ASHB

Association for Smarter Homes & Buildings

Smart Building Council (SBC)
Webinar/Meeting will commence 12:05pm ET

Thursday, November 20, 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: **The Evolution of NextGen Smart Buildings**
   Brian Haines, Senior Director of Strategy for OpenBlue at Johnson Controls
5. ASHB Podcast
6. ASHB Whitepapers & Research Library
7. ASHB Journal
8. New Business
9. Announcements
10. Adjournment

**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

Approval of SBC Minutes August 6, 2025

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2025 SBC Landmark Research
Smart Building Trends & Technology Adoption

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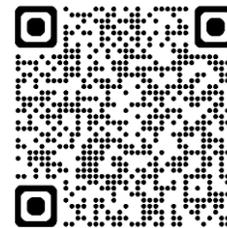
Contact admin@ashb.com to obtain research findings and to join as a funder.

Annual BACS
Market Sizing North America

Annual BACS Market Sizing Europe

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Keynote Speaker

Brian Haines, Senior Director of Strategy for OpenBlue

Johnson Controls

The Evolution of NextGen Smart Buildings

Johnson Controls

OpenBlue

Create efficient, sustainable and resilient buildings

Use data and AI to improve outcomes throughout the building lifecycle

The power behind **your mission**

OpenBlue

Optimize the performance of your building

OpenBlue is a smart building ecosystem that combines a cyber-secured open data platform with AI-powered applications to deliver real-time visibility across the entire building life cycle.

It creates smart, healthy and sustainable buildings by reducing your energy spend, maximizing your equipment uptime, optimizing the use of your space and improving occupant experience.

Zero trust cybersecurity

Privacy by design

Advanced analytics and diagnostics

Award-winning artificial intelligence (AI)

Viewed through a single-pane-of-glass interface

The evolution of smart buildings

Smart buildings are a new class of building that is connected, sustainable, healthy and secure

LEGACY BUILDINGS

- Standalone systems

CONNECTED BUILDINGS

- Single dashboard
- Optimized for energy
- Two or more systems manually integrated

SMART BUILDINGS

- Intelligent and coordinated workflow
- Artificial Intelligence (AI) – emerging
- Most building systems integrated with discovery
- Cloud integrations (e.g. utility, weather)

AUTONOMOUS BUILDINGS

- Autonomous workflow
- Artificial Intelligence (AI) – advanced
- Continuously learns and adapts, and automatically responds to needs of occupants and the environment
- All systems – on site and cloud

