



Defining the 'M' in MSI.

Vanti



Let's get "Master" clear. It's not...

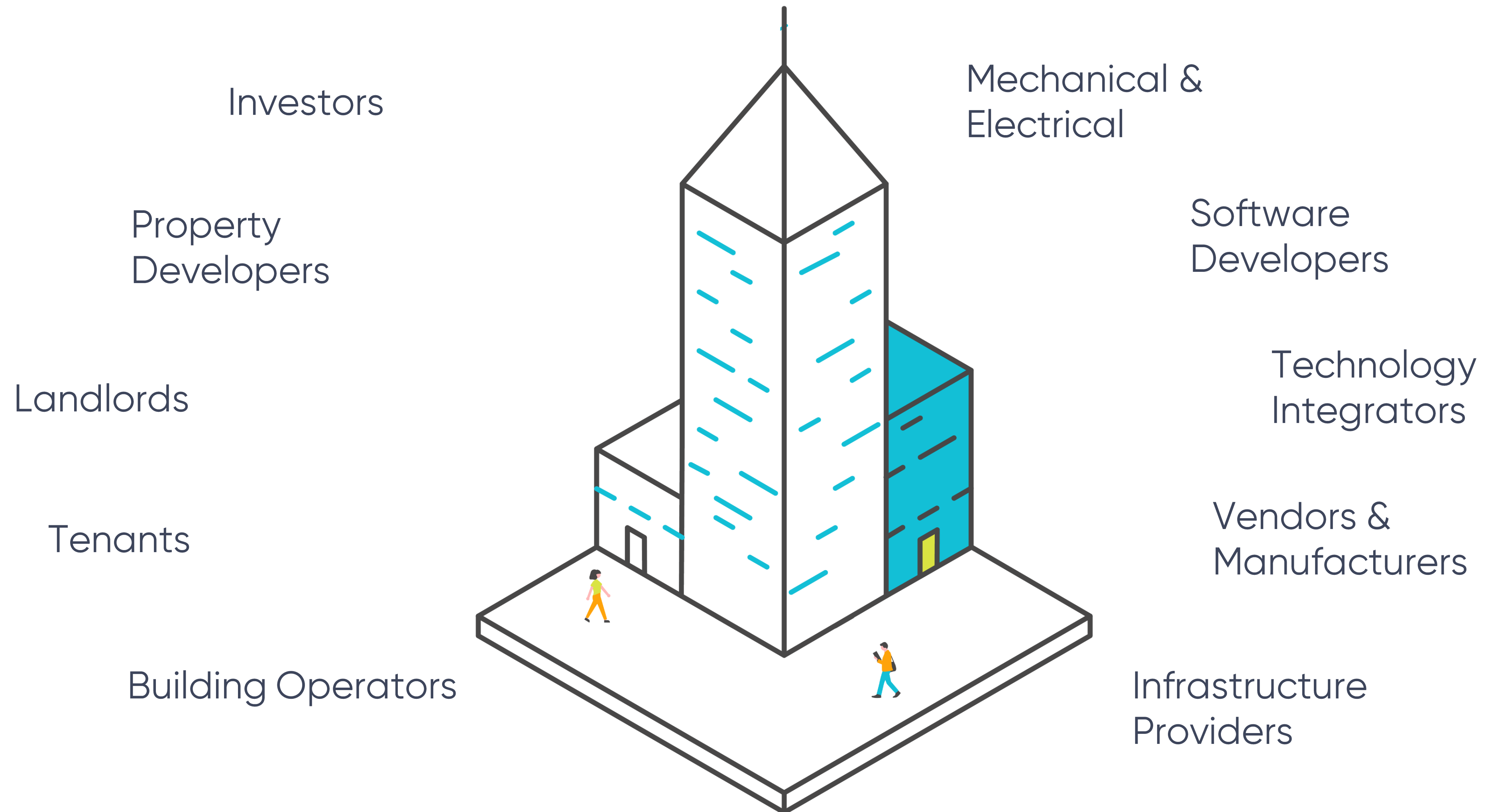
- ✘ Masters and Slaves
- ✘ Master knowing more than everyone else
- ✘ Master telling everyone else what to do (power-over, not power-with)

It is Master, as in:

