

MONDAY LIVE!

Discuss the advances of smart buildings to improve built environments around the world.

- Panelist profiles are on mondaylive.org
- Views are personal, not of any org/company
- Post your Questions & Comments on Zoom Q&A/Chat
- This slide deck is available on mondaylive.org



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December: Wrap-up!



Agenda

December 13, 2021

1. News & Trends
2. Monday Live! Holiday Party & 2022 Predictions
3. Discussion...



Ken Sinclair

Dec 13, 2021

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Best of Season to You and Yours

AutomatedBuildings.com

“Vetting Vegas” - AHRExpo

<https://www.butchartgardens.com/christmas/>



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Marc Petock

December 13, 2021

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2022 Thoughts **OVERALL**



GREAT RESHUFFLE. Out Of the Crisis into A New that Order Takes Hold

- Achieving operations that balance economic, social, and environmental goals is one of the major challenges the building industry is facing
- Pivot point” year for everyone---OEMs, integrators, and end-users
- Continued movement to outcomes and business side driven not technology
- The way a building is operated and managed is part a company’s brand. The way a building is “COVID operated and managed” is part of the brand
- Systems and equipment will be expected to do more
- Better and more educated end user buyer
- Hybrid workplace is here to stay
- No more build it and they will come
- Cybersecurity--increase in instances with one major one that will finally get people to wake up more
- More cloud disruptions

Protocols other than the traditional ones (MQTT)

Question of the Year

To metaverse or not to metaverse----that is the question

Marc Petock

December 13, 2021

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2022 Thoughts **SPECIFIC**



-Convergence of building/facility operations with workplace and the way they are managed together

- Platforms, Platforms, Platforms---THINK PLATFORMS FIRST. The tension between closed and open platforms will continue
- The new Office Amenities--Air quality, Occupancy Control, space flexibility
- More adoption of "The Edge," driven by IP
- ESG -The moniker has done its part in challenging the mentality of profit-over-all and has put social awareness onto the business agenda. Driven public relations; shareholders, customers, employees and by its relationship to a company's brand
- Return to siloed systems i.e., sensors connecting to their cloud and data use just for their sensors
- Data will continue to reign as king
- Increase in Players in Space-Google, Microsoft, Amazon (especially around the collection of data and applications); emergence of new OEM player
- The PropTech \$\$\$\$ craziness will continue
- Shortage of people related to the # of jobs and opportunities
- Supply Chain Challenges will continue
- Hip and hype will reach an all time high
- Sensor shakeout

Two most impactful presentations of 2021:

Joe Gaspardone on Nexus Labs talking about the challenges of selling energy efficiency and intelligent building technologies to owners due to split incentives and financial models in CRE

https://drive.google.com/file/d/1lTqFLe3fn6_odfWT9r1rcfSlXBr5iJiB/view?usp=sharing

Bryce Anderson

In this video he discusses what may be possible if we all work together to integrate advanced technology with the true realities, and complexities of building systems.

https://www.youtube.com/watch?v=6xpUBCUtR_U

Anno Scholten

Dec 13th

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2022 Predictions

- ESG will still be the 'Wild West'
- Digital Twin technologies will still be expensive to implement.
- "AI/ML" will be 'stickered' on everything.
- Interactive Grid technologies will grow significantly.
- M&A and Investment in Smart Building Technologies will continue to grow strongly.

Tracy Markie

Dec/13

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Everything going our way...

- The Perfect Storm:
 - More, smarter automation (driven by need for remote access/support of devices and desire for data collection)
 - More general acceptance by end users (more millennials, more consumer awareness, better implementation tools)
 - Proliferation of networking technologies (into products, buildings, people)

Until...

- Chip/supply chain shortages create impact
- Global economic correction (likely more like 2023)
- Excessive/key cyber security events



Cardinals Win
2022 Super Bowl

Roger Woodward

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- Hybrid working effect
 - Slowing in new construction end of year
 - Increase in Retrofit and Refurb
 - Surplus of office space
 - Increase in Flex space
- Increase in the adoption of Cloud Services
- Big 4 stepping back from Systems to offer Products & Services
- Segmentation in the provision of solutions