The emergence of smart building technology

Low power devices

+

Connectivity options

+

Broader acceptance

+

Connected systems
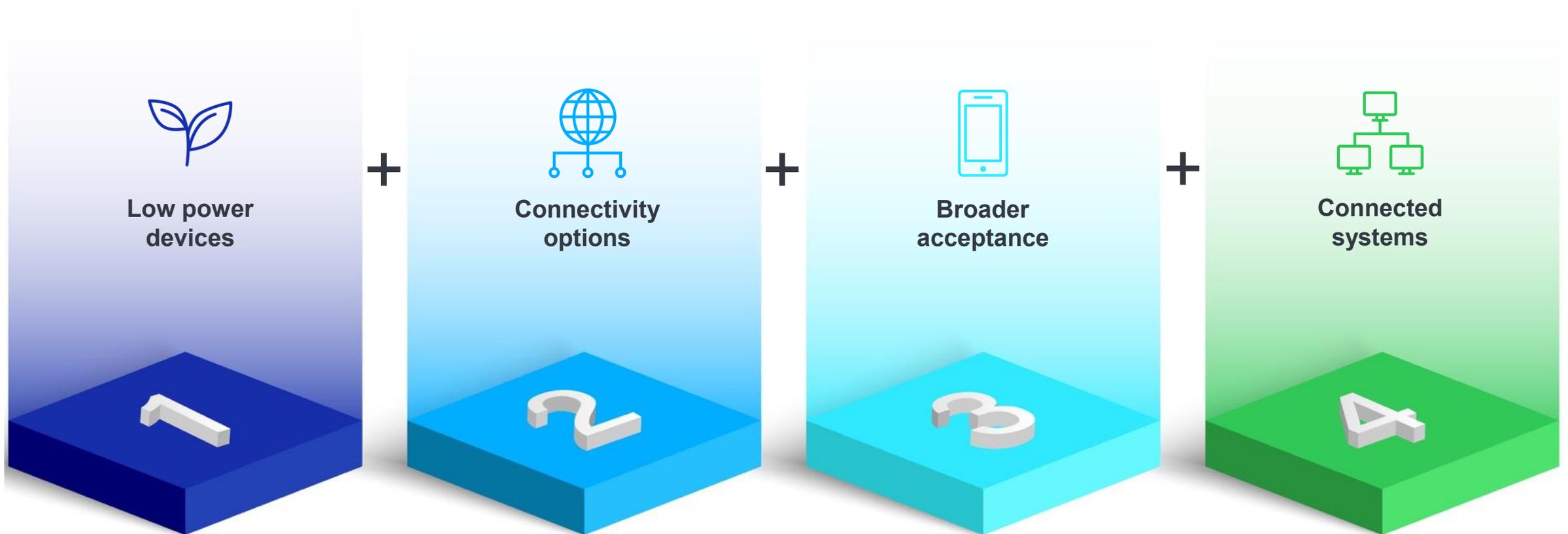
The AI revolution

Artificial intelligence is the intelligence of machines or software, as opposed to the intelligence of humans or animals.

Market trends in agentic AI

The fact
Agentic AI has become pervasive in our private and professional lives

33% — **Gartner predicts** that by 2028, **33% of enterprise software** will include agentic AI, up from less than 1% in 2024

The reason
AI systems can act autonomously, adapt in real-time and solve complex multi-step problems based on context and objectives

15% — It is estimated that **15% of day-to-day decisions** in smart buildings will be made autonomously by AI agents by 2028

A vision
"Agentic AI is expected to replace traditional SaaS logic, centralizing decision-making in AI agents rather than backend systems." – *Satya Nadella, CEO of Microsoft*

85% — **85% of enterprises** are expected to implement AI agents by the end of 2025

AI-based planning inputs

Use case 1
Demographics and weather data vs. utilization

Use case 2
Dynamic re-stacking to maximum floor utilization and minimize projected energy use

Use case 3
Indoor environmental factors and how they affect space selection choices

Use case 4
Actual energy use versus actual utilization

Read the live activity of your building

Use the data to meet sustainability goals, optimize safety and security, and enhance occupant health and productivity.