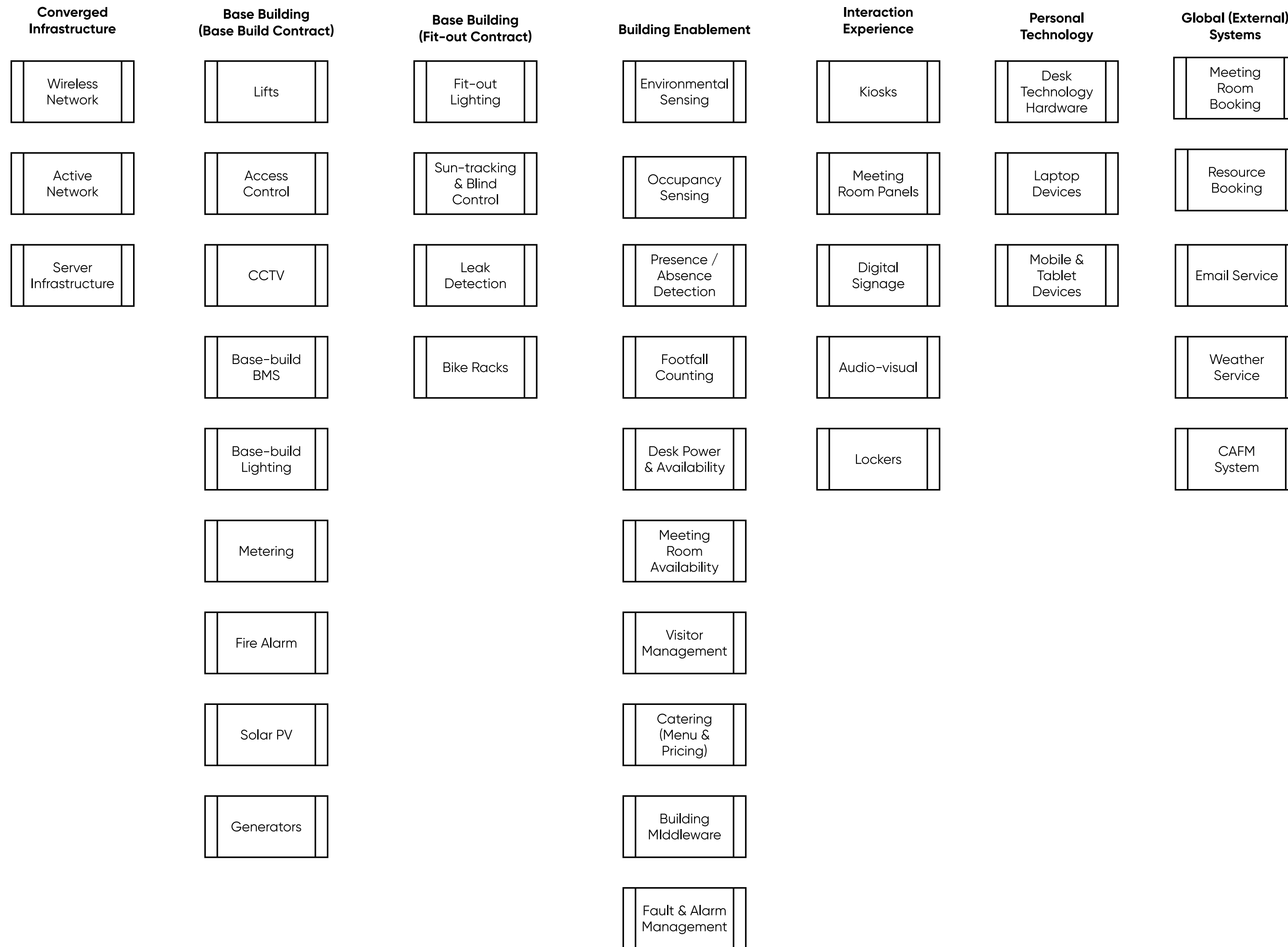
- ✓ Master craftspeople
- ✓ Being collaborative
- ✓ Providing technical leadership

Who do we work with?

A complex set of views on the same assets.



What are we integrating?



A service provider that demonstrates domain expertise in IT systems and networking, building automation and controls, application software analytics, and support services.

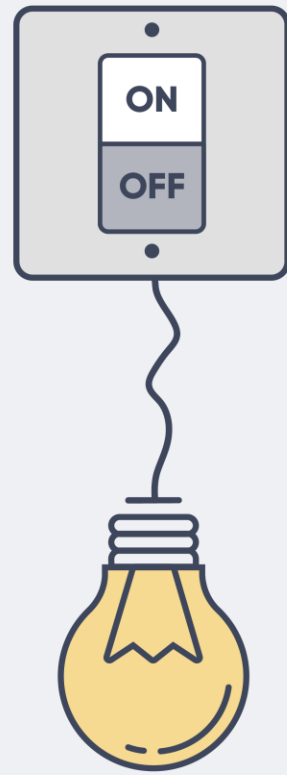
An MSI can create and program cross-system integration with complete interoperability.

A service provider that demonstrates domain expertise in **IT systems** and **networking**, **building automation** and controls, application **software** analytics, and **support services**.

An MSI can create and program cross-system integration with **complete interoperability**.

Expert generalists.

