



Smart Building Council (SBC)

Webinar/Meeting will commence 12:05pm ET

Wednesday, August 5, 2026 | 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.)

Connect to what's next™

www.ashb.com



Agenda

Marta Klopotowska (ASHB)

1. Call to Order, Welcome, Introductions, About the SBC
2. Administrative
3. Research Update
4. Keynote: Procuring Smart Building Technology - John Taylor (BSRIA)
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)



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)



Approval of SBC Minutes
May 27, 2026

www.ashb.com/sbc



3. Research Update

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



2026 Smart Building Trends & Technology Adoption

LANDMARK RESEARCH PROJECT



2026 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



ABB

Automated
Logic

Carrier

BELIMO

 **DELTA**

**DISTECH
CONTROLS**

Honeywell

Johnson
Controls



Schneider
Electric

SIEMENS

 **TRANE**



3. Research Update

Greg Walker (ASHB)



Annual BACS Market Sizing Europe



4. Panel Discussion

Harsha Chandrashekar (Honeywell International, Inc.)

Keynote Speaker

Procuring Smart Building Technology

John Taylor, Publications Manager
& Technical Specialist at BSRIA



BG 91

Procuring Smart Building Technology

John Taylor

Publications Manager, BSRIA

Association for Smarter Homes and Buildings

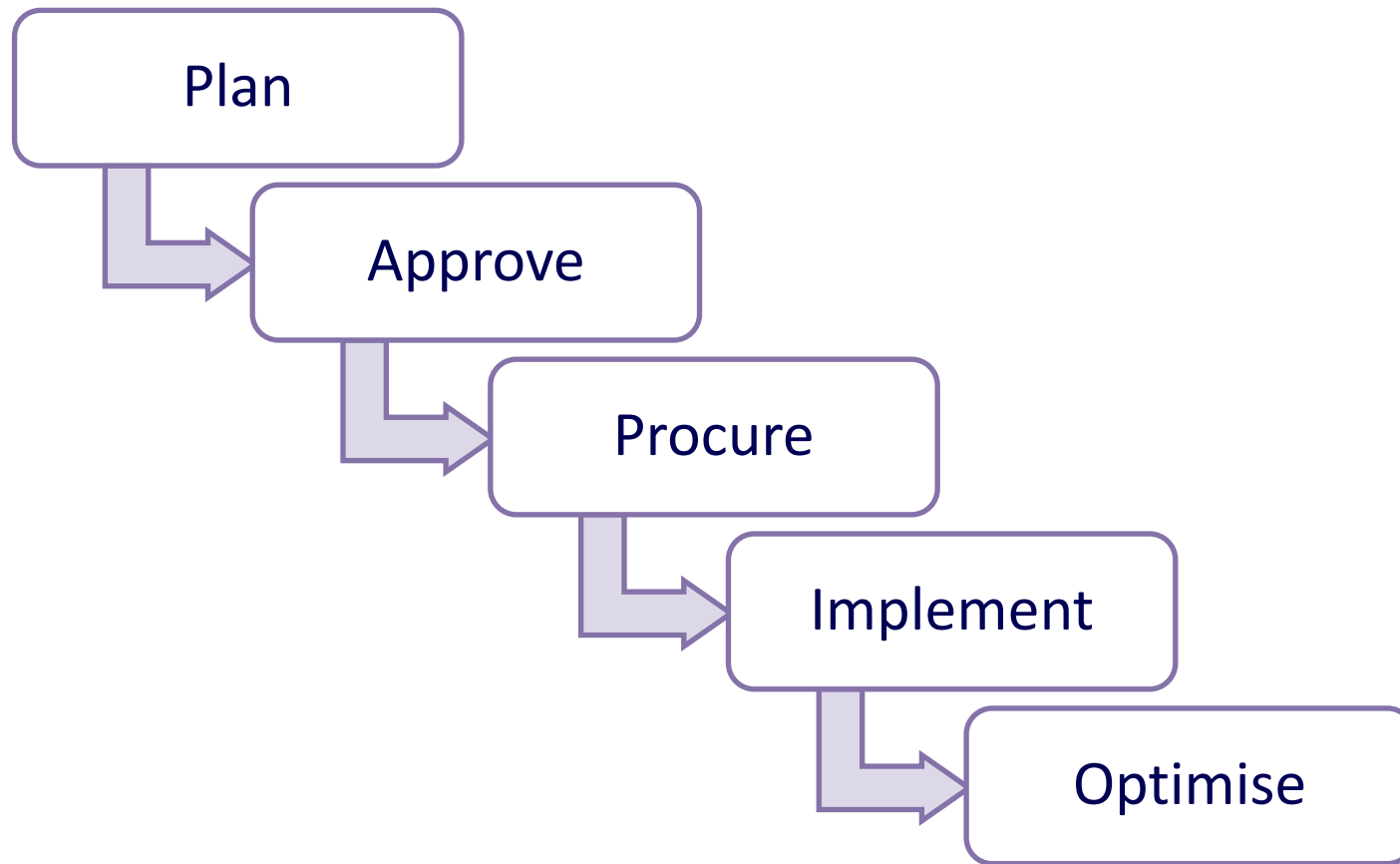
5th August 2026



Thanks to our contributors



Key steps



Why we produced BG 91