OpenBlue Bridge
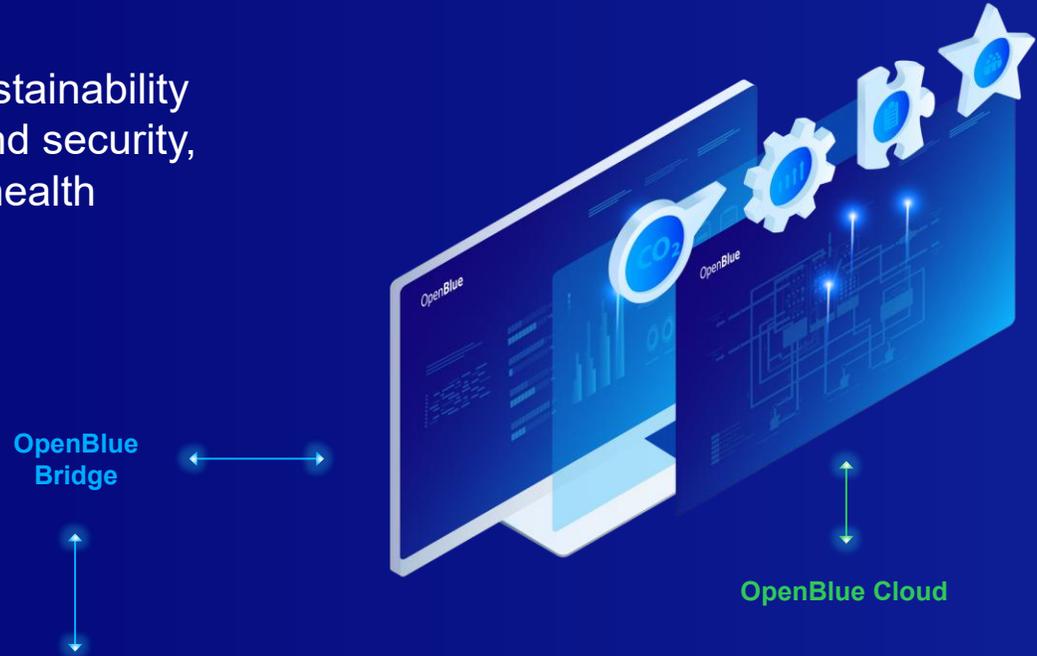
OpenBlue Cloud

Cloud data: *Integrate with 30+ cloud APIs for data sources via OpenBlue Cloud*

CMMS
(computerized maintenance management system)

Utility integrations

IoT device API

Data lakes and warehouses; cloud IT systems

Weather, business data and other integrations

Bi-directional building data: *Ingestion via OT/IT universal gateways via OpenBlue Bridge*

Building automation systems

Metasys® | Verasys | EasyIO | Facility Explorer | Other BMS

Equipment

Chillers | AHUs | Terminal units | Elevators | Generators | + many more

Energy

Online | Offline | Virtual | Utilities

Sensors

IAQ | Occupancy | Lighting | Acoustic | Motion | Other

IT systems

ERP | Audio visual | Active directory | Office suite | Others

Typical questions & use cases
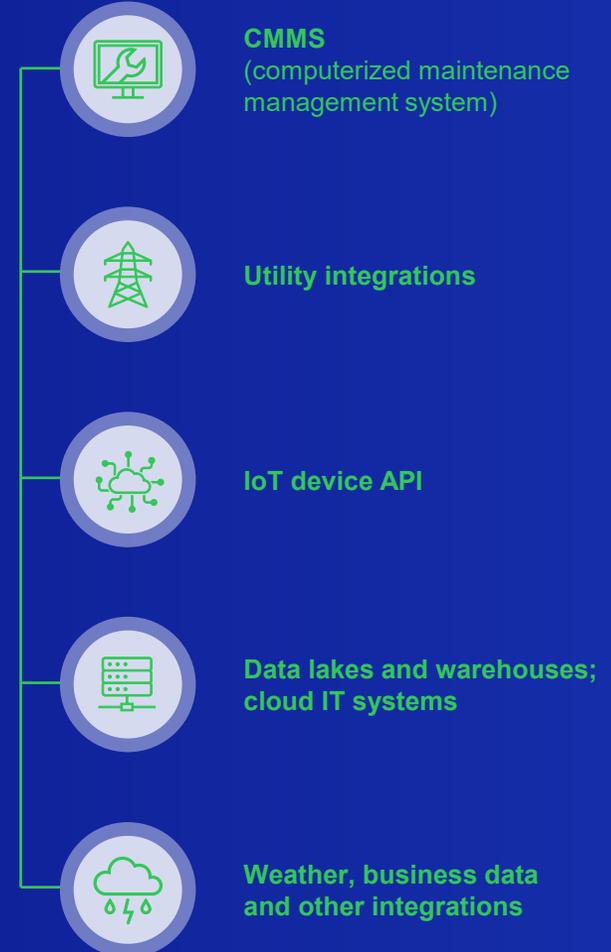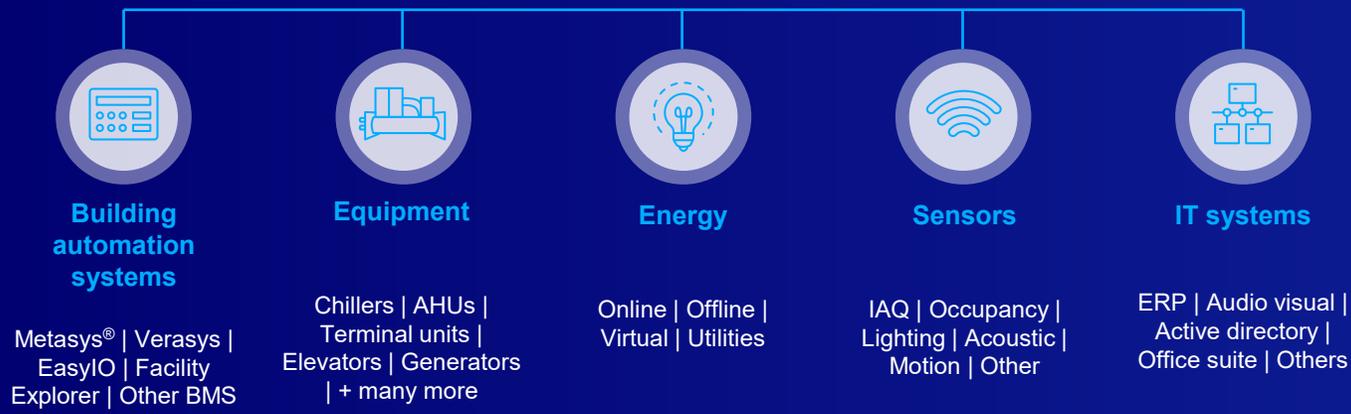
Equipment
- Chiller status
- Chiller run time
- CT markup status

