

Delivering the promise of Intelligent Buildings,
- a perspective from a Consulting Engineer

Cisco Roundtable

16 May 2006

Al Lyons

Arup

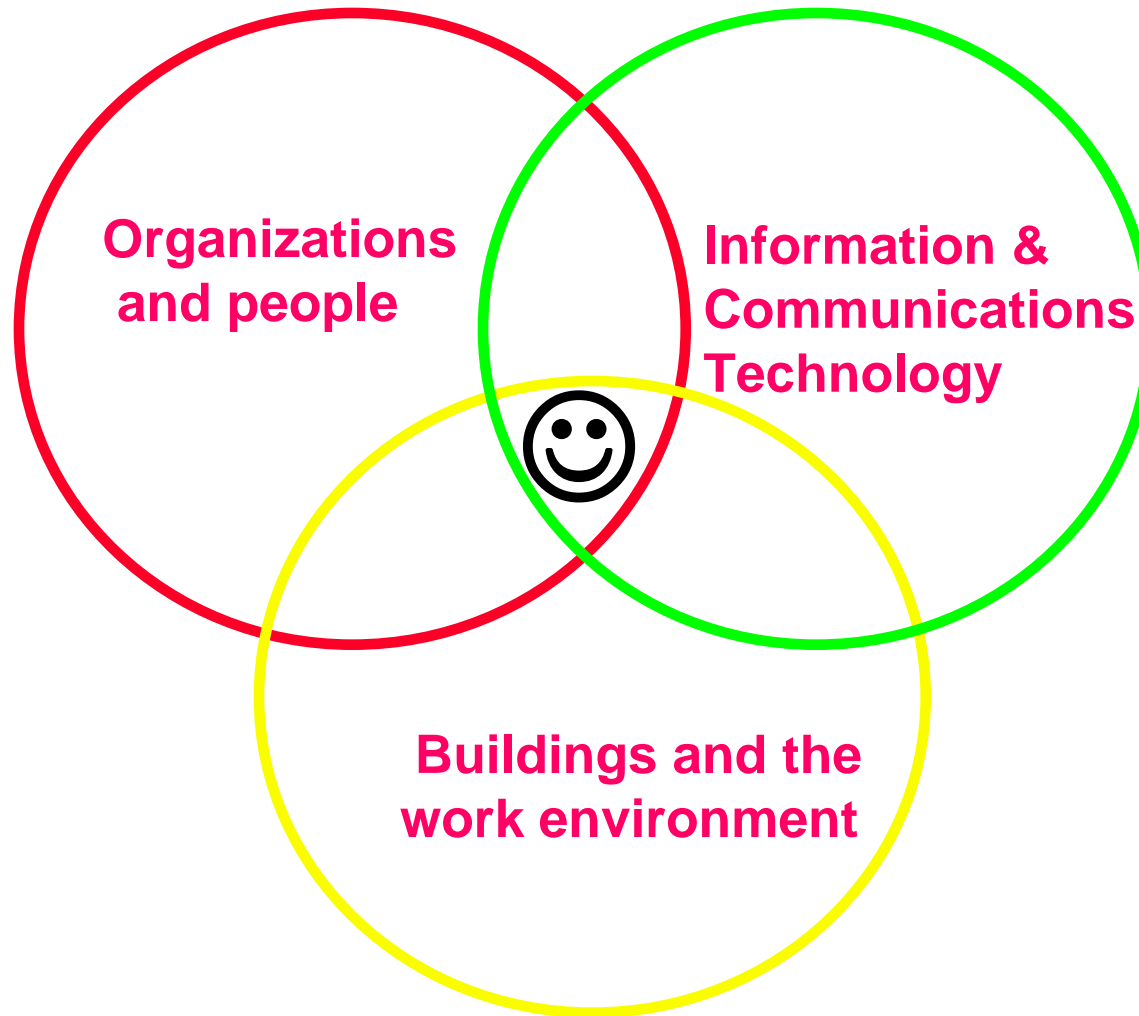
BuilConn™ What is an Intelligent Building?

It depends upon perspective – everyone's is different:

