

# Presentation Title

## Name & Company of Presenter

**BuilConn** **myFacility**  
IMPACT Facility Solutions, Inc.

By **Keith E. Gipson**  
 CTO - Impact Facility Solutions, Inc.  
 (www.myfacility.com)  
 May 2006

Turning Virtual Points into Tangible Values  
 Thursday - May 18, 2006 5:00-6:30

About the presenter:  
 Keith E. Gipson has been a technologist for 20 years. A successful business executive and entrepreneur, he worked for Honeywell, Johnson Controls and PG&E Energy Services before co-founding, in 1997, Silicon Energy Corp. Keith was awarded U.S. Patent number 6,178,362, as Co-inventor of the world's first Enterprise Energy Management system. Itron Corp acquired Silicon Energy in March 2003 for \$71M.

Keith was recently honored by Southern California Edison as, "a modern-day African-American inventor", with significant contribution to Technology and specifically the Electric industry. Presently Keith is CTO of Impact Facility Solutions, which markets and implements an Enterprise Facility Management system called "myFacility". For more information, Keith can be reached at kgipson@myfacility.com or visit on the web at [www.myFacility.com](http://www.myFacility.com).

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**Quotes:**

It is in the space of mastery over paradigms that people throw off addictions, live in constant joy, bring down empires, get locked up or burned at the stake, or crucified or shot, and have impacts that last for millennia

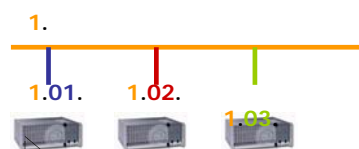


[Donella Meadows](#)

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Where did the term "point" come from?


1.

- channel 
- group 
- value 

1.01.01

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What is a "point"? (now) 


[http://ControlSystemServer.aspx/GetPointValue?PointID=575-CH1\\_REL\\_LOAD](http://ControlSystemServer.aspx/GetPointValue?PointID=575-CH1_REL_LOAD)  
 <?xml version="1.0" encoding="utf-8" ?>  
 <string xmlns="http://ControlSystemServer/">575-CH1\_REL\_LOAD=872.1 kW</string>

•XML, World Wide Web (www), Web Services

↘ The "web-enabled" enterprise

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**en-ter-prise**  
 ('en-t&(r)-prlz) 

a unit of economic organization or activity; especially: a business organization

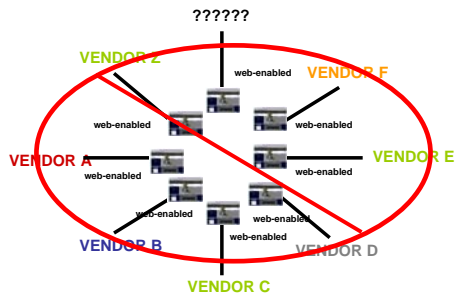
a project or undertaking that is especially difficult, complicated, or risky

readiness to engage in daring action

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?????

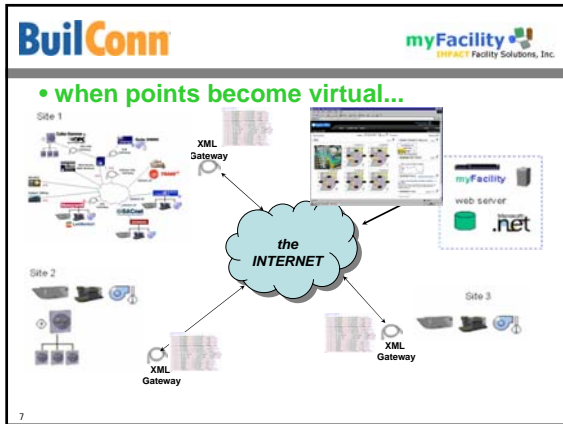


**Tangible value is NOT derived from "web-enablement"!**

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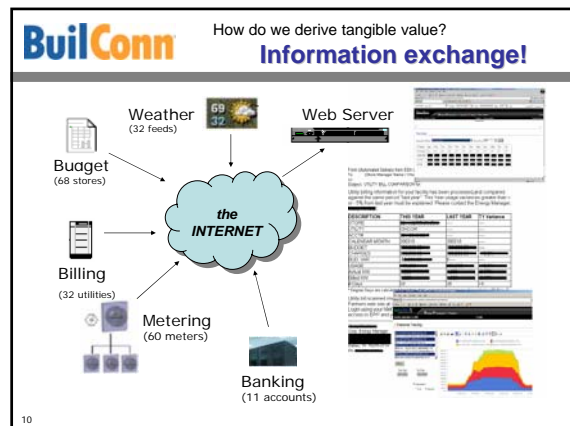
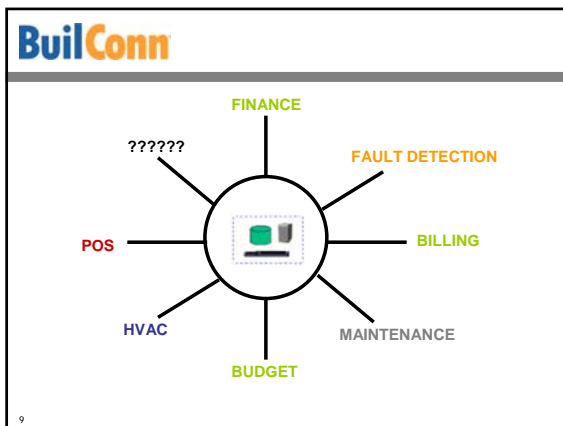
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What does "ladies shoe sales" have to do with energy management systems?

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Thank you!!

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