Sensors
- Temperature sensor
- Refrigerant monitor
- Leak detector

BMS
- Short-term trending
- BMS alarm

Metering
- Electrical submeter
- Water flowmeter

Fire
- Smoke alarm
- Heat detector

Elevator
- Sump alarm
- High heat alarm
- Emergency call button

CCTV
- Live video feed

Why is my water bill so high this month?

- CT markup status
- Water flowmeter
- Current utility rate

→
- Scope 1 emissions report
- Water utility spend

How bad is this alarm, before I pull someone from what they are doing to investigate?

- Leak detector
- Live video feed

→
- IT professional eating lunch in server room: spilt drink

How do I balance reducing my electrical consumption and utility costs while also ensuring the space is the right temperature?

- Chiller status
- Electrical submeter
- Demand charges

→
- AI-driven plant optimization

Utility integration
- Current utility rate
- Demand charges

CMMS (work order system)
- Work order ticket

Weather integration
- Warm front approaching

Johnson Controls

Creating efficient, sustainable & resilient buildings across your real estate portfolio
Leverage building data and integrated AI to achieve impactful outcomes throughout the building lifecycle

Workplace Planning & Management
- ✓ Streamline real estate management
- ✓ Improve maintenance workflow
- ✓ Optimize space performance

*up to **21%** reduction in Real Estate costs*

Energy Efficiency & Sustainability
- ✓ Optimize utility costs
- ✓ Reduce carbon emissions
- ✓ Improve reporting & compliance

*up to **30%** energy savings*

Equipment Performance & Operations Efficiency
- ✓ Maximize equipment uptime
- ✓ Reduce maintenance costs
- ✓ Extend equipment life

*up to **67%** reduction in maintenance cost*

Workplace Experience & Productivity
- ✓ Increase employee productivity
- ✓ Improve occupant & visitor experience
- ✓ Increase asset value

*up to **20%** improvement in space utilization*

Secure Connectivity

Extendable Data Platform

Cybersecurity & Privacy by Design

Powered with AI

1 million data points per second - 1000 integrations - 1 award winning AI platform.

Johnson Controls

One of Asia's largest diversified Real Estate Groups

Johnson Controls

Delivering energy and cost savings as well as advanced technologies for effective building portfolio management

Challenge

The Real Estate Group was looking for an enterprise analytics solution to achieve cost savings and enable a centralized command center.

