Public Policy in a Changing World
How Will It Impact the ICT Professional?
Legislative Issues

• Low-voltage Licensing and Regulations
• Industry Classifications and Code Assignments
• Case Study on Advocacy and Local Member Support
• Other Critical ICT Topics
Key Elements to our Legislative Agenda

• What we do is essential, mission critical and vital for the business success of those clients we serve.
• Our association belongs to an industry consortium of many other like-minded organizations
• Rapid growth of PoE, IoT, low-voltage LED lighting, 5G, DAS, sensors, IP enabled end points, all within the scope of the “integrator”.
• The Connected Technologies Industry Consortium Legislative session bring this all together on Oct 12, 2020... planning begins for the 2021 legislative sessions.
Connectivity is Mission Critical

IoT is fastest growing technology trend in the connected technologies and smart buildings sector.

Internet of Things will connect over 50 billion devices by 2023, $520 billion market by 2021, more than double the figure of 2017.

These devices will be connected primarily using PoE.

IoT in manufacturing and industrial processes provide huge benefits to efficiency.
Intelligent Building Systems Breakout

Physical Security
- Close Circuit TV
- Access Control
- Intruder Detection
- Key Management

Sustainability / Wellness
- Electrical Monitoring
- Water Monitoring
- Gas Monitoring
- Demand Response
- Productivity Monitoring
- Air Quality

Fire / Life Safety
- Emergency Warning and Intercommunication System
- BMS Integration
- Security System Integration
- Very Early Smoke Detection Apparatus (VESDA)
- Emergency Signage
- Emergency Lighting

Communications
- Base Building Telephone
- Public Address / Intercom
- Base Building Wi-Fi

Building Services
- Bathroom Services
- Data Access for Services
- Plug Load Monitoring

Building Envelope
- Steel
- Concrete
- Glass (Capacitive)
- Insulation

Power
- Enterprise
- IOT

Mechanical
- Building Management System (BMS)
- Building Energy Management Systems (BEMS)
- Device Supervisory Control
- Room Control

Vertical Transportation
- Elevator Management
- Elevator Display System
- Elevator Security Integration
- Elevator Communications
- Escalator Management

Tenent Improvements
- Window Shades
- Digital Signage
- Projectors
- White Noise Systems
- Meeting Room Automation
- Audio / Visual System

IP Systems
- Transitioning to IP Monitoring Only

Electrical
- Low Voltage Control
- Load Shedding
- Standby Power Systems
- High Voltage SCADA
- Combined Cooling/Heat/Power (CCHP)
- Lighting Control
- Micro Grid (DC) Monitoring

Hydraulic
- Water Recycling System
- Leak Detection
- Flow Control / Monitoring
- Toilet / Sink Flow

Car Park Systems
- Car Park Management
- Park Assist
- Car Charging Systems

2020 BICSI FALL Conference & Exhibition
IP/POE Digital Building Endpoints:
More Product Diversity Every Day

- Intel NUCs
- Shot Detection
- Status Signs
- Temp Sensor
- Horns and Sirens
- IP Call Stations
- IP Call Tower
- RFID Reader
- Access Points
- Raspberry Pi POE Hat
- Facial Recognition Systems
- Light Fixtures
- Environmental Sensor Hubs
- Hospital Room Patient Display
- NFC Reader
- Clocks
- HVAC VAV’s
- Badge Readers
- Touchscreen PC’s
- Ceiling Fans
- USB-C Chargers
- Cameras
- Biometric Door Locks
- Curtain Motors
- Power Meter
- Meeting Room Nameplate
3 Critical Questions We Must Ask Ourselves

1. What are the current state and federal legislative trends we need to be concerned about today?

2. Why should we (Systems Integrators) be concerned about these trends? (How will they affect our industry and professions)

3. What can we do to educate legislators about our concerns?
Major Impact to Your Business and the Projects You Complete

• Small changes in legislative language can make a big difference in who can install different technologies

• The majority of state legislation deals with:
  • State-wide electrical licensing related to PoE and low-voltage lighting
  • Alarm/Security legislation related to building control and automation
  • Network connected devices
  • Workforce development and apprenticeship models
Get Involved in the Process

• Go to ________.org or NSCA.org and monitor legislation in your state.
• You are a vital part of the industry and the small business community
• You are the “eyes and ears” to local changes in permitting, ordinances, licensure, regulations and code compliance
• Grassroots participation throughout the legislative process is the key to the success of the industry’s government affairs efforts
Call to Action: Stay Informed - Get Involved

• Stay engaged with your trade associations AVIXA, BICSI, CEDIA, NSCA
• Get involved. Your participation throughout the legislative process is vital
• Go to local town hall meetings and respond to action alerts
• It is important to know your legislative leaders (Senate & House) and they know about your business.
• “It is important you know your legislators, BUT it is more important they know who you are.”
• You provide an important perspective on technology and how regulations impact the adoption of technology.
Thank You

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