Articulating how advanced your project is



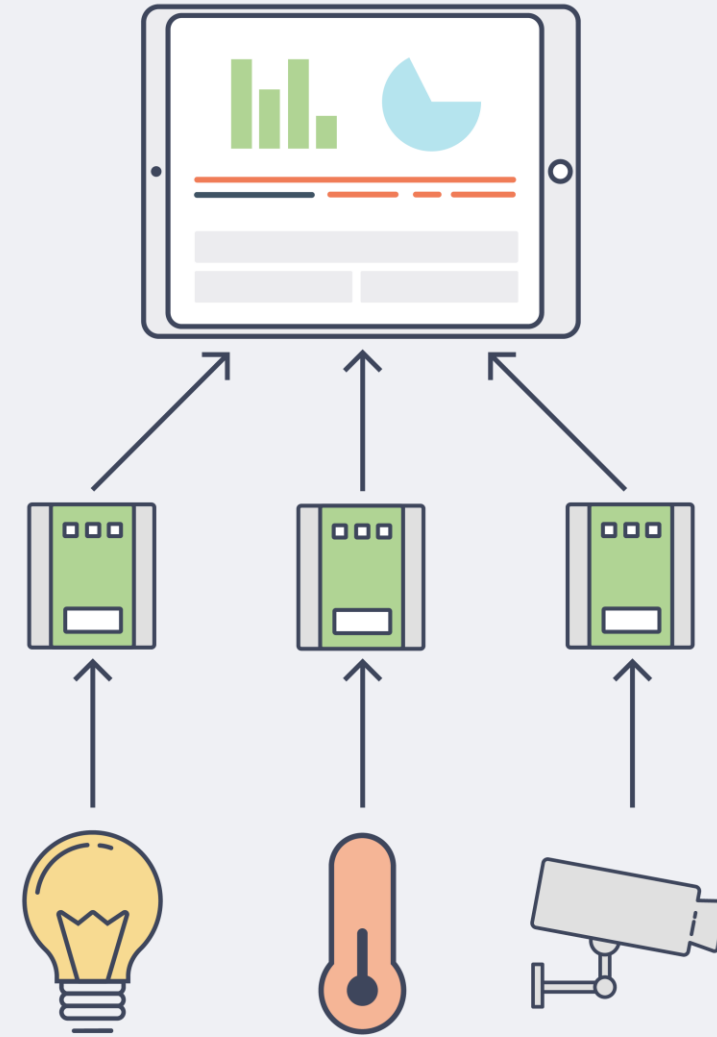
Silos

Systems deployed in **isolation** with no control or analytics.



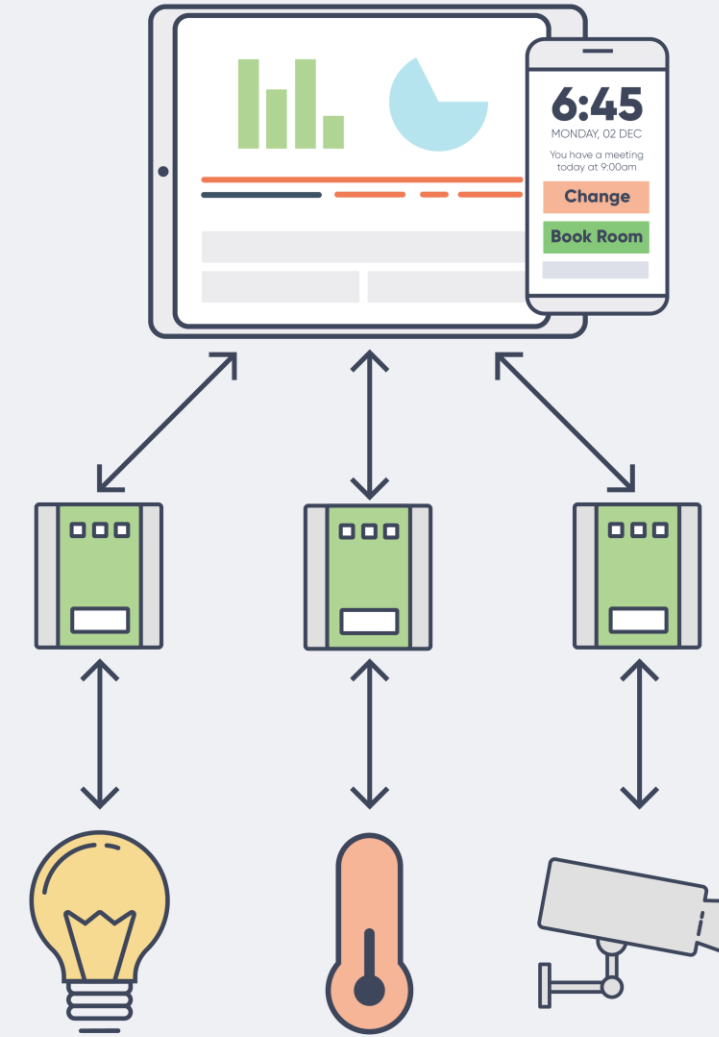
Smart Silos

Systems deployed in **isolation** with the ability to control their own behaviour and look at their own data.