Goals:

- Deliver energy efficiency in 46 buildings in Singapore and 30 buildings in India. The portfolio included a mix of commercial offices, retail and technology parks.

- Smart Facility Management vision driven by the Singapore Legislation for Building and Construction Authority to deliver facility management productivity.

- Decrease maintenance cost by centrally managing BMS vendors

- Improve coordination between various BMS suppliers, themselves and users

- Provide a single view to operate and maintain buildings

- Deliver data-driven maintenance to drive improved productivity in their facility management

Solution

- Johnson Controls OpenBlue technologies delivering command and control center for effective management of global building portfolio

- Audited existing BMS and delivered improvement recommendations. Close collaboration with the customer to write fault detection monetization rules which drove measurable ROI impact.

- Installed technologies to absorb load fluctuation

- Established a metric for operators' performance monitoring in case of fault detection

- Enhanced the fault detection and diagnostic rules with Johnson Controls deep domain knowledge. This has enabled the customer to pinpoint the root cause of the problem which assists in driving facility management staff productivity.

- Datastreams pulled in OpenBlue from Security Video Management systems, Cleaning system and Lift system on top of HVAC systems from different BMS vendors

- Built a system to generate alerts by video analytics - vendors and users receiving alerts in real time

Results

- Cost savings through energy efficiencies and integration of 12 BMS platforms

- Embedded automated and customized reports used by the Leadership team to drive outcomes focused on sustainability goals, maintenance spend and drive facility management staff productivity.

- **15.07% energy savings** in Singapore against a baseline, leading to **$470K of energy cost avoidance** in the first 4 months

- Automated integration of equipment and CCTV data into one platform

- **Over a 5-year duration, >$5M of savings projected** across energy and operational benefits

About
Leading multinational alternative asset management company focused on real estate, infrastructure and private equity.

OpenBlue

**Energy Efficiency
& Sustainability**

Global trends affecting sustainability and energy priorities
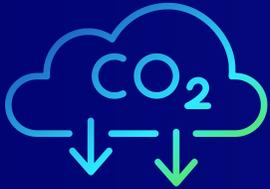
Decarbonization

- Demand for net zero solutions to reduce carbon footprint
- Progress toward decarbonization
- Pressure to improve energy use, water and waste management

Rising energy costs

- Price volatility continues, affecting your cost of doing business
- Need to maximize assets and energy efficiency to manage costs

Regulatory pressures

- Building owners worldwide must reduce their carbon footprint
- Technology is driving privacy and cybersecurity regulations
- Staying compliant will satisfy stakeholders and drive progress

Your challenges are opportunities in disguise

Tracking and reporting data manually takes time

Energy and carbon data collection and reporting is time-consuming. Evolving regulatory standards make the task more demanding.

Lack of resources hinder savings

Identifying the correct course of action to save money and justify retrofits or repairs without the right skills and expertise is practically impossible.

Prioritizing maintenance budgets to guide work

Knowing where your facilities team should invest time and resources depends on available budget and operational priorities.

Balancing energy and comfort for compliance

Maintaining a comfortable environment for occupants in line with commercial lease agreements must be top of mind when managing energy use.

Aging buildings that need a lot of servicing

Aging and shrinking service workforce

Stricter privacy regulations demand increased security

Increased trend in digitalization and open platforms

OpenBlue

Equipment Performance
& Operations Efficiency

Global trends affecting facility management

Productivity obstacles

Finding skilled talent to fill gaps left by an aging, shrinking workforce

Inefficiencies and budget pressures from manual data management

Need to streamline workflow with easy-to-use systems

Rising costs

Price volatility continues, affecting your cost of doing business

Need to maximize assets and energy efficiency to manage costs

Regulatory pressures

Building owners worldwide must reduce their carbon footprint

Technology is driving privacy and cybersecurity regulations

Staying compliant will satisfy stakeholders and drive progress

Your challenges are opportunities in disguise

Unplanned downtime and delayed time to resolution affect operations

Lack of skilled maintenance resources and data-driven guidance to optimize equipment.