15 to 30%

Reduction in energy consumption

Through optimised HVAC operations, intelligent lighting controls, and automated scheduling

10 to 20%

Decrease in maintenance costs

Via predictive analytics and condition-based maintenance strategies

20 to 40%

Extended equipment lifespan

Through optimal operating conditions and proactive maintenance



Improved occupant comfort and productivity

Through better environmental control, responsive building systems, and transparent operational data



Streamlined user experience

By linking intelligent building technology to personal devices



Compliance benefits

Through logged maintenance data, water temperature reporting, ESG disclosure data, and live compliance alarms



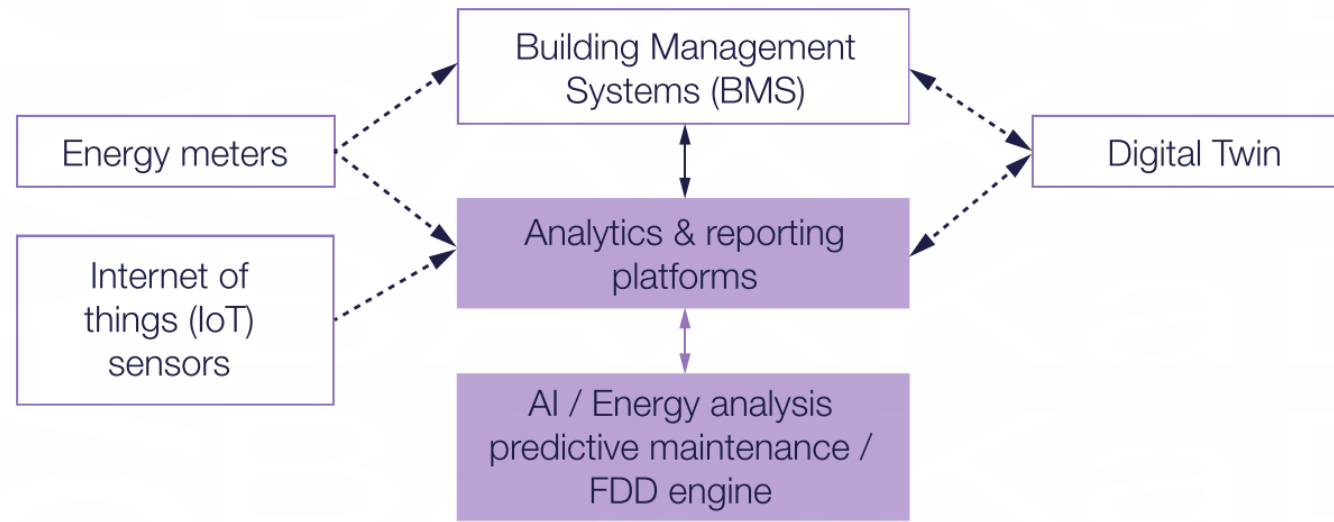
Increased property valuation

With property owners reporting greater retention and tenants willing to pay a premium for smart buildings that support their sustainability objectives

Technology Options

- BMS
- Meters
- IoT Sensors
- External data feeds
- Analytics Platform
- Artificial Intelligence
- Predictive Maintenance
- Fault Detection Diagnostics
- Digital Twin Technology

Example representation of smart HVAC Data Flows



Preparing for Smart Buildings

- Option 1: Work with a tech provider from the start
- Option 2: Do your own research first
 - What do you have now?
 - How much do you spend on energy and maintenance?
 - Is there opportunity to save right now?
 - Who do you need to involve?



