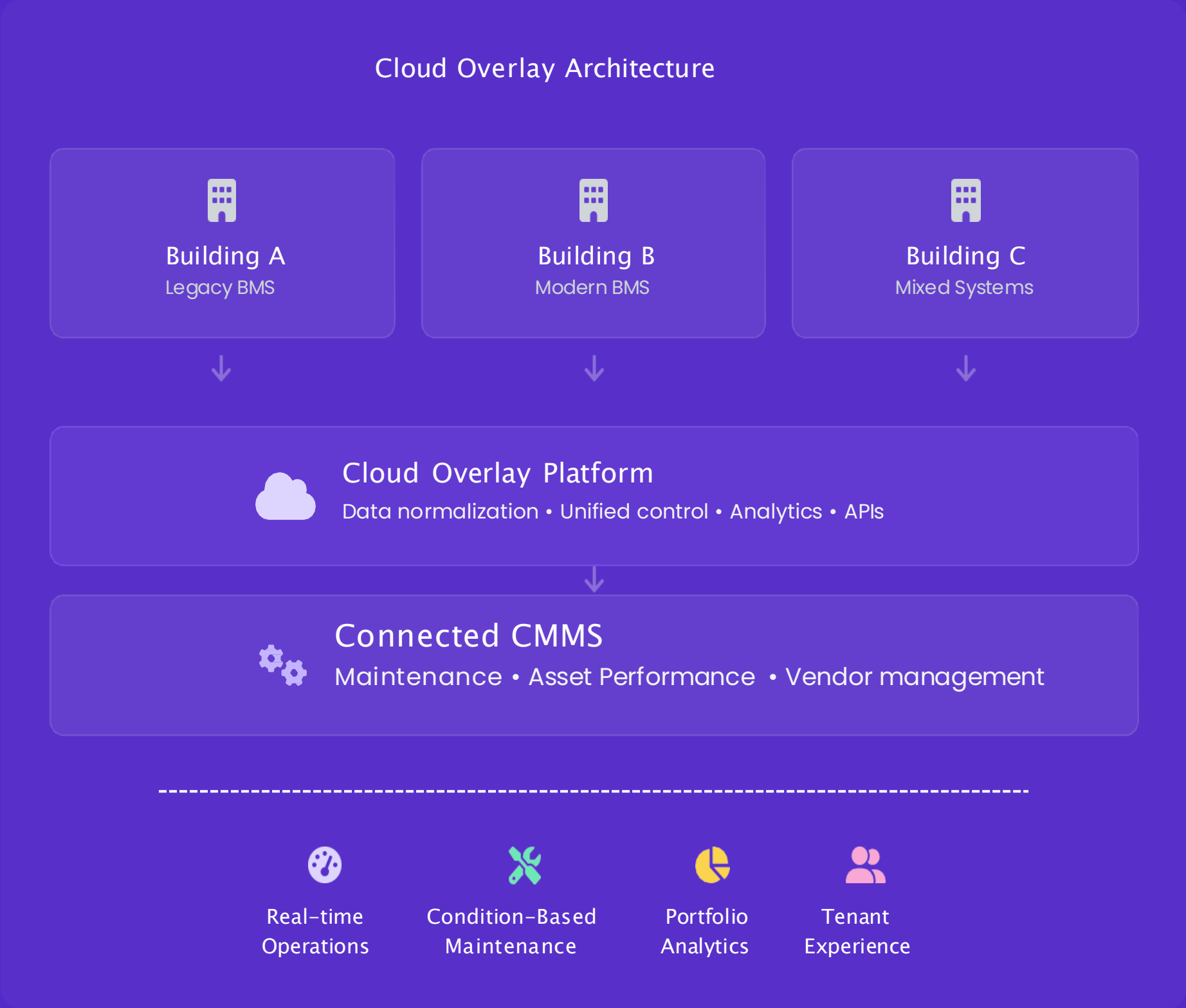
Centralized control across entire building portfolios from a single platform

✔ New Synergies with Enterprise O&M Integrations

Unified data enables condition-based maintenance, automated workflows, and real-time insights



✔ Expanded Operational Capabilities

FDD, Tenant experience, energy optimization, and predictive analytics across multiple locations






