BUILDING THE 4TH UTILITY...

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Property ➔ Strategy ➔ Design
The number of buildings worldwide is going to **DOUBLE** by **2060**.

The number of connected devices will reach **75 BILLION** in the next 6 years.

More data will be created & processed outside the data center **5x**.
TECHNOLOGY GAME CHANGERS!

IoT  EDGE  CYBER
PoE  WIRELESS
ENABLING SMART BUILDINGS

PoE
Power over Ethernet

- 39% somewhat familiar
- 41% very familiar
- 15% expert
- 5% not familiar

IEEE

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CONVERGENCE

Number of Technology applications running on Structured Cabling

TIME (Years)


Amenities, Elevators, Smoke Detection, Fire Control
Metering, Facility Assets, Parking
Lighting and HVAC
A/V and Access Control

Voice/Data
Video Surveillance
EXISTING PORTFOLIO VS NEW CONSTRUCTION

NEW

EXISTING

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PROPERTY DEVELOPERS AND BROKERS

- Tenant Expectations
- Reduced TCO
- Increased ROI

Shift in Responsibilities

Of tenants would sign a longer lease in a building with superior connectivity infrastructure.
THE 4th UTILITY

Manageability
User Experience
Security
Insights
Control

electricity
information
gas
water
ENABLING THE 4TH UTILITY

THE MODERN BUILDING NETWORK

Division 8
Openings

Division 10
Specialties
(Visual Display Units Signage)

Division 21
Fire Suppression

Division 23
Heating Ventilation Air Conditioning (HVAC)

Division 25
Integrated Automation (Network Equipment)

Division 26
Electrical

Division 27
Communication

Division 28
Electronic Safety and Security

Division 33
Utilities

MULTIPLE MASTER SYSTEMS INTEGRATOR

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INDUSTRY STANDARDS

ANSI/BICSI 007-2017

Information Communication Technology Design and Implementation Practices for Intelligent Buildings and Premises

Today's Building Applications

- Fixed Line Voice & Data
- Device Mobility
- Conferencing
- Surveillance & Access Control
- Building Controls
- Data Center (In Basement)

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COLLABORATION
ORGANIZATIONAL TRANSFORMATION

Who owns what?
What do we share ownership of?

Information Technology
Operational Technology

OT & IT
4th Utility Infrastructure

Audio
Visual
Meeting room controllers
Wireless thermostats
HVAC
Elevator systems
Amenity systems
Parking systems

Voice
Data
Video surveillance
Wireless access point (WAP)
Intelligent lighting
Access control
Edge sensors

Business Systems

IT

EXPERIENCE SYSTEMS

OT

Other:

- HVAC
- Elevator systems
- Amenity systems
- Parking systems
THANK YOU