Smart Building - Data

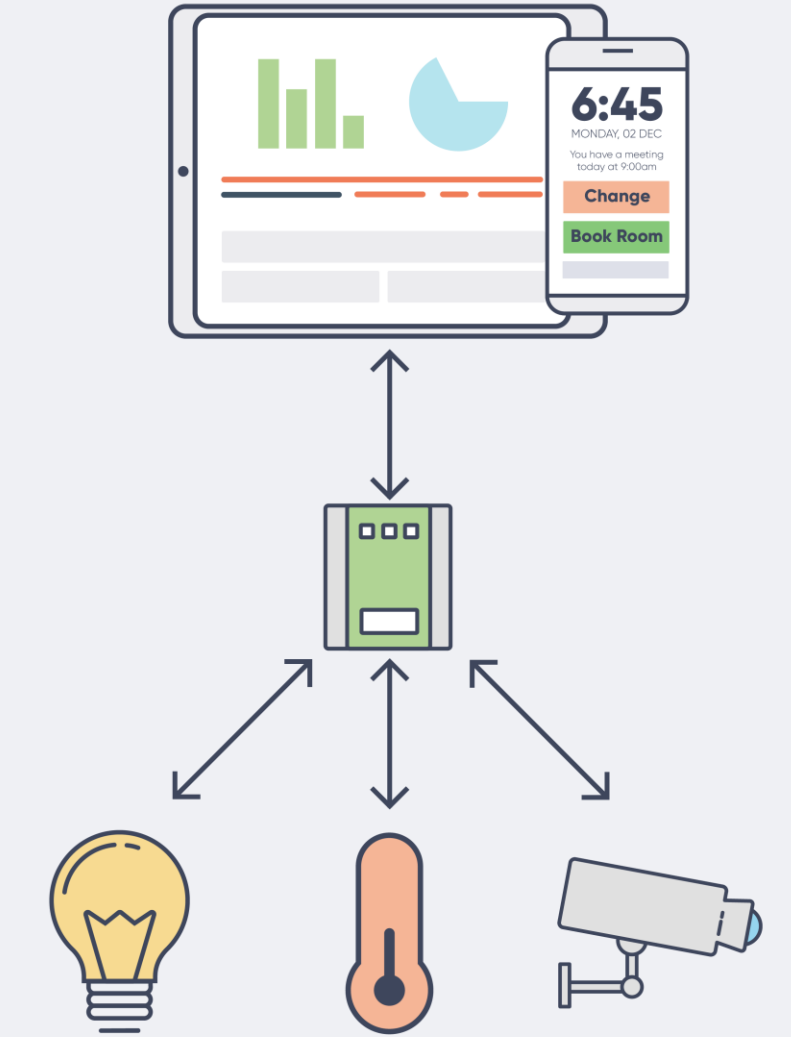
Systems are still deployed in **isolation** with integration between them achieving data extraction, facilitating collection of **data and viewing analytics** in a central location, potentially cloud based.



Smart Building - Experience

Building UX defines the technology experience, **systems** are selected for their utility and contribution to the vision.

Integration achieves **two-way communications** facilitating unified in-building and mobile app control as well as centralised analytics.