Stakeholders

Who are they, what are they interested in, and what benefits will they see?

Internal Stakeholders
Facilities Management Team
Energy / Sustainability Team
IT Department
Finance Teams
Building Occupants
Executive Leadership Team

External Stakeholders
Managing Agents
Facilities Management Contractor
BMS Service Provider
Utility Suppliers
BMS Technology Suppliers
Tenants

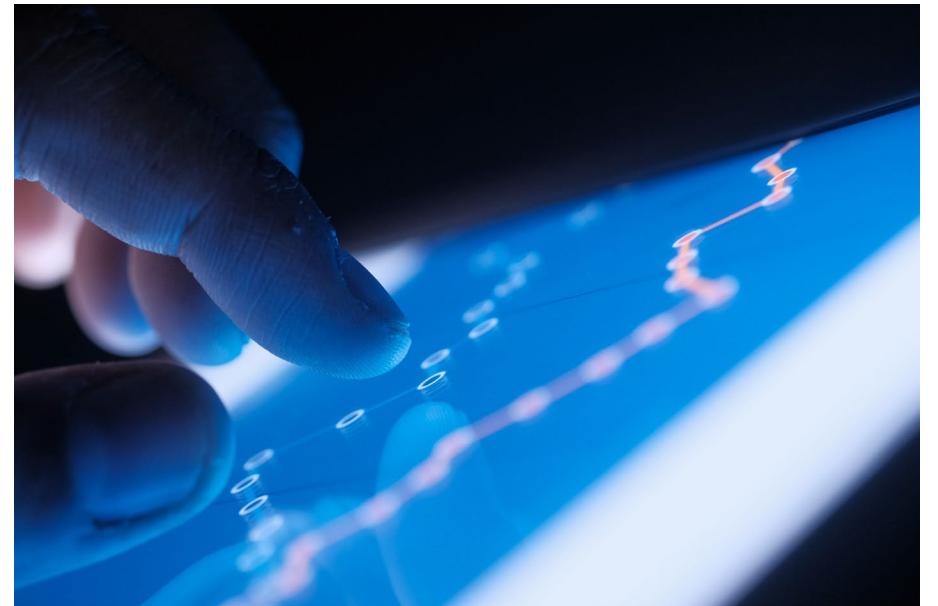
Building a Business Case

- Define needs and objectives
 - Functional and operational requirements
- Estimate costs
 - Implementation and ongoing
 - Supplier costs and internal resource
 - BMS engineer
 - Data
- Quantify return on investment
- Identify wider benefits
- Define performance improvement goals