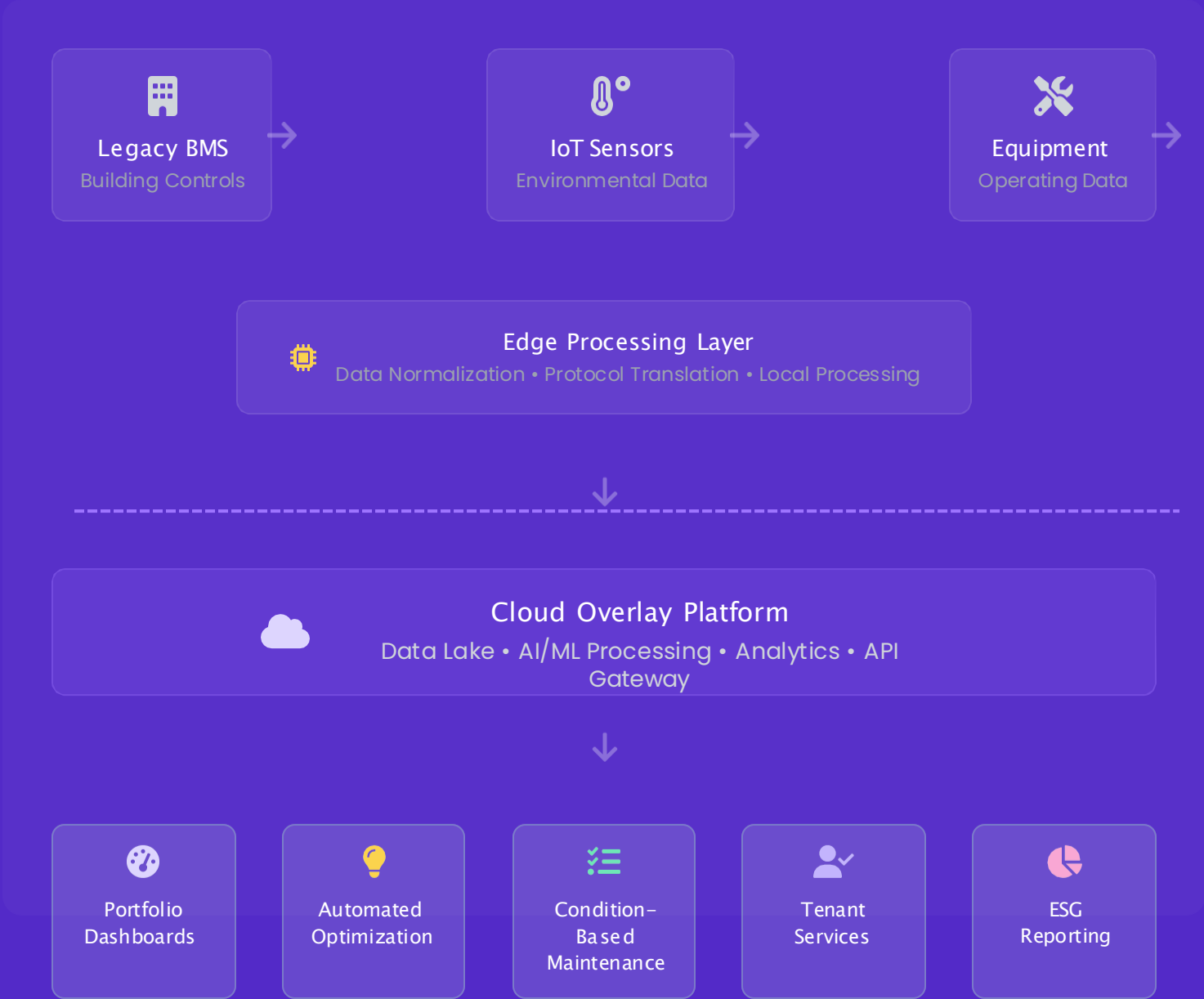
Technology in Action: Cloud Overlay at Portfolio Scale