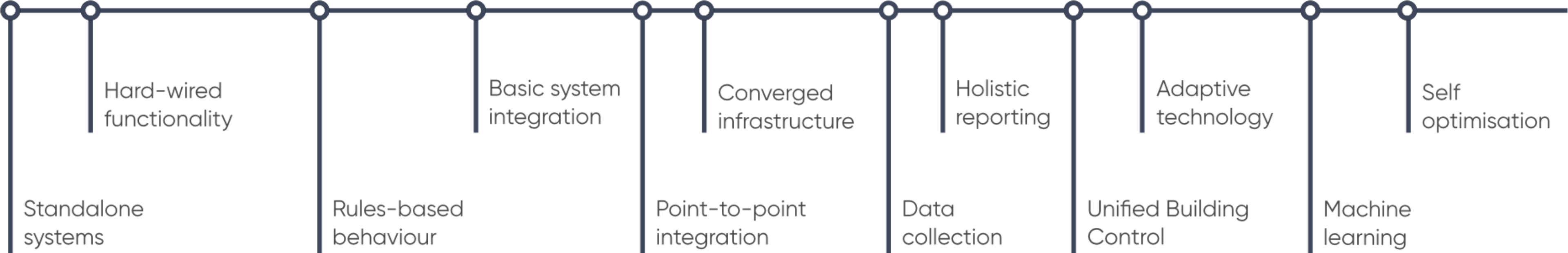
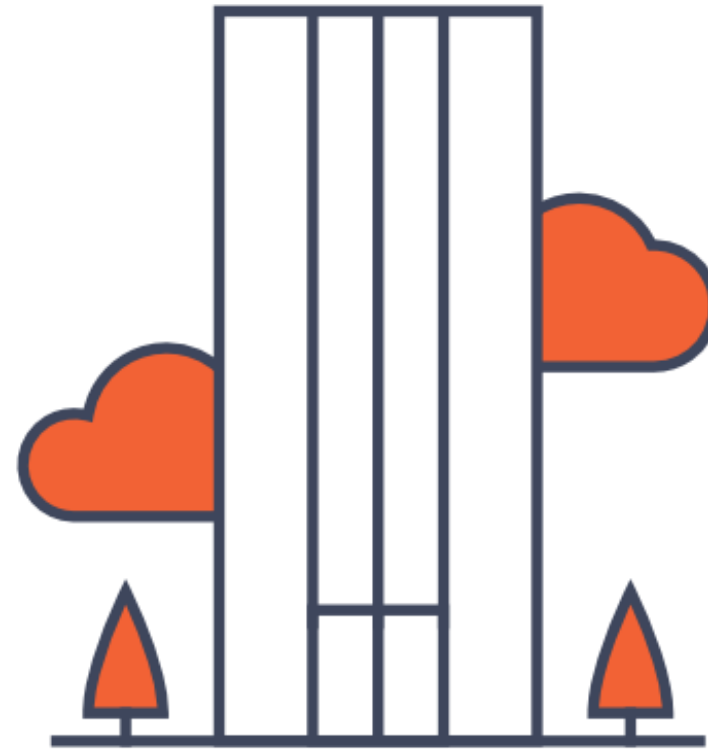
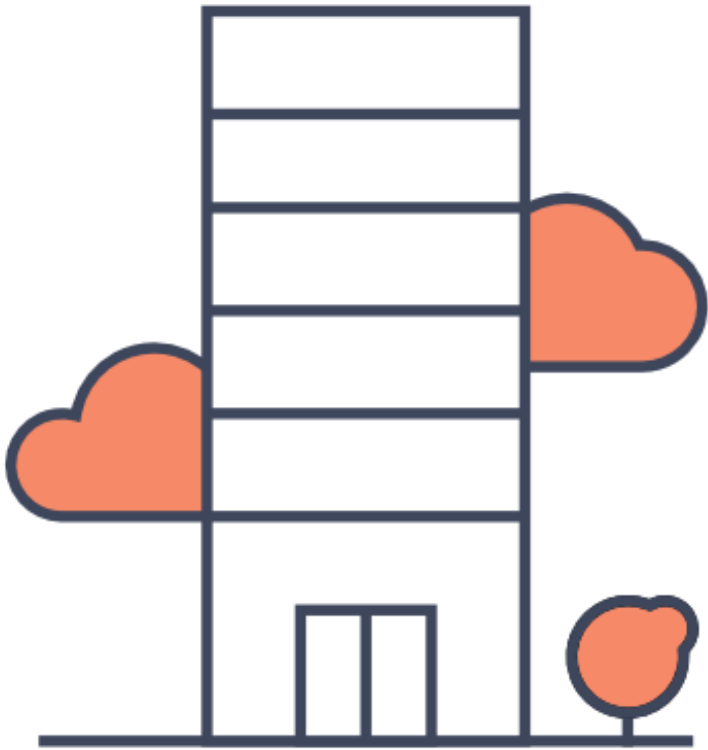
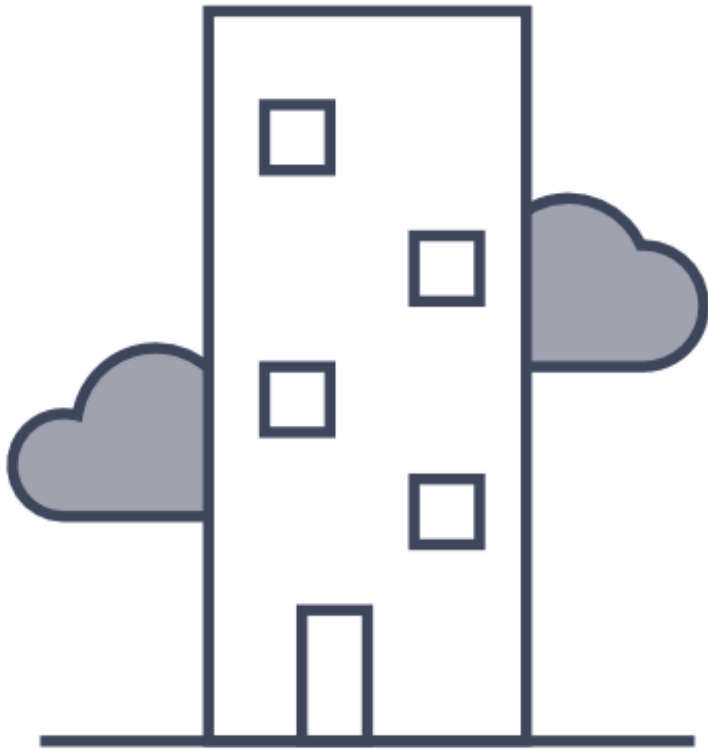


