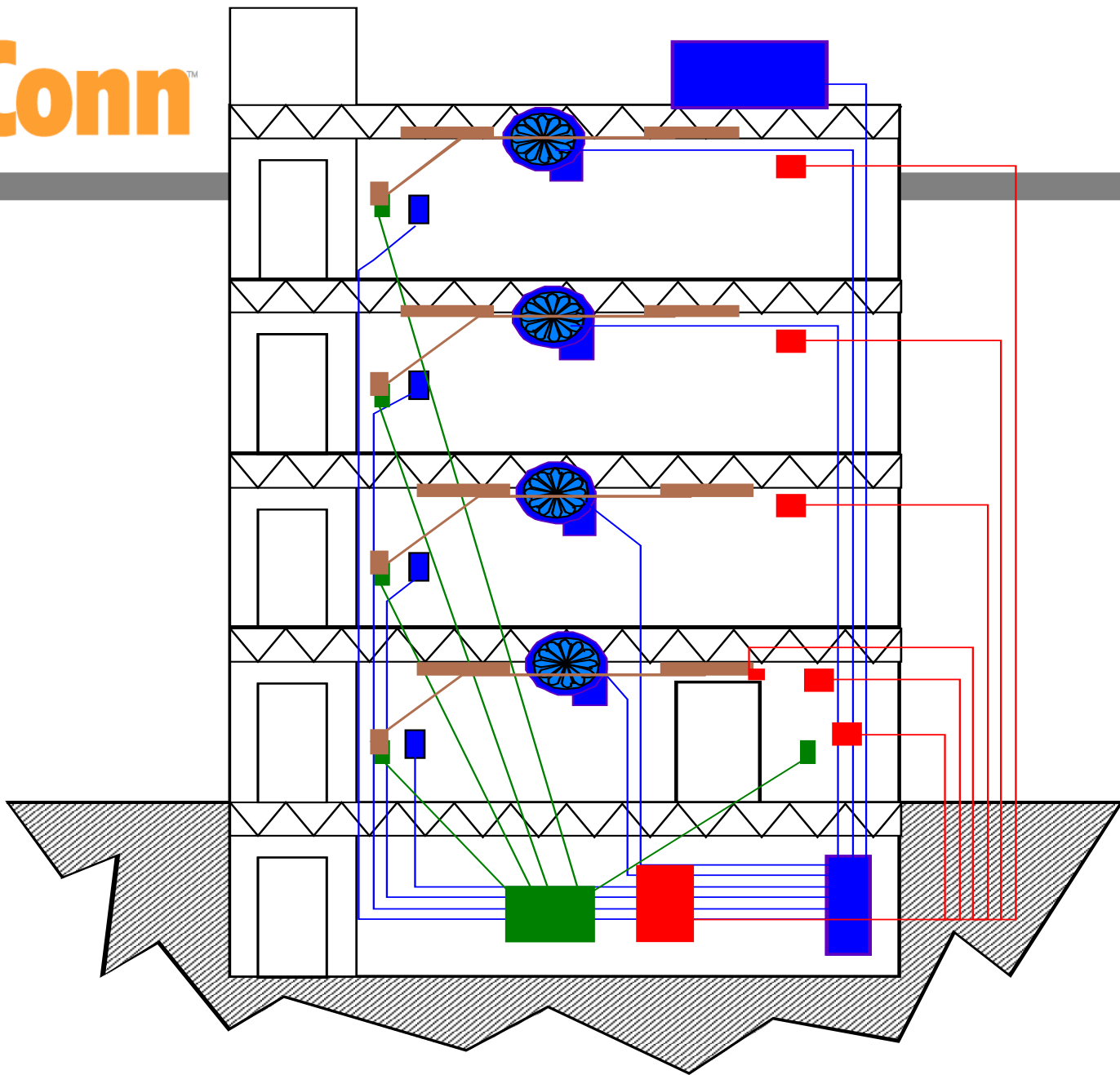


The Business Opportunities with Connected Buildings

- Steve Monkiewicz
 - Siemens Building Technologies
 - Business Development Manager for HVAC products
- Chuck Sloup

- Daniel Smith
 - President
 - Electric Company of Omaha
- Marty Riesberg
 - Director of New Technologies and Automation
 - National Joint Apprenticeship and Training Committee