Portfolio-Scale Architecture

-  **Unified Data Layer**
Normalizes data from disparate systems across multiple properties, creating a standardized data model
- Edge-to-Cloud Communication**
Secure, bidirectional data flow between building systems and cloud platform with minimal on-premise hardware
-  **API-First Architecture**
Open ecosystem enabling third-party integrations and custom applications development

Portfolio-Wide Benefits

-  **Scalability & Standardization**
Deploy new capabilities portfolio-wide in days instead of months, with consistent implementation
-  **Cost Optimization**
25-40% reduction in operational costs through centralized management and automated workflows
-  **Sustainability Impact**
Accelerated decarbonization through portfolio-wide energy optimization and emissions tracking



Case Study: Data-driven Maintenance

The Challenge

British Land needed to reduce operational costs and increase efficiency across their extensive property portfolio while maintaining high service levels.

- ⚠️ Costly periodic maintenance regardless of equipment condition
- ⚠️ Unnecessary operation of HVAC system during unoccupied period
- ⚠️ Lack of portfolio-wide visibility into equipment performance

The Solution: Condition-Based Maintenance using Facilio's Connected Buildings

- 1

Remote Asset Testing

Automated remote commands sent directly to assets (FCUs, AHUs, VAVs, TRHs etc.) and feedback logged.
- 2

Automated Fault Detection Workflow

Integrated with auto fault reporter. Triggers reactive work order when test fails
- 3

Portfolio-Wide Deployment

Centralized approach scaled across multiple buildings with consistent results

Key Results



Case Study: Occupancy-based Optimization

- 1

Dynamic HVAC Control

Adjusts temperature setpoints/deadbands, fan speeds based on occupancy or other criteria
- 2

Sensor-driven Automation

Uses PIR, CO₂ sensors, access control data and room bookings to automatically enter/exit "Optimisation Mode"
- 3

Space Adaptive Strategies

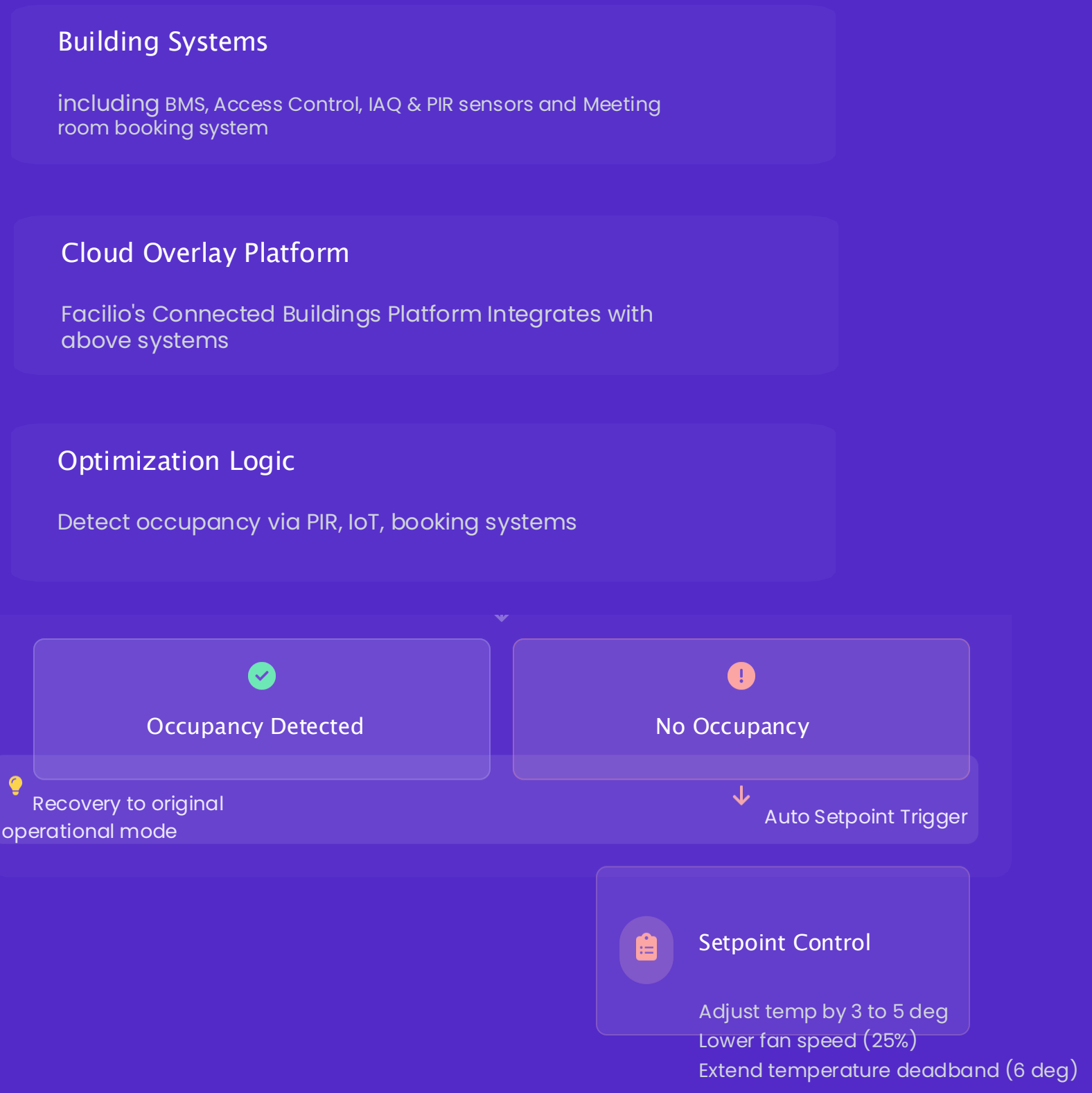
Meeting Rooms, Offices, Event Spaces, Throughfare Zones each have a tailored optimization logic.