Roger Woodward

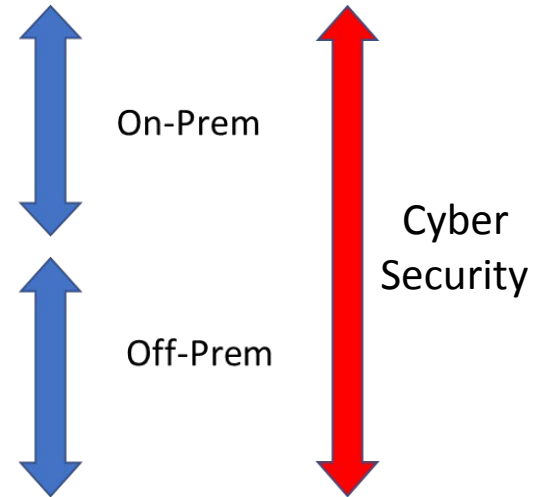
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Segmentation

- Smarter equipment
- Edge devices
- I/P & Wireless Connectivity
- BAS
- Integration
- Data Aggregation On and Off Prem
- BAS Supervisor moving to cloud
- Continued Convergence of IT/OT
- Consolidation of Cloud platforms (AWS/Azure/GC)
- Integration and Consolidation of cloud services
- Connected IWMS (W/O's, CMMS, AI, Asset management, etc)



Gina Elliott

Dec 13th

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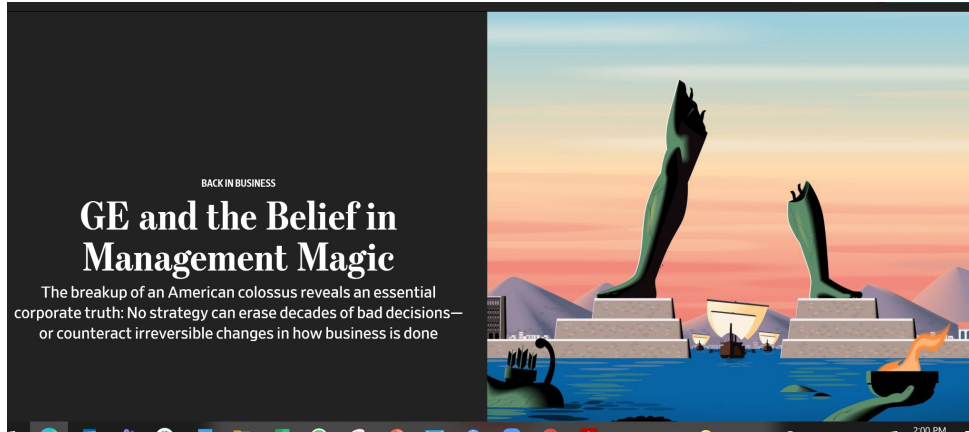
2022 Predictions (Wish List)

- ESG will become a mandate like all corporate reporting
- Corporate real estate will downsize as its use and demographics change.
- Expect claims against owners/operators for impact to occupant health.
- “Alternative” energy sources will continue to grow and accelerate to meet carbon neutral mandates.
- Building management outsourcing will rise.

Bill Behn

Nov 15, 2021

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[GE and the Belief in Management Magic - WSJ](#)

Anto Budiardjo Dec/13

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Digital Twin System Interoperability Framework



<https://go.omgprograms.org/l/658223/2021-11-29/5dv52b>

Anto's 2022 Prediction!



2022 - Focus on
System-of-Systems

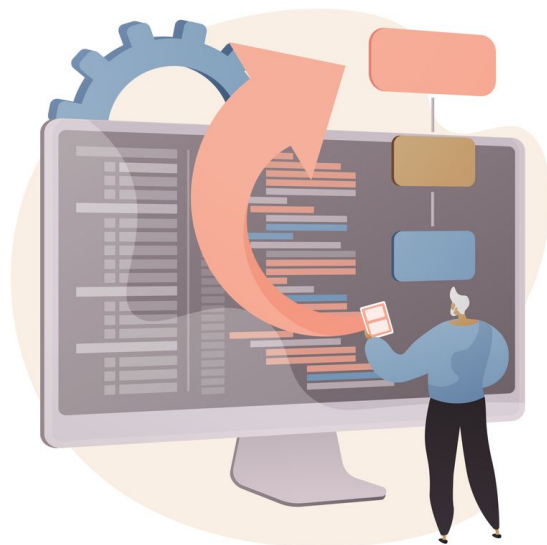
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JANUARY 2022

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06	30	31						

Div 2525 Specifications



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