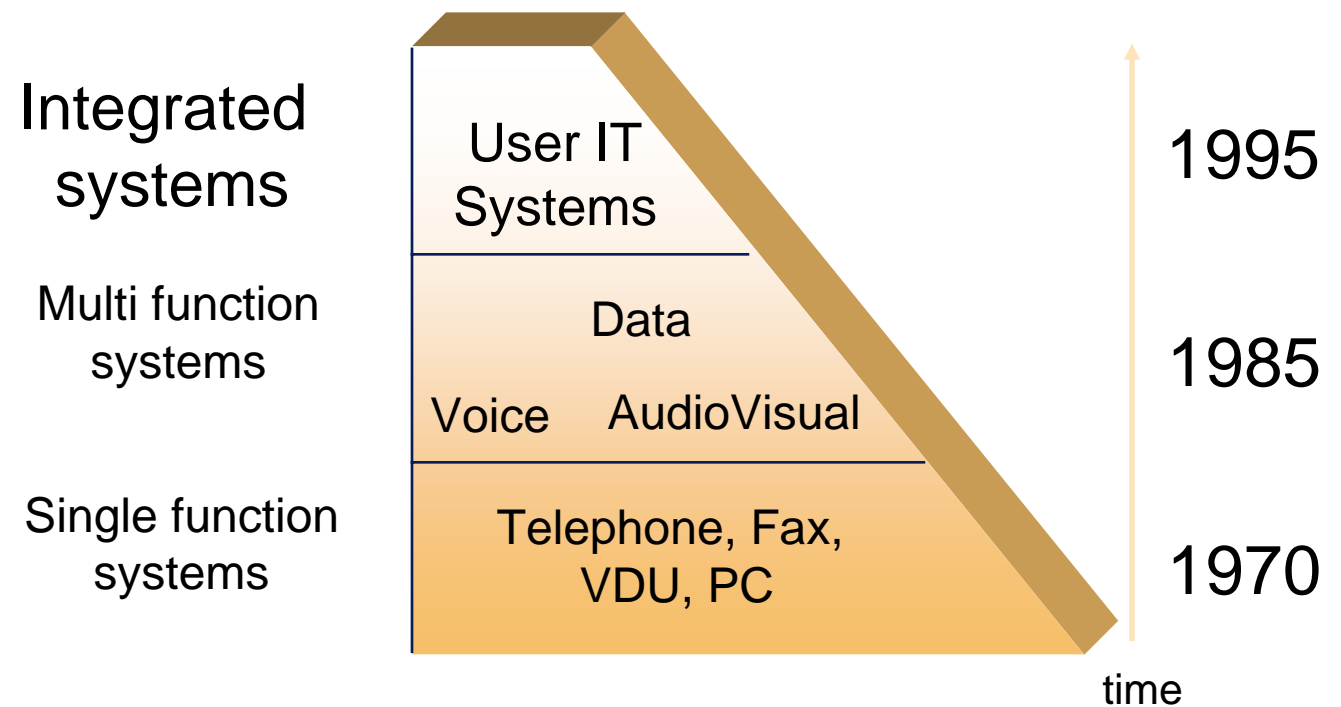
- »Owners
- »Occupants
- »Contractors
- »Vendors
- »Environmentalists
- »Other Stakeholders

Role of Consultant

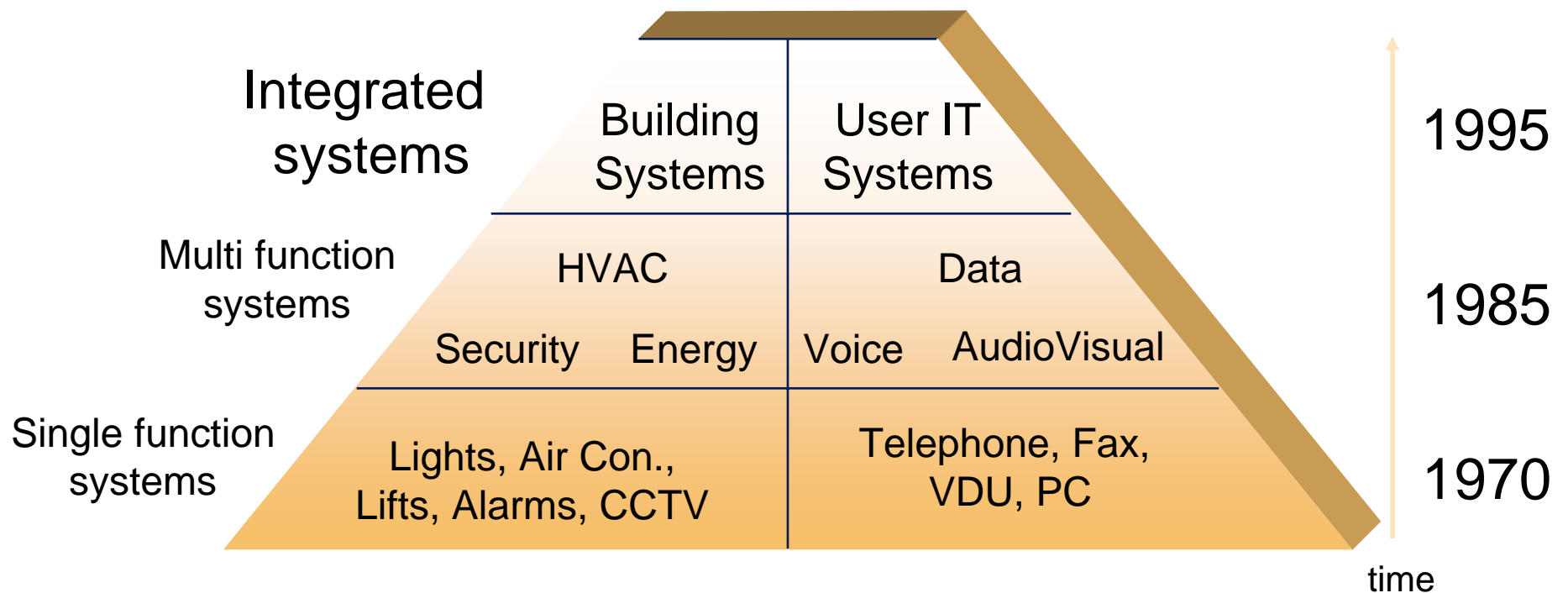
- Understand Technologies & Implementation Approaches: What Works & What Doesn't
- Understand & Steer Industry Trends
- Understand & Educate Client
- Develop Functional Requirements for
 - Building/Facility/Development
 - Organization – Structure & Size
 - People – (all stakeholders)
- Sell it to Everyone