New decarbonization targets mean reducing equipment energy costs

Older equipment generates more alarms and needs additional servicing.

Dated building and equipment inventory models

Without reliable data, it's harder to execute lifecycle planning with the integration of legacy systems also becoming a challenge.

Reporting and compliance requirements

Meeting legislative and operational requirements including WiredScore, LEED Operations, BREEAM and NABERS.

Aging buildings that need a lot of servicing

Aging service workforce and shrinking workforce

Increased trend in digitalization and open platforms bringing cybersecurity concerns

Increase in cost of materials and wage rates for both soft and hard facility management (FM) services

Tracking and reporting data manually takes time

Skewed occupancy post-pandemic impacting CAPEX and OPEX planning

OpenBlue

Workplace Planning & Management

Global trends affecting real estate management

Agile space planning

- Hybrid work vs returning to the office is reshaping space needs

- Data-driven decisions are now essential
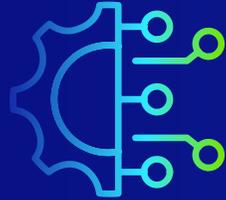
AI-powered maintenance

- AI/ML enable smarter, predictive upkeep

- Boosts efficiency and reduces downtime

Smarter utilization with IoT

- IoT sensors reveal real-time space usage

- Helps identify and repurpose underused areas

Your challenges are opportunities in disguise

Disconnected systems and data silos

Fragmented tools and siloed data make planning and optimization difficult.

Inaccurate and siloed lease and space data

Revaluating real estate strategy to align footprint with hybrid work models

Inefficient, outdated processes

Reliance on spreadsheets and static floor plans slows decision-making and agility.

Inadequate space usage hinders cost optimization and predictive facilities management

Balancing the push for healthier indoor environments with energy maintenance cost constraints

Reactive strategies limit performance

Reactive planning and maintenance reduce flexibility and shorten equipment lifecycles.

Juggling fragmented legacy systems while integrating next-gen workplace and building technologies

