

AGENDA

Smart Building Council (SBC) Webinar & Meeting

Wednesday, February 11, 2026 | 12 Noon – 1:30 PM (ET)

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



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



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



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. Call to Order, Welcome, Introductions, About the SBC** – Robert Lane (Robert H. Lane & Associates Inc.)
- 2. Administrative**
Approval of past SBC Minutes: www.ashb.com/sbc – Robert Lane (Robert H. Lane & Associates Inc.)
- 3. Research Update** – Greg Walker (ASHB)
2025 SBC Landmark Research – [Smart Building Trends & Technology Adoption](#)
Annual [BACS Market Sizing North America](#) & Annual [BACS Market Sizing Europe](#)
- 4. Panel: Winning Mindshare with Mechanical Engineers and Consultants in Building Controls**
– Harsha Chandrashekar (Honeywell International Inc)



Marc Petoc



Terry Swope



J. Christopher Larry



Jacob Jackson



Ed Merwin



Troy Windom



Description: Mechanical engineers and consulting firms play a major role in shaping building automation system specifications. Yet, they are often engaged too late or with messaging that fails to align with their priorities. This panel brings together leaders and engineering practitioners from Lynxspring, Aptitude: Intelligent Integration, Tridium, EXP US Services, and Chinook Systems to examine how control system providers can more effectively engage this influential audience. The

discussion explores what drives engineers' and consultants' product and partner decisions, the dos and don'ts of technical communication, and how expectations are evolving around energy performance, integration, flexibility, lifecycle support, and digital readiness.

5. **ASHB [Podcast](#)** – Marta Klopotoska (ASHB)
6. **ASHB [Whitepapers](#) & [Research Library](#)** – Ken Wacks (Ken Wacks Associates)
7. **ASHB [Journal](#)** – Ken Wacks (Ken Wacks Associates)
8. **New Business** – Robert Lane (Robert H. Lane & Associates Inc.)
9. **Announcements** – Marta Klopotoska (ASHB)
Upcoming Events
 - [Light + Building](#) – March 8-13 | Frankfurt, Germany
 - [CX Energy](#) – April 21-24 | Chicago, IL
 - [Connect \(X\)](#) – May 4-6 | Fort Lauderdale, FL
 - [Controls-Con](#) – May 14-15 | Denver, CO
 - [Realcomm | IBCon](#) – June 3-4 | San Diego, CA
10. **Adjournment** – Robert Lane (Robert H. Lane & Associates Inc.)
Next SBC Meeting, May 2026

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

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