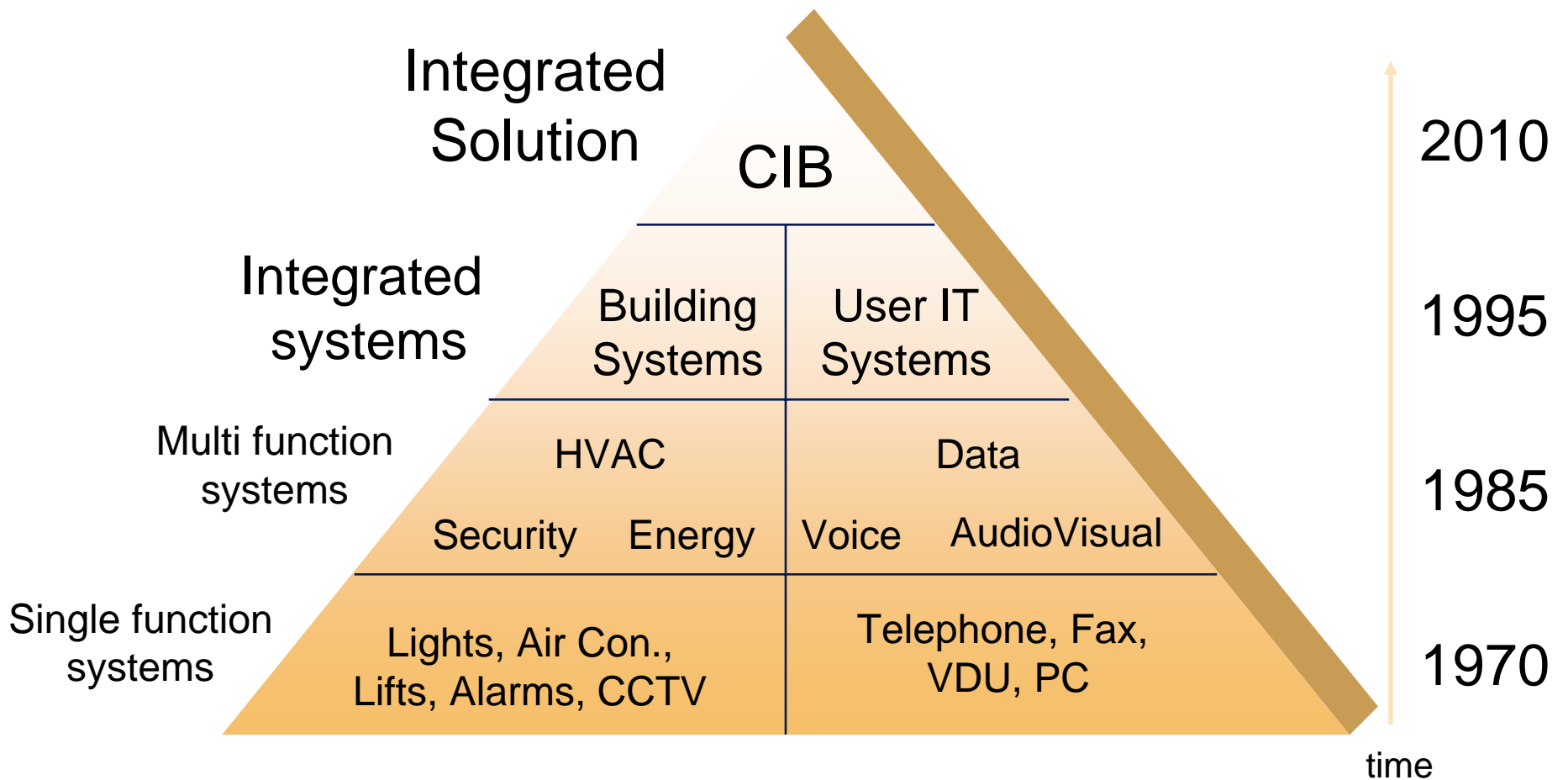
- Lousy Track Record
- Poor Common Understanding
- Piecemeal vs Holistic Approaches
- Solutions Looking for Needs
- Vendor Driven not Market Driven
- Over Engineered & Complex Solutions
- Existing Facilities Organizations & Staff
- Risks – Rewards not Understood