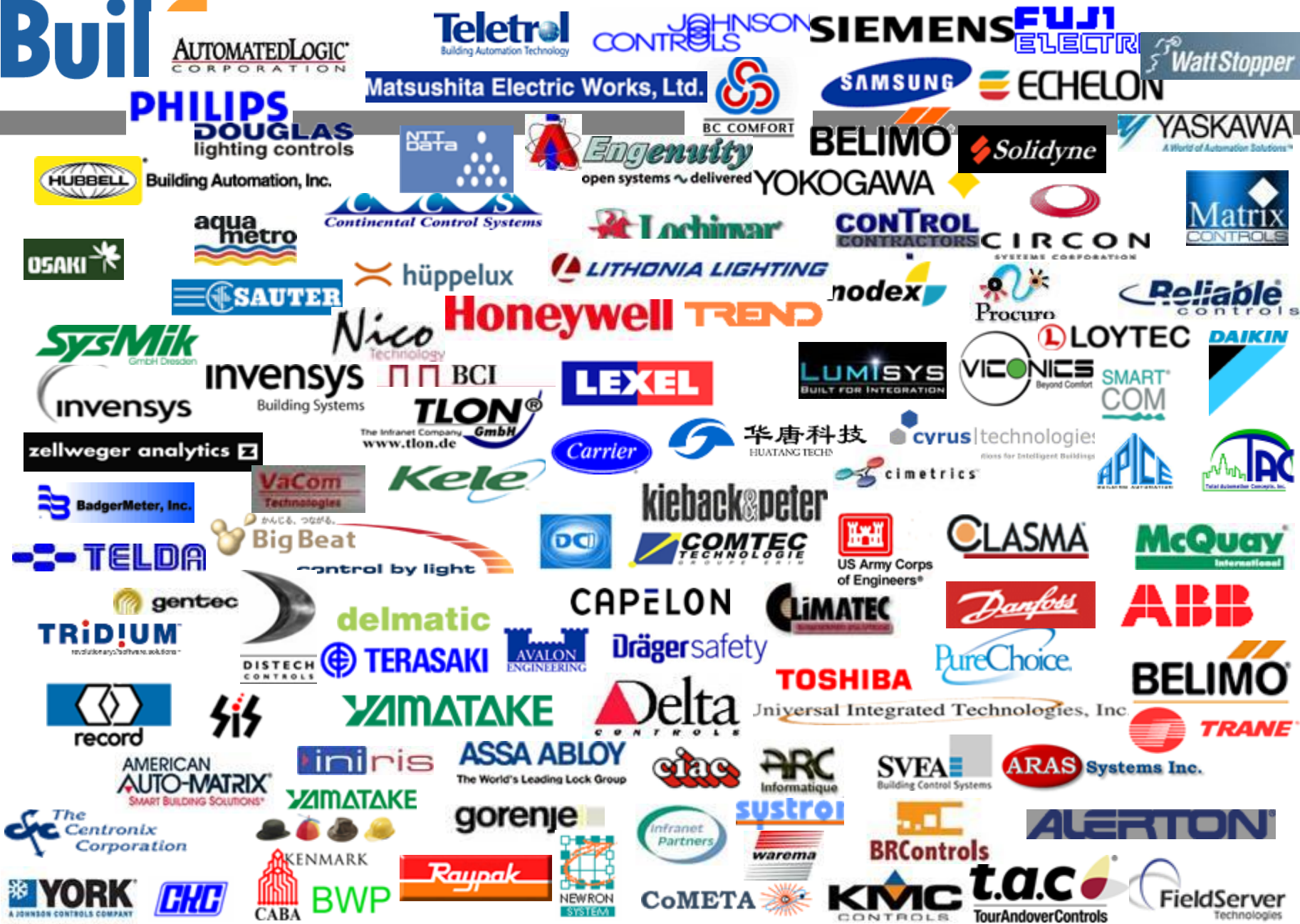
- Buildings 2.0
- Building Automation
- Integrated Building Systems
- Distributed Control
- Smart Buildings
- Sharing of Information of Disparate Systems



- BACnet
- LonWorks
- Zigbee

Open products by themselves do not make an
Open System

Buil



YORK
A JOHNSON CONTROLS COMPANY

CMC

KENMARK
CABA **BWP**

Raypak

NEWRON
SYSTEM

CoMETA

warema

KMC
CONTROLS

t.a.c.
TourAndOverControls

FieldServer
Technologies

HMI
AI
PTP
ISO
XML
DM-RD-B
TIA
UNVT
DO
DC
FP's
LMA
EIA
WSDL
Arcnet
TP/XF
BACnet
RTD
B-ASC
IP
LPT
TCP
ANSI
Niagara
PICS
XIF
GUI
ASHRAE
BV
IT
DI
VFD
MS/TP
PID
TP/FT
UCPT
LAN
LonWorks
LMI
AC
SCPT
B-OWS
DMM
BBMD
REST
XIF
AO
FTT
LMA
BTL

- Mechanical Installation
- Startup
- Calibrating Airflow



Electrical System Comparisons

- Install and forget
- Customer Contact
 - One time
 - None
- Hardware
- Initial Startup
- Manual Labor
- Continuous in Nature
- Customer Contact
 - Relationship Building
- Hardware/ Software
- Continuous Commissioning
- Intellectual Labor

- LEED
- 21 pts achieve though Integrated Buildings

- Extended through 2008
- \$.60/sq.ft. Lighting Controls
- \$.60/sq.ft. HVAC Controls
- \$.60/sq.ft. Building Envelop

- Equivalent to traditional contracting

- Division 15 & 16
- Division 17
- Master Format 2004
- Division 15 (22 Plumbing & 23 HVAC)
- Division 16 (26 Electrical & 27 Comms.)
- Division 25 Integrated Automation

- Coordination with IT
 - Bandwidth
 -