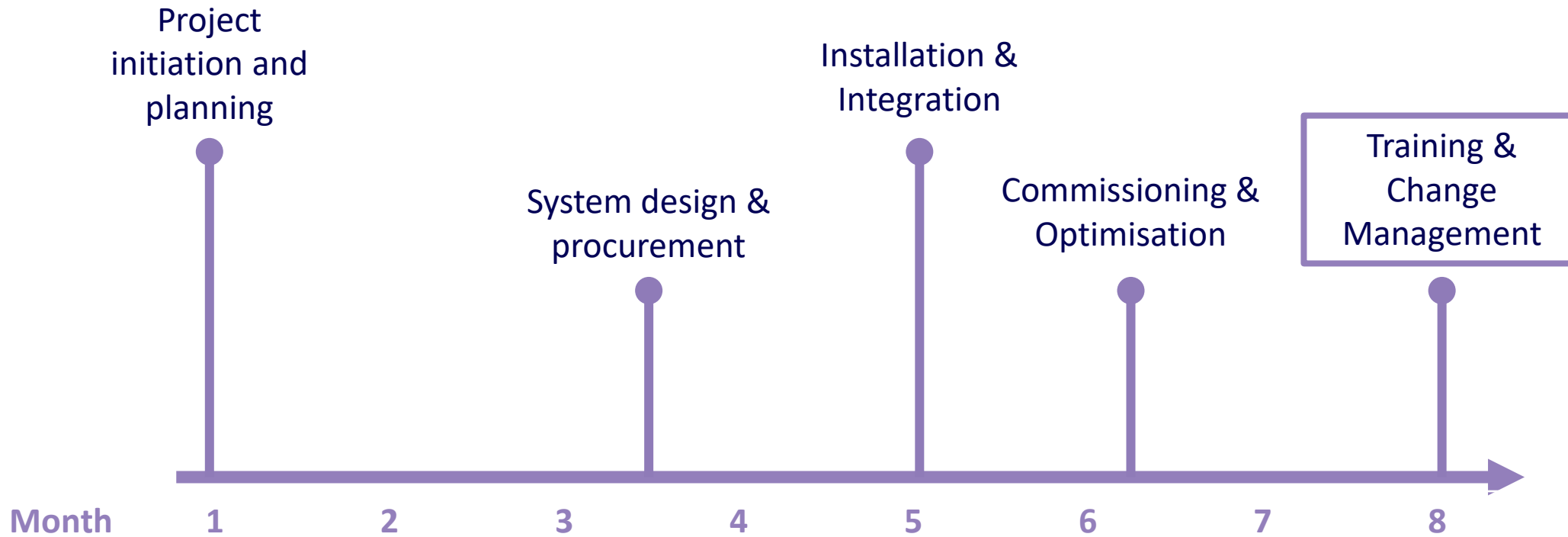


Procurement Strategy

- Traditional BMS providers vs. specialist SaaS software
- RFI, RFP, RFQ
- Evaluation framework
 - Technical
 - Service
 - Commercial



Implementation Timeline

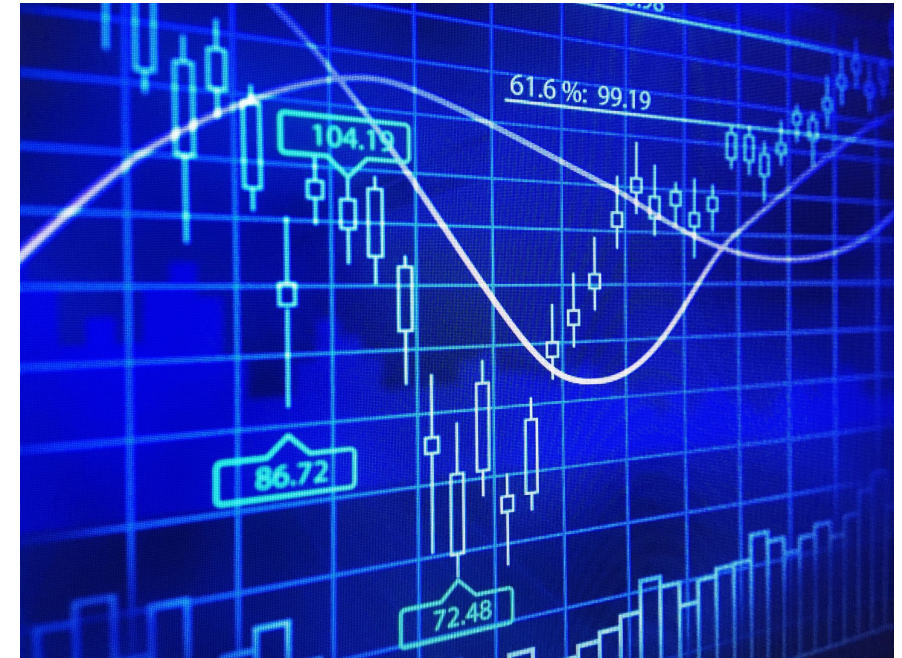


Training & Change Management



Monitoring and optimisation

- Establish a baseline
- IPMVP to verify savings
- Use CAFM data
- Create reporting routine
- Ongoing optimisation & commissioning



Key Success Factors



Get in touch

john.taylor@bsria.co.uk

publications@bsria.co.uk





THANK YOU!