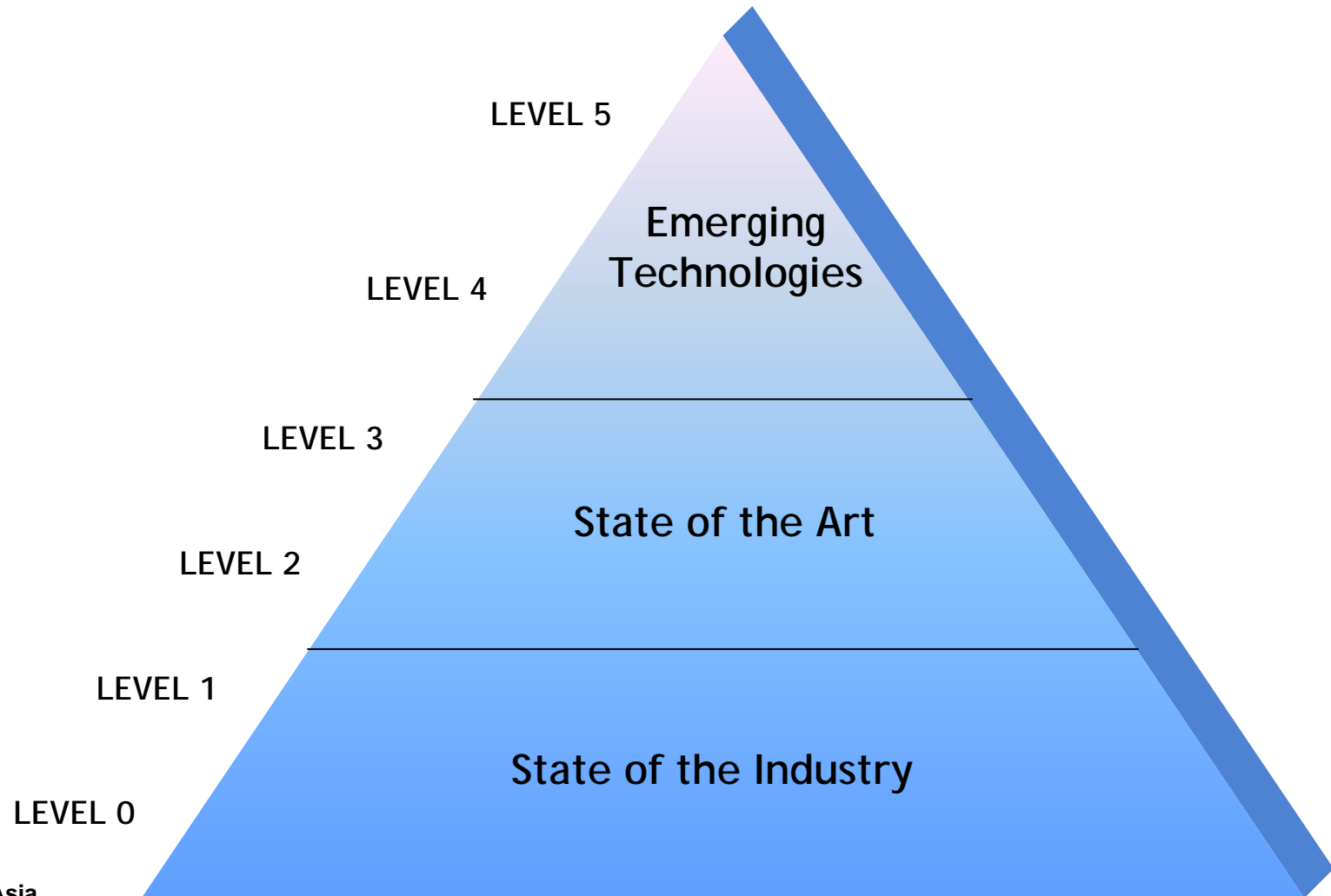


Source: IB-Europe



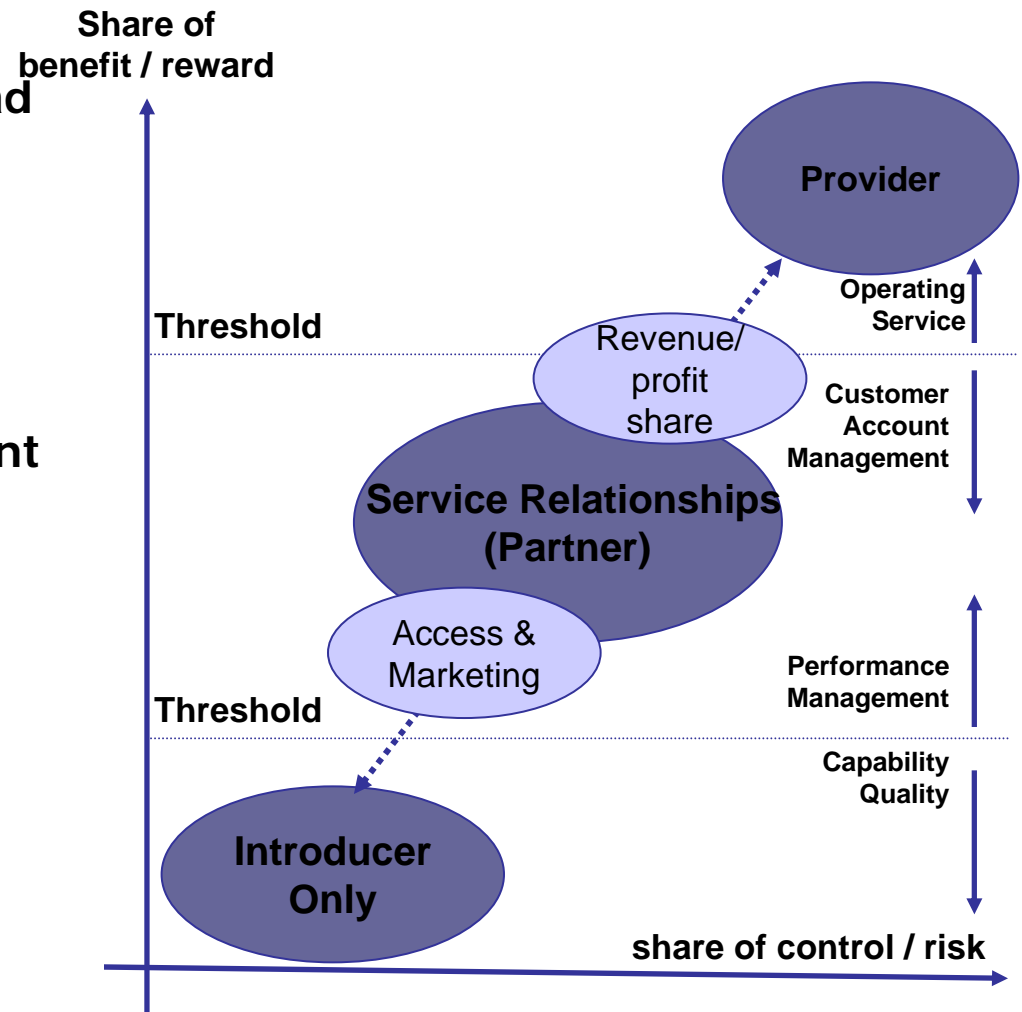
Source: IB-Europe



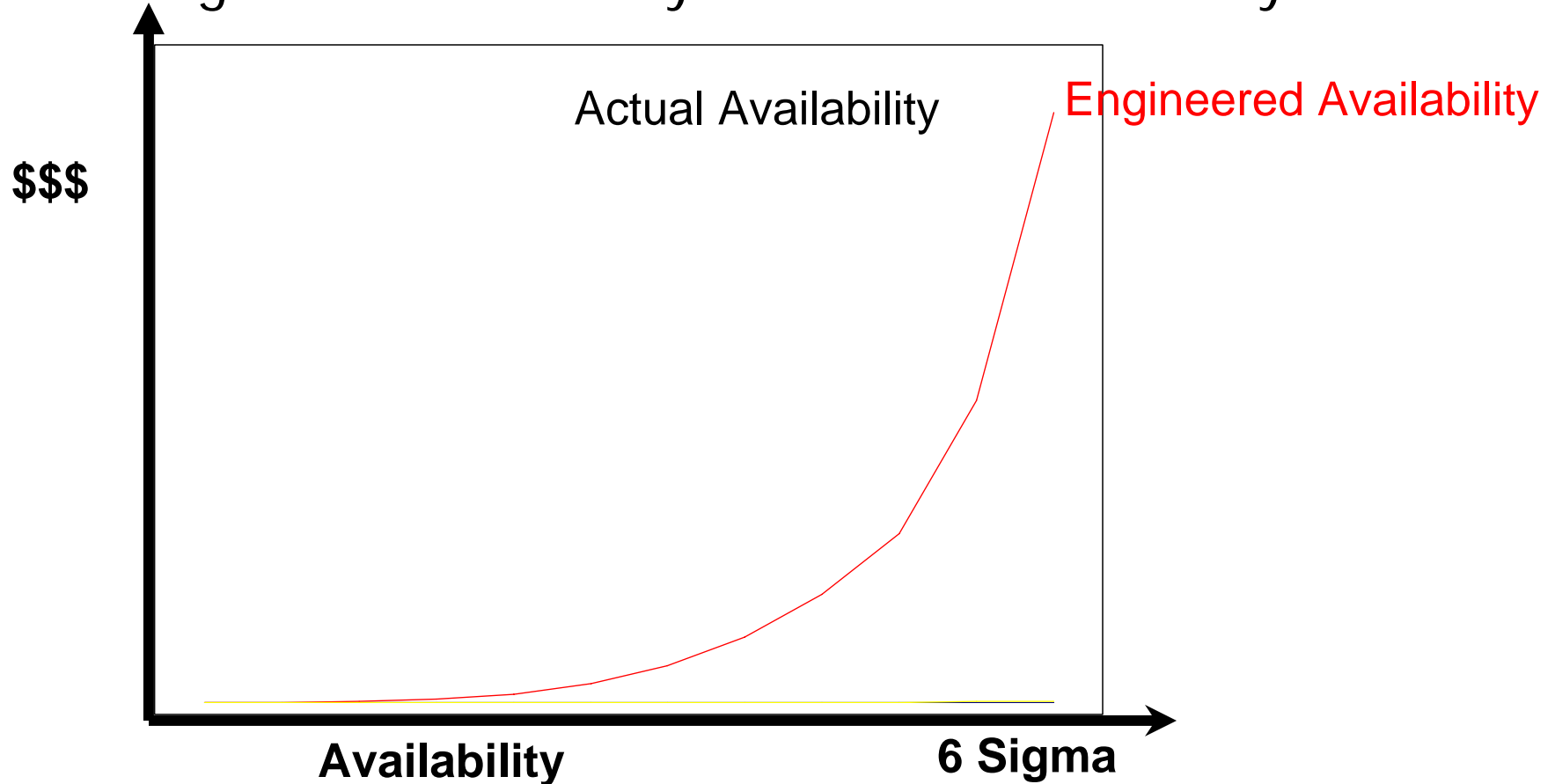