Intelligent Building

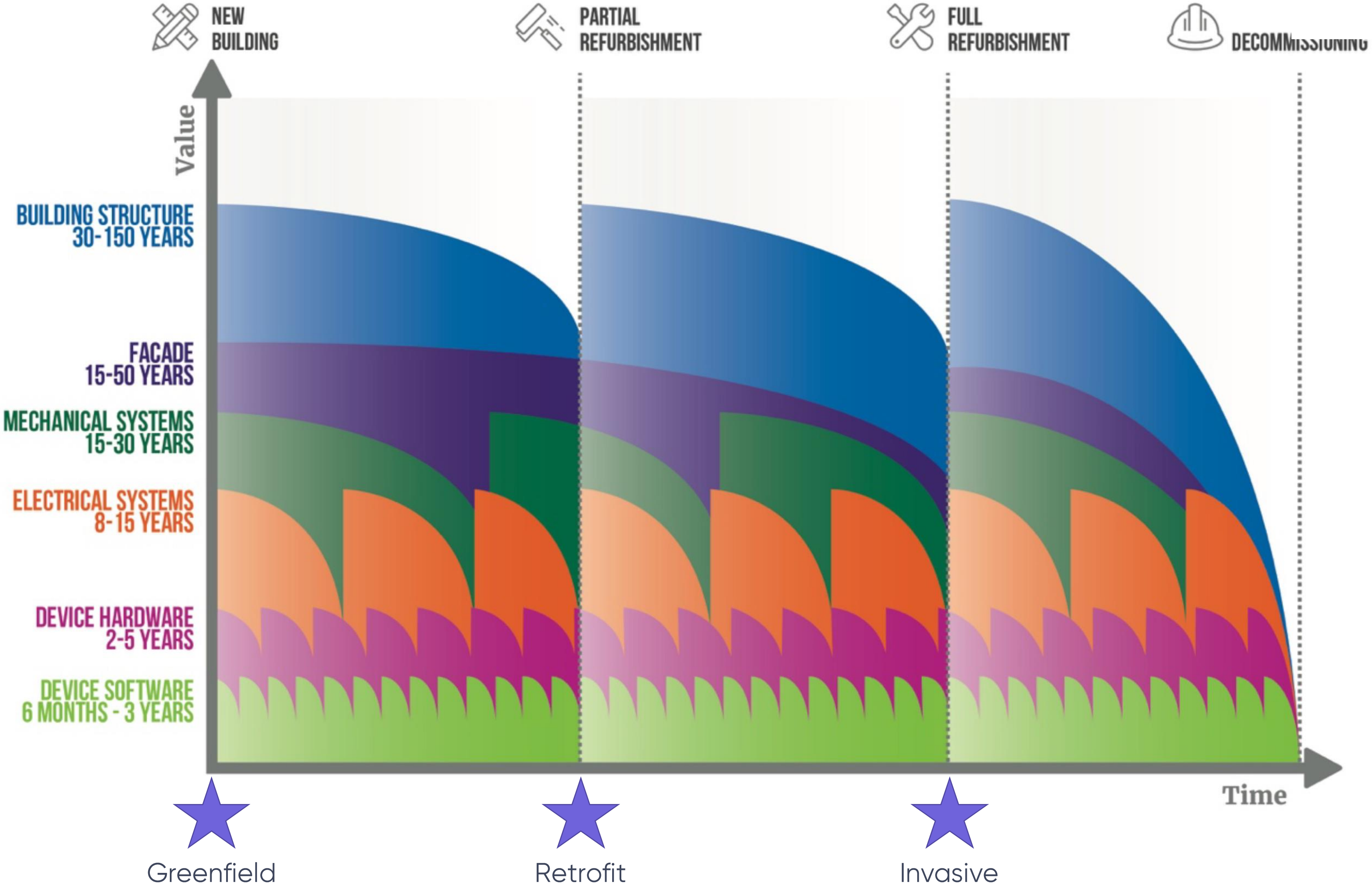
Building UX defines the technology experience, **devices** are selected for their utility and contribution to the vision.

Multi-protocol area controllers communicate with a single layer providing one building interface. Components are **designed to be easily upgradable over time**.