Unable to predict occupancy and utilization as hybrid work continues to evolve

OpenBlue

Workplace Experience
& Productivity
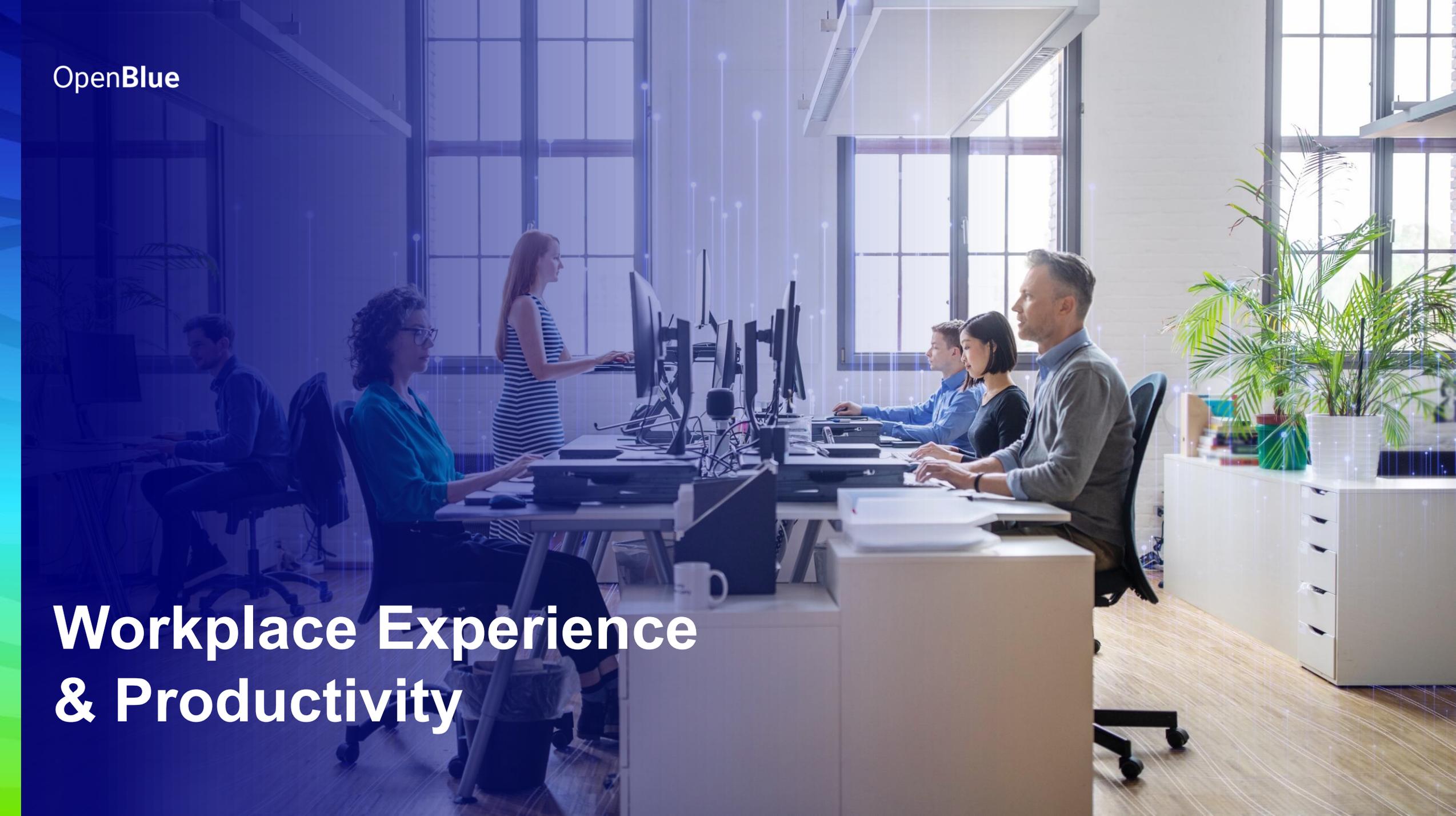
Global trends affecting workplace experiences

Elevated employee expectations

Hybrid work has reshaped what employees expect from their workplace

Amenities and experience now play a key role in retention and satisfaction

Demand for seamless digital experiences

Tech-savvy employees expect intuitive, consumer-grade workplace tools

Poor digital UX can hinder productivity and engagement

Wellness is a workplace standard

Air quality and wellness are now baseline expectations post-pandemic

Healthy environments directly impact employee performance and morale

Your challenges are opportunities in disguise

Uncertainty around space demand

Hybrid work makes it difficult to predict occupancy and utilization patterns.

Limited access to workplace info

Employees lack visibility into available spaces and co-worker locations.

Balancing wellness with efficiency

Facility teams must meet wellness expectations while managing energy and maintenance costs.

Visitor experience vs compliance

Teams are challenged to deliver secure, welcoming visitor experiences while navigating evolving data privacy regulations.

Improve overall facility/workplace utilization

Maintain and control energy consumption and operating costs despite unpredictable utilization patterns

Streamline multiple apps/ interfaces/processes for in-office services like catering and parking

Establish a workplace strategy to balance an employee's desire for flexibility with your utilization goals and the company culture

Improve and maintain occupant comfort and wellness

Maintain a high level of security and access control while creating a welcoming environment for visitors and employees

Thank you

Visit **www.johnsoncontrols.com/openblue**

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THANK YOU!