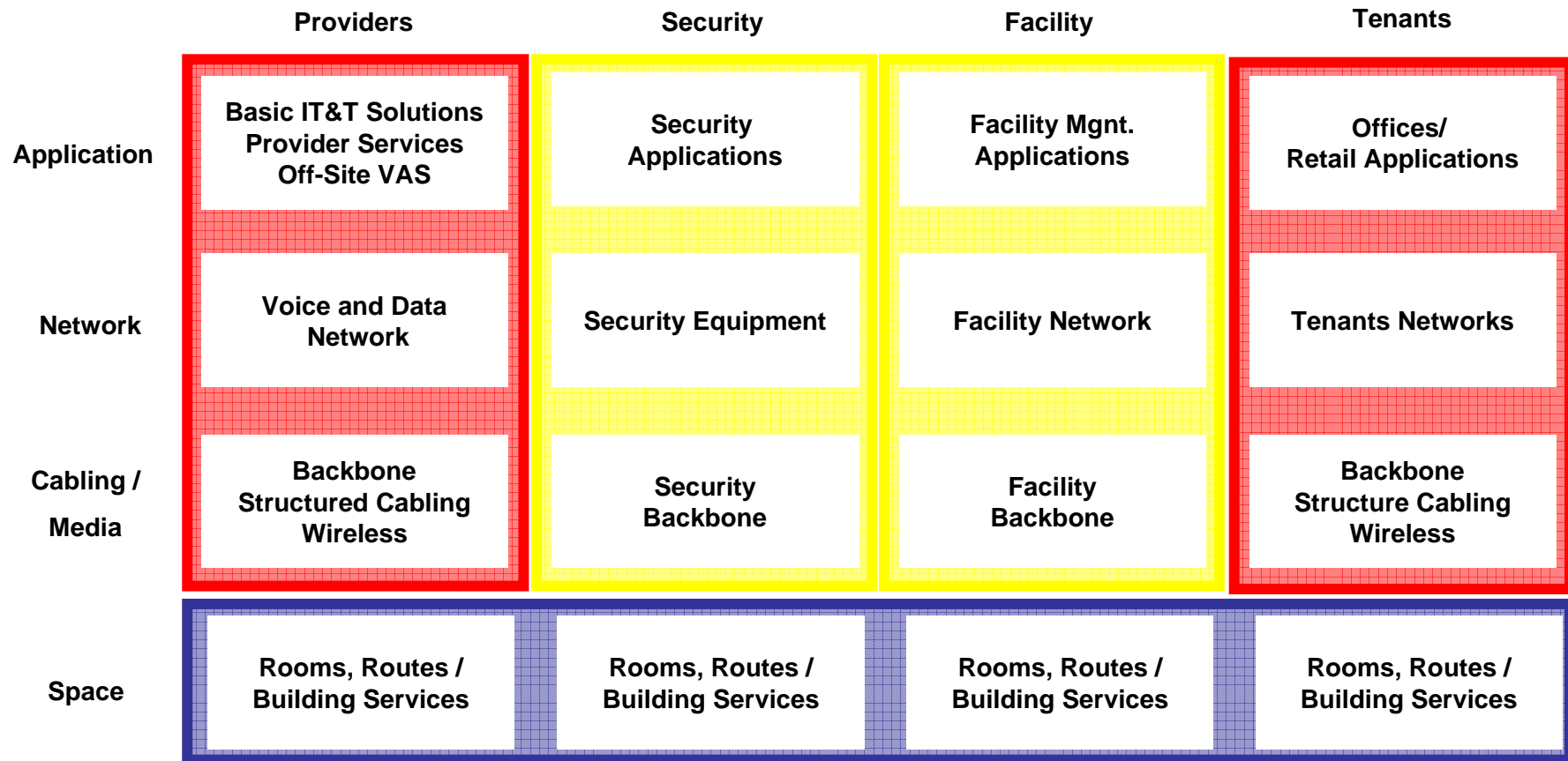
Source: IB Asia

- Provider (with outsourcing)
 - Highest Management Overhead
 - Full Revenue
 - Full Control
- Partner
 - Customer Account Management
 - Performance Management
 - Revenue Share
 - Partial Control
- Introducer
 - Low Risk and Revenue
 - Low Control
 - Low Management Overhead