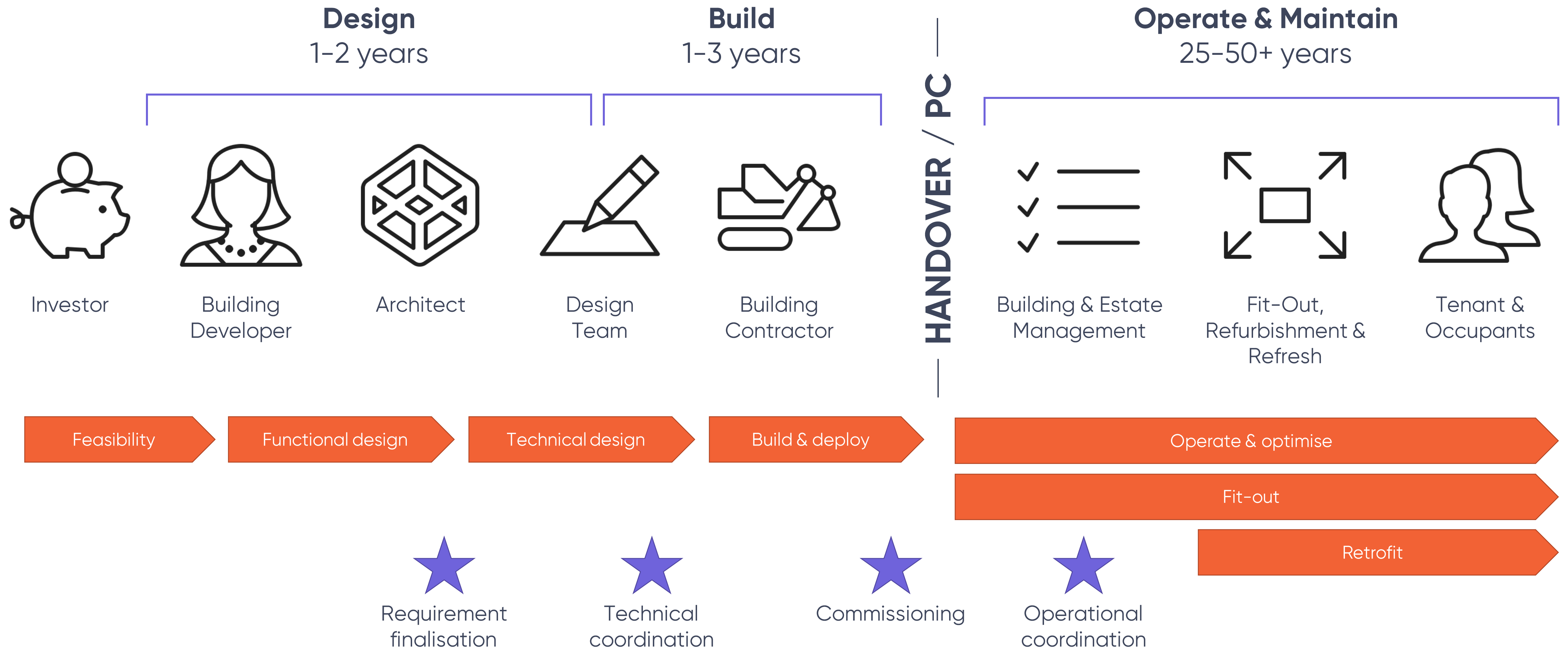
Dumb, Smart & Intelligent



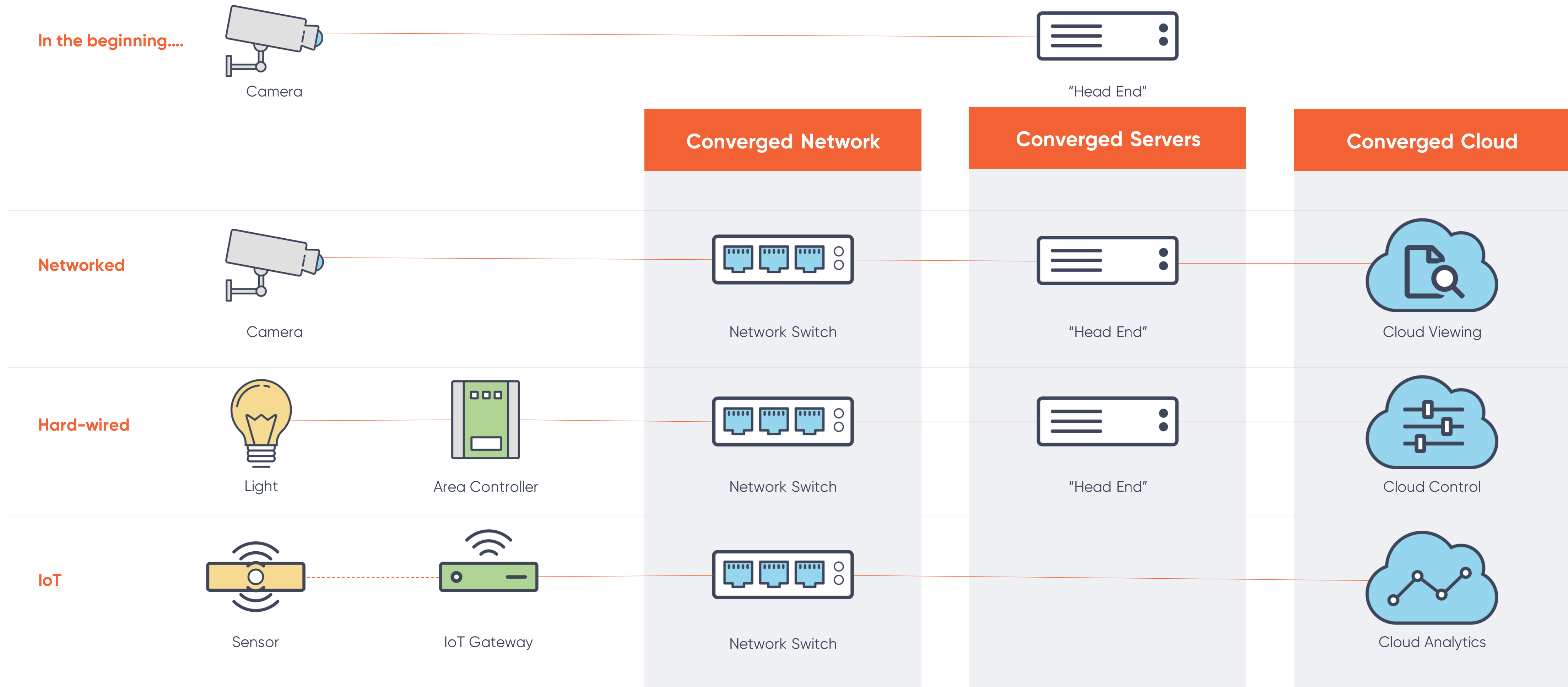