Key Results

50%


Savings in Heating / Cooling Energy Consumption

Occupancy based Optimization Workflow




Beyond Maintenance: Cloud Overlay Use cases

Cloud overlay architecture unlocks multiple operational improvements across building portfolios, going beyond condition-based maintenance to transform every aspect of property operations.




Energy Optimization

- Setpoint optimization
- Automated Demand Response
- Ramp up/ramp down optimization
- Occupancy based setbacks etc.



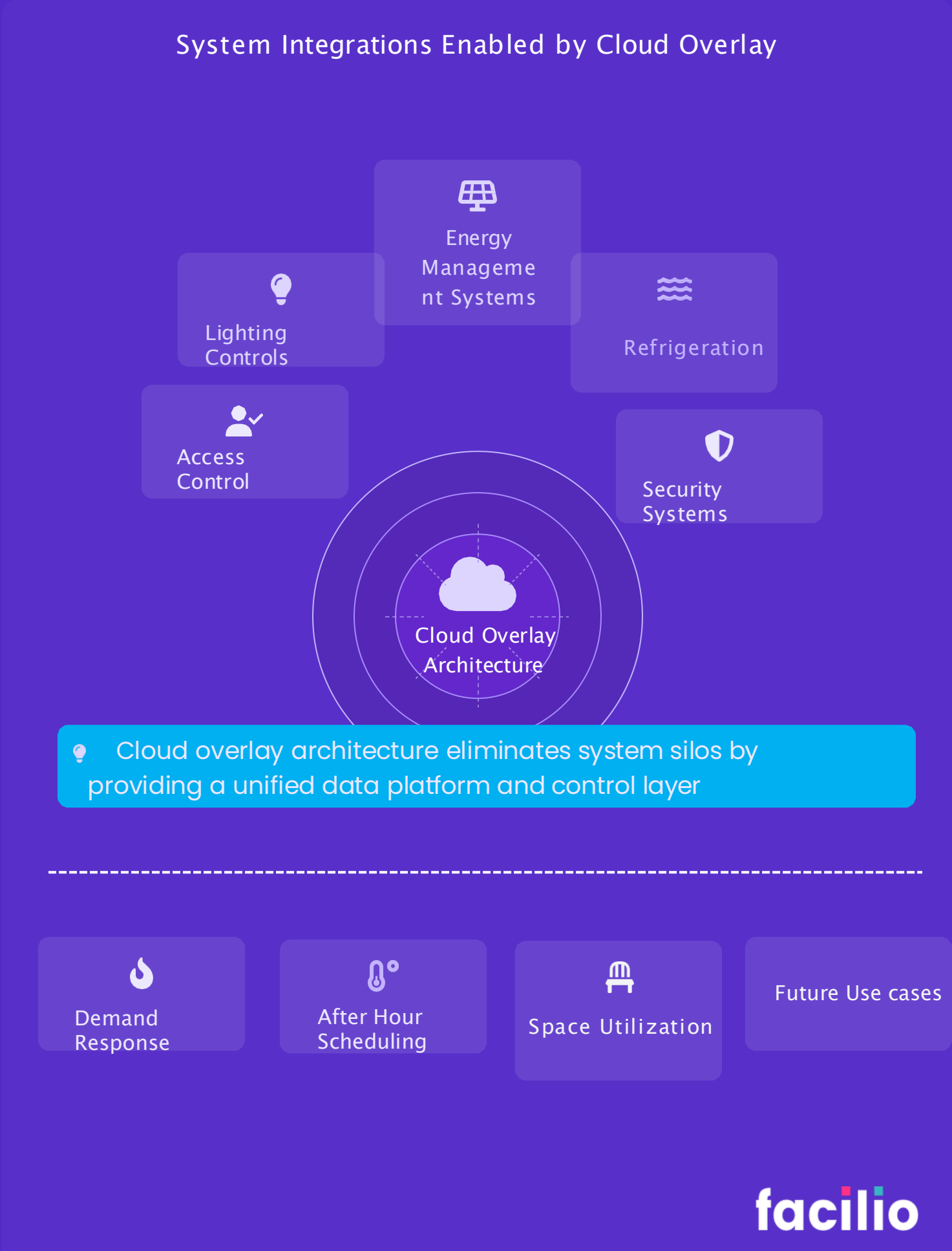
Portfolio-wide Monitoring & Visibility

- Portfolio-level benchmarking
- Sustainability reporting
- BI & FDD



Portfolio-scale Optimizations

- Condition-based & Predictive Maintenance
- Meeting room automation
- Occupant apps & kiosk
- Tenant Self-service Scheduling
- Billing automation



Key Takeaways & Next Steps

Key Insights

-  **Cloud Overlay Transforms Building Automation**
Extends the boundaries of automation beyond individual buildings to portfolio-scale operations
-  **BMS–CMMS Integration Is Critical**
Unified data enables condition-based maintenance, real-time insights, and automated workflows
-  **Expanded Operational Capabilities**
Tenant experience, energy optimization, and portfolio analytics create tangible ROI
-  **Real-World Validation**
Organizations like British Land demonstrate significant cost and energy savings

Next Steps

- Assess Your Portfolio's Readiness**
Evaluate your current building systems, integration capabilities, and operational pain points to identify cloud overlay opportunities
- Partner With Technology Innovators**
Connect with solution providers who understand both building operations and modern cloud technologies
- Start Your Cloud Overlay Journey**
Begin with a pilot project on high-priority buildings to demonstrate value before scaling portfolio-wide

Start Your Transformation Today

Connect with us to explore how cloud overlay architecture can benefit your building portfolio

Raj Subramanian
Chief Product Officer, Facilio
raj@facilio.com

Request a Demo



THANK YOU!

Questions?



5. Smarter Homes & Buildings Podcast

Chris Larry (Exp US Services Inc.)



ashb.com/podcast

Join industry experts and leaders from around the globe as they discuss everything smart home and intelligent buildings.



Apple
Podcasts



ASHB is looking for guests and hosts for future pre-recorded episodes. Contact admin@ashb.com for more information.

Recent Recordings:

- The Science of Light: How Circadian Lighting Enhances Sleep, Mood & Performance
- The Road to Decarbonization: Strategies for Critical Environments
- 'Killer Apps' and Actionable Data Migration: Make Yourself the Smart Building Hero!