Questions?



5. Smarter Homes & Buildings Podcast

Chris Larry (EXP)



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:

- From Invisible to Actionable: Unlocking Real-Time Energy Insights in Buildings
- Seeing the Unseen: How Water Visibility Is Changing Facility Management
- Building Cybersecurity, Cybersecurity 101 - Tools and Methods



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

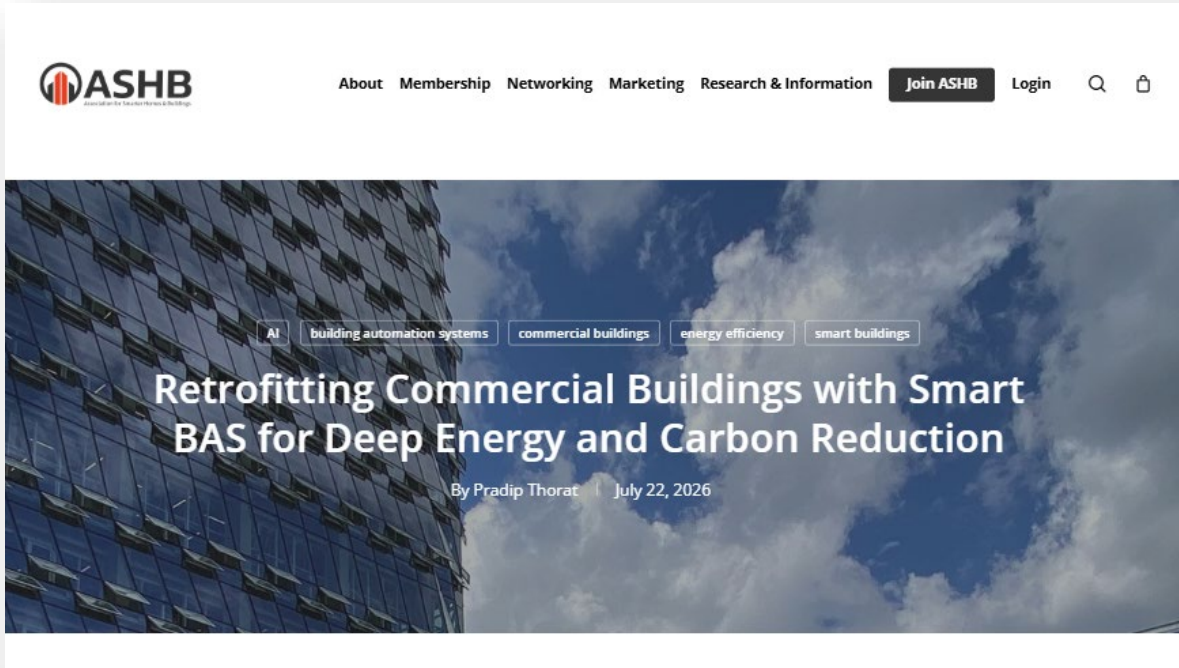
Recently Published





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:

- **Retrofitting Commercial Buildings with Smart BAS for Deep Energy and Carbon Reduction**
- **Ken Wacks' Perspectives: CES 2026: From AI and flying machines to typewriters**
- **From Passive Monitoring to Energy Intelligence: Controlling the Invisible Drain in Commercial Buildings**



8. New Business

Bob Allan (NAVCO)

New SBC Business?



9. Announcements

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

NECA 2026

October 4-7 | Las Vegas

NexusCon

October 5-7 | Detroit, MI

Refrigeration & HVAC

October 20-22 | Taiwan

Greenbuild

October 20-23 | New York City

Chicago Build 2026 Expo

October 28-29 | Chicago, IL

IFMA World Workplace

November 18-20 | Anaheim, CA



Next SBC Meeting: November 2026

Association for Smarter Homes & Buildings (ASHB)

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

Connect to what's next™



ASHB

Smart Building Council