Questions?

ashb.com/podcast

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

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

Recent Recordings:
- Building Cybersecurity, Cybersecurity 101 - Tools and Methods
- The Science of Light: How Circadian Lighting Enhances Sleep, Mood & Performance
- The Road to Decarbonization: Strategies for Critical Environments

ASHB
Research Program

Published SBC White Papers can be downloaded at:
ashb.com/whitepapers
Send proposals to admin@ashb.com

Recently Published

Fire Alarm Systems in Smart Buildings

Cybersecurity for Building Automation Systems

Bipolar Ionization and its Contribution to Smart and Safe Buildings

Benefits of Advanced Lighting Systems on the Human Experience

The Commercialization of LiFi

6. ASHB Research Library
Ken Wacks (Ken Wacks Associates)
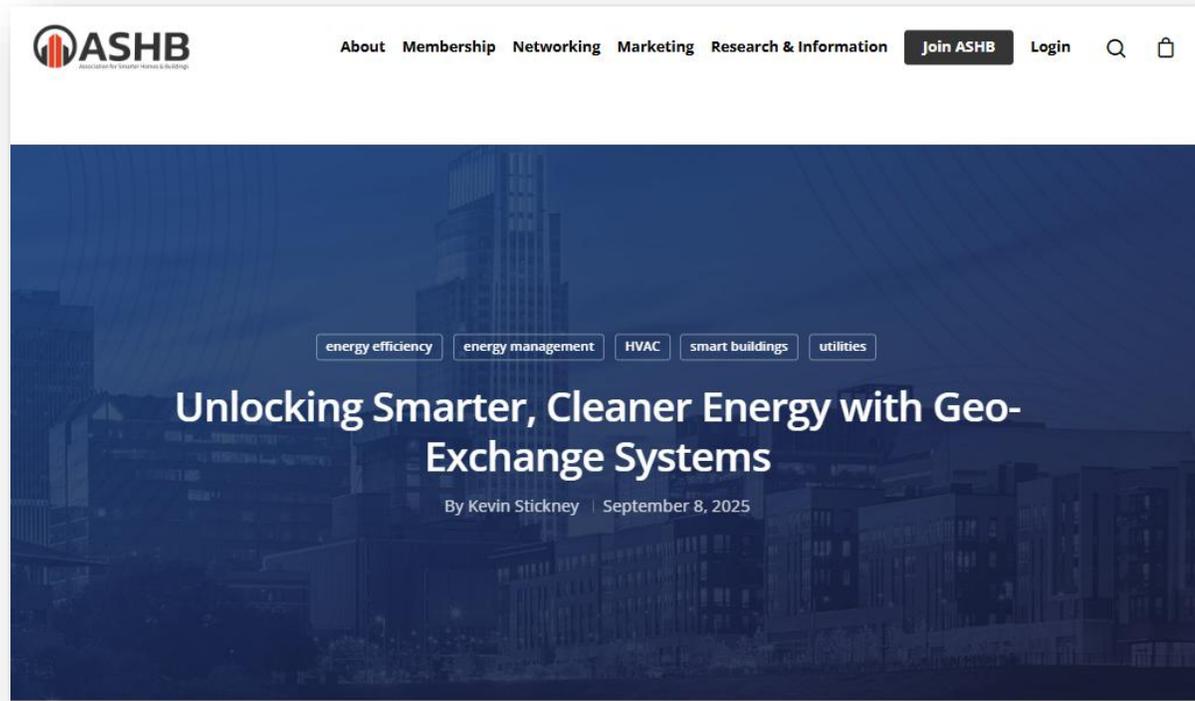
The ASHB Journal aims to educate and inform the ASHB membership and industry at large on emerging research, issues, challenges, and opportunities in the smart home and building sectors.

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: A virtual tour of CES 2025**
- **Unlocking Smarter, Cleaner Energy with Geo-Exchange Systems**
- **Ken Wacks' Perspectives on CES 2025: Focus on AI and Robotics**

New SBC Business?

The Buildings Show
December 3-5 | Toronto, ON

Light + Intelligent Building
January 12-14 | Dubai, UAE

BICSI Winter Conference & Expo
January 18-22 | Orlando, FL

AHR
February 2-4 | Las Vegas, NV

Distributech International
February 2-5 | San Diego, CA

Next SBC Meeting: February 2026

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