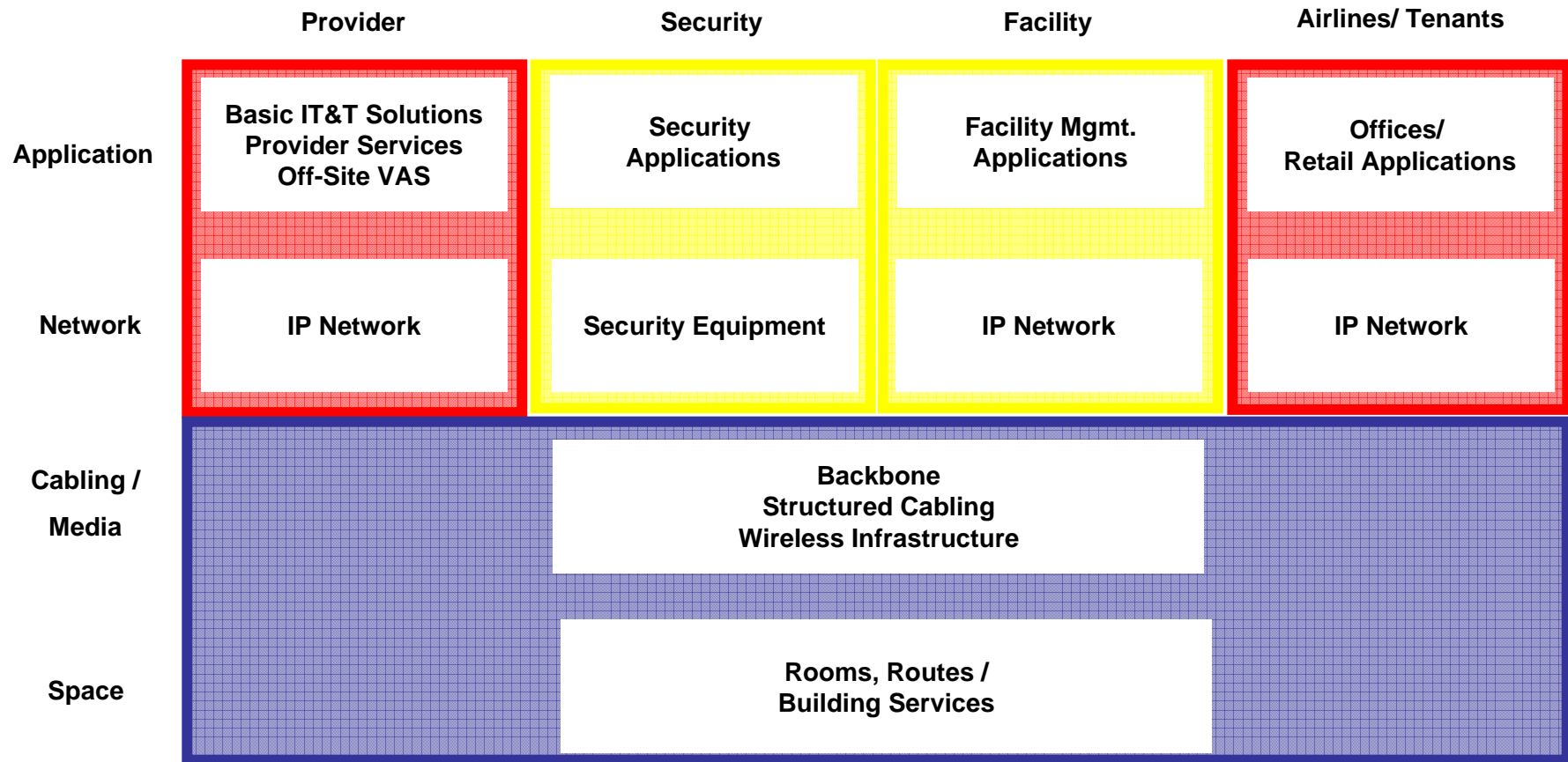


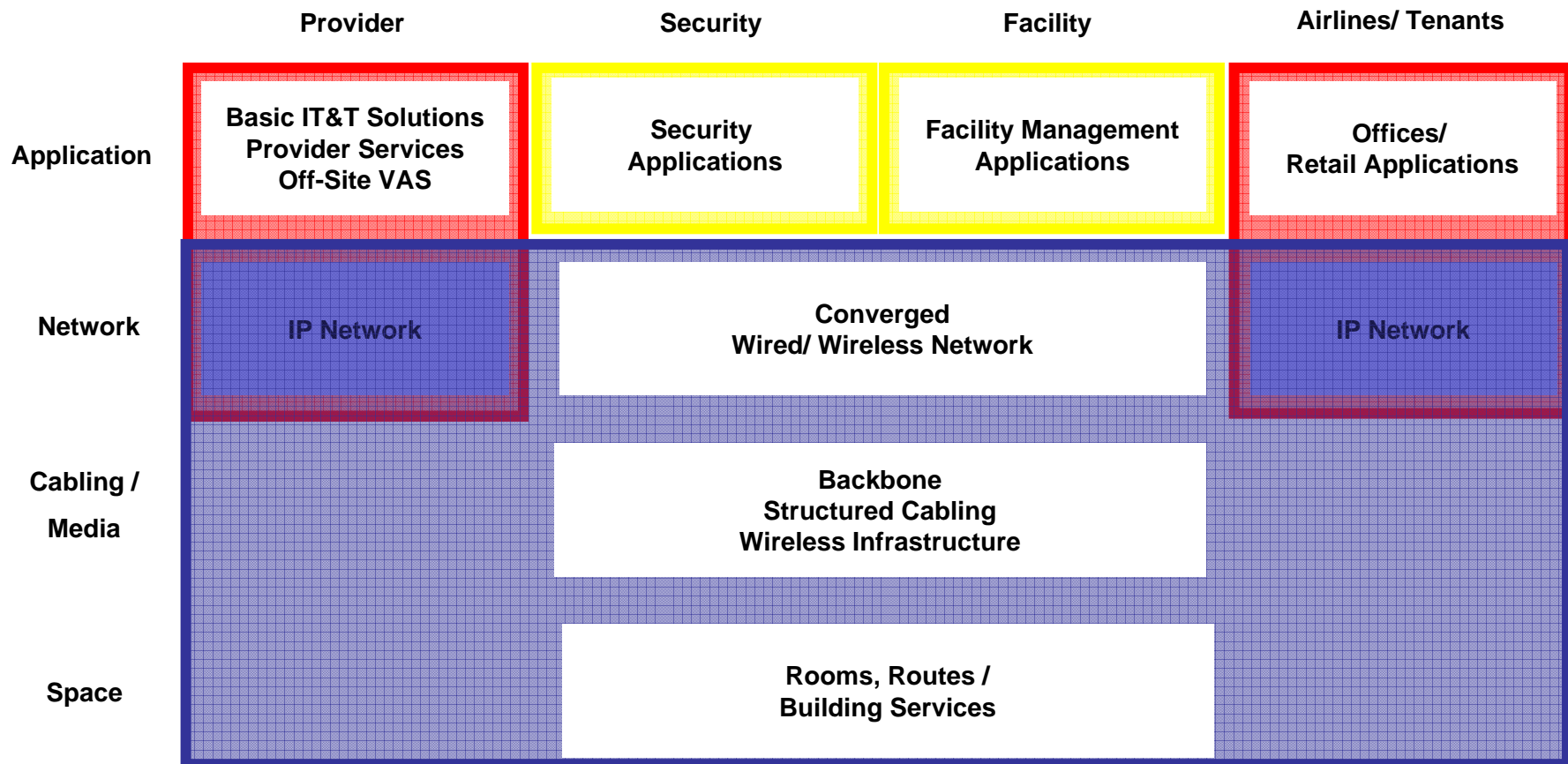
- Trend toward over engineering
 - Engineered Availability vs Achieved Availability





BuilConn™ Cabling/ Backbone Convergence





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