

Overview of the smart building landscape today









## The challenges

- Every building on your campus is unique
- Equipment is often proprietary and varies by siteDiffering architectures: on premise, cloud,
- vendor-hosted
- Plethora of IoT sensors and platforms
- Multitude of protocols: BACnet, Lon, Modbus
- · Inconsistent naming and tagging standards
- Cybersecurity gaps
- Traditional real estate skill sets lack IT expertise

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#### What's your use case? ADVANCED Enable O age Data Manage Risk Safety ergy / Wate Comfort · Mobility Vendor Mana · Alerts / Alarms Visibility Maintenance Productivity Lifecycle Costs Data Collection Service Assurance Timely Response Public Relation Reputa

### What will solve the pain?

- Building data is quickly becoming more valuable than the real estate that generates it
- Meter and billing data show us the symptoms but impactful action requires a root cause
- Root cause analysis requires equipment performance
  data to supplement metering and utility metrics
- Old data will cost you; Real-time building intelligence
  is key

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### Top issues we see in RFPs

- Too generic OR too specific
- Written for technology, hardware and services bundled into one
- Based on the past instead of the future
- Try to proceed without IT
- Don't consider scale, the way IT teams do
- Focus too heavily on energy efficiency and forget the other value-drivers
- Ask for customization instead of configurability
- Aren't comparing apples-to-apples
- · Takes months to review responses
- Get bogged down in pilot after pilot

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# A real-world example



### Not all campuses, programs, teams, ROI or RFPs are created equal.

### Key Inputs and Assumptions Project Overview Expand 🗸 Project Cost and 🗸 Project Savings ENERGY Percent Savings %10 5% 10% 15% 20% 25% 30% Baseline Annual Utility Cost 🕕 \$2.14 \$10 per sq. ft MAINTENANCE Percent Savings %10 5% 10% 15% 20% 25% 30% \$2.15 I Maintenance Cost 🕕 • so \$10 per sq. ft

Return on Investment (ROI) Viewer



Assemble the right stakeholder team from the get-go
 Agree on your budget, timing and forward vision

## 4. Ask SPECIFIC questions in your RFP, need-by-need, so respondents can explain their feature set

- Consider your specific integration strategy and how you can achieve that
- 6. Think about the education component and how you'll expose data to your students, to practice real-world STEM and digital FM skills
- 7. Separate the hardware from the tech from the services, to get the best of the best
- 8. Be specific enough, without pigeonholing

1. Understand what success looks like

- Don't mistake this for a siloed solution-consider how this project fits in with the rest of the technology projects across the university
- 10. Sketch out the data sets you want to collect (e.g. meters, badge access)

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Top ten questions to ask in a

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- 1. What data ingestion methods do you leverage (e.g. SFTP, CSV, API)?
- How do you validate and normalize the data; and what industryrecognized standards to you support (e.g. BRICK, Haystack and ASHRAE)?
- 3. What resolution do you collect data in?
- 4. What's your definition of 'real-time' data?5. What types of data can you collect?
- 6. Where will the data be hosted and who owns it?
- 7. How do you integrate and interface with end users, site technicians and third-party vendors in the market?
- 8. What features does your solution provide (e.g. fault detection diagnostics, control)?
- 9. How do you define and practice 'security?'
- 10. How does your platform help us start now and plan to scale in the
- future to accommodate portfolio changes and technology advancements? SWITCH AUTOMATION>

### Top ten tips to craft a strategic RFP

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