6. ASHB Whitepapers Ken Wacks (Ken Wacks Associates)



ASHB
Research Program

Published SBC White Papers can be downloaded
at:

ashb.com/whitepapers
Send proposals to admin@ashb.com

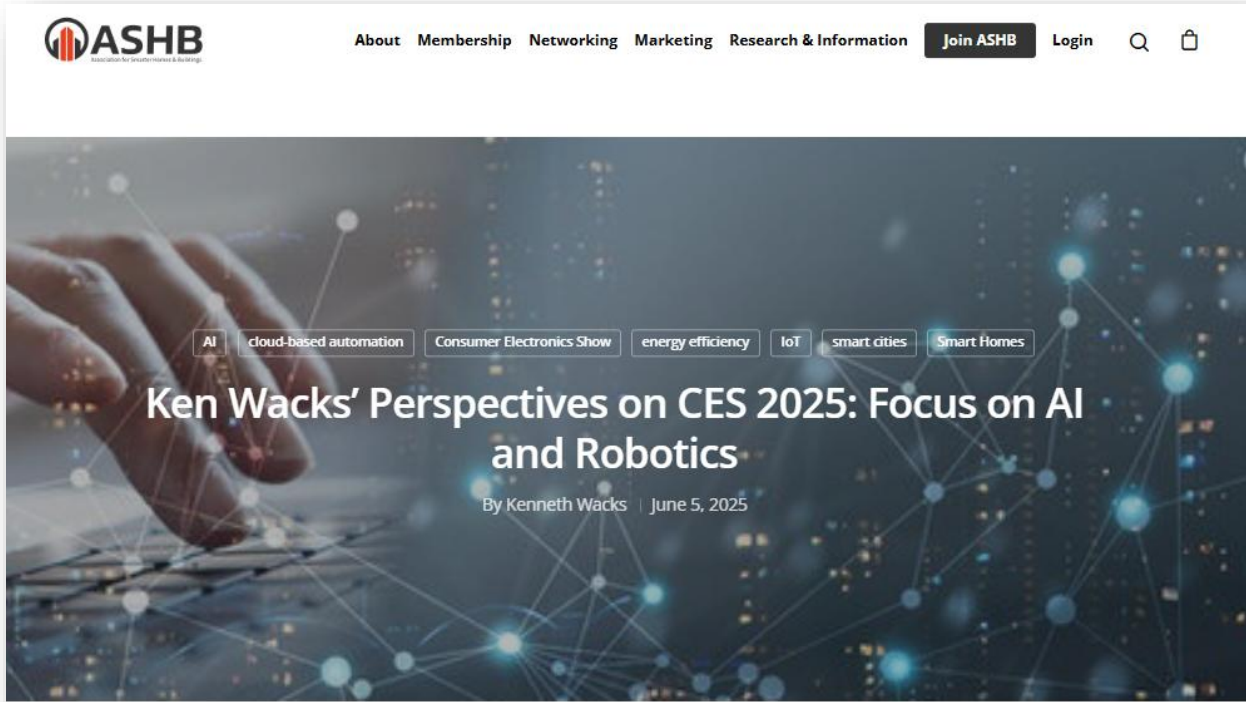
Recently Published





7. ASHB Journal

Ken Wacks (Ken Wacks Associates)



The ASHB Journal aims to educate and inform the ASHB membership and industry at large on emerging research, issues, challenges, and opportunities in the smart home and building sectors.

New articles are posted to the ASHB website, included in the weekly NewsBrief, and circulated on Twitter and LinkedIn.

Send proposals to admin@ashb.com

Recent posts:

- **Ken Wacks' Perspectives on CES 2025: Focus on AI and Robotics**
- **ASHRAE Winter Meeting and the AHR Expo: Building Automation**
- **Ken Wacks' Perspectives: Saving Lives with Standards**



8. New Business

Bob Allan (NAVCO, Inc.)

New SBC Business?



9. Announcements

Chris Larry (Exp US Services Inc.)



BICSI
August 17-20 | Las Vegas, NV

IFMA World Workplace
September 17-19 | Minneapolis, MN

Refrigeration & HVAC
October 14-16 | Taipei, Taiwan

ISC East (International Security Conference)
November 18-20 | New York, NY



10. Adjournment

Bob Allan (NAVCO, Inc.)

Next SBC Meeting: November 2025

Association for Smarter Homes & Buildings (ASHB)

admin@ashb.com | www.ashb.com | www.ashb.com/sbc

Connect to what's next™



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