

The Last Hurdle

Overcoming Cost Objections for IoT Smart Buildings

Moderator



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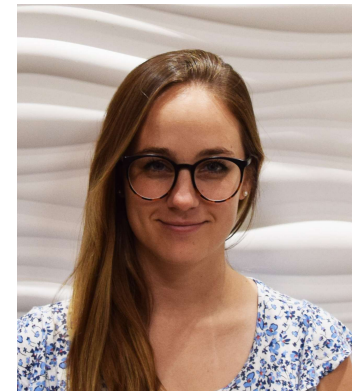
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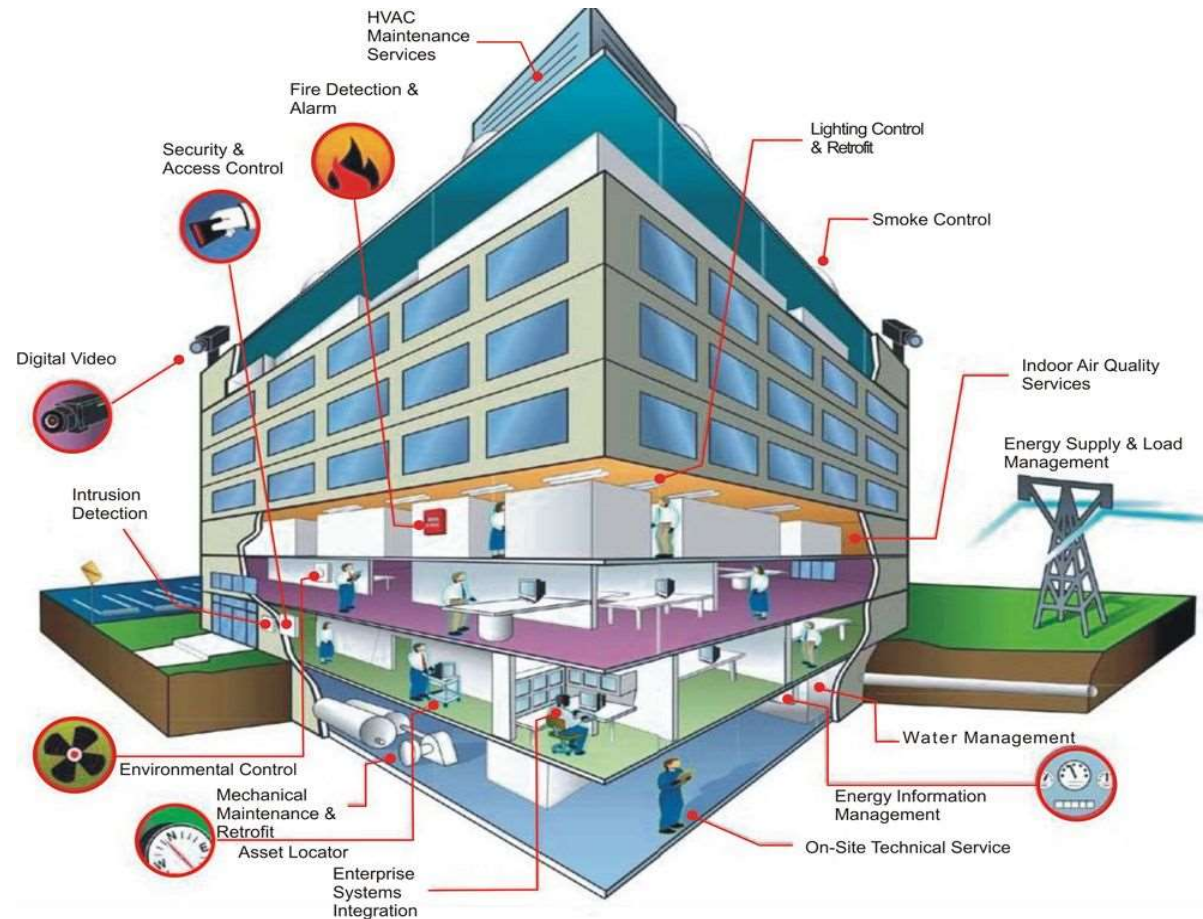
Agenda: Panel Discussion- The Last Hurdle

- Understanding the price of deploying an Intelligent Building
- Understanding the ROI
- Importance of the network and data harvesting (Data Centers)
- Identifying a collaborative ecosystem
- Real-world case study and results



Market Trends: Pre-COVID

- Rising adoption of IoT and integrated building services
- Growth of up to \$160B by 2026 (CAGR 12-15%)*



* PR Newswire & Fortune Business Insights

Trends: Post COVID

- Increased demand of touchless IP applications
- Increased social distancing (more cubicles)
- Sensors to count occupancy, control lighting, HVAC, etc.
- Remote Monitoring Systems
- Increased data storage





The Future is Data

- Companies have been aggressively reinventing themselves
- The future is in data – most specifically, the real-time processing of it
- AIoT - Analytics is one of the most dominant focal points of digital transformation
- “Flying blind” and “follow your gut” are no longer viable options



Benefits of Smart Buildings

- Connect People
- Supports Ways to Collaborate Digitally
- Provide Enhanced Control of Operations & Facilities
- Conserve Resources like space, energy, water, employees
- Capital Cost Avoidance