Understand timing & building rhythms



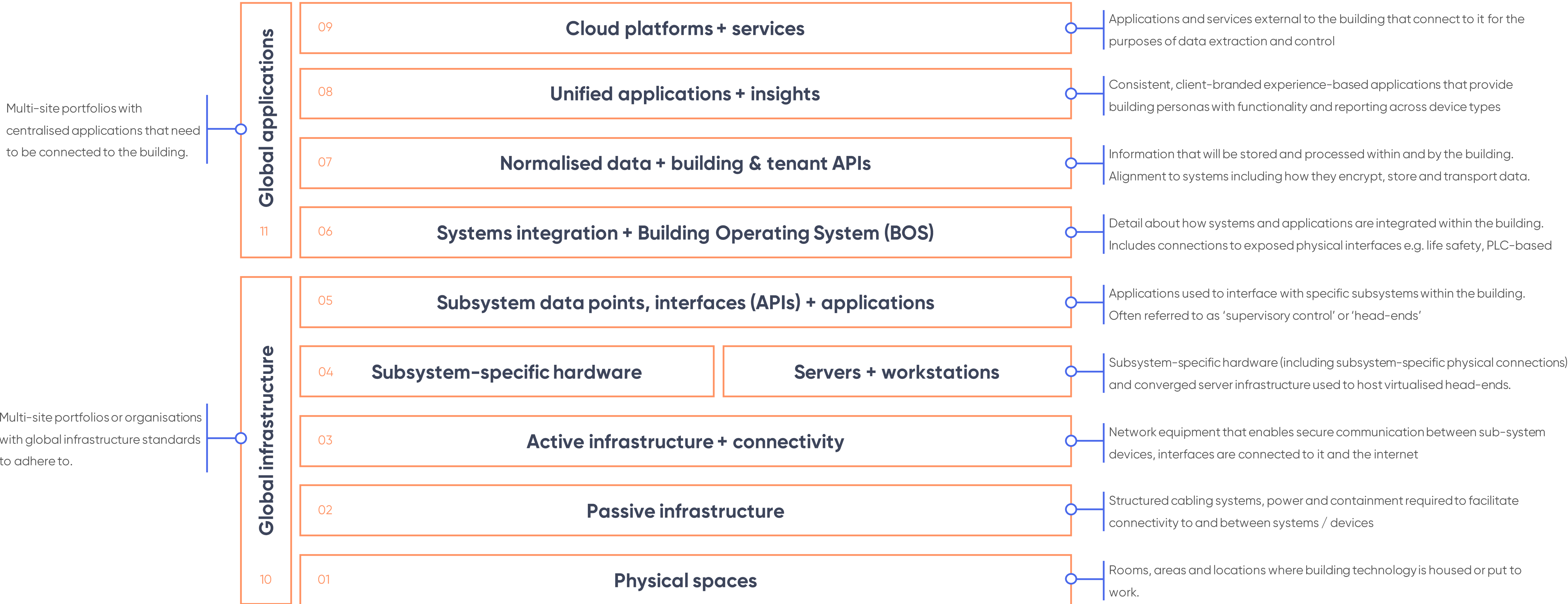
Avoid programme pressures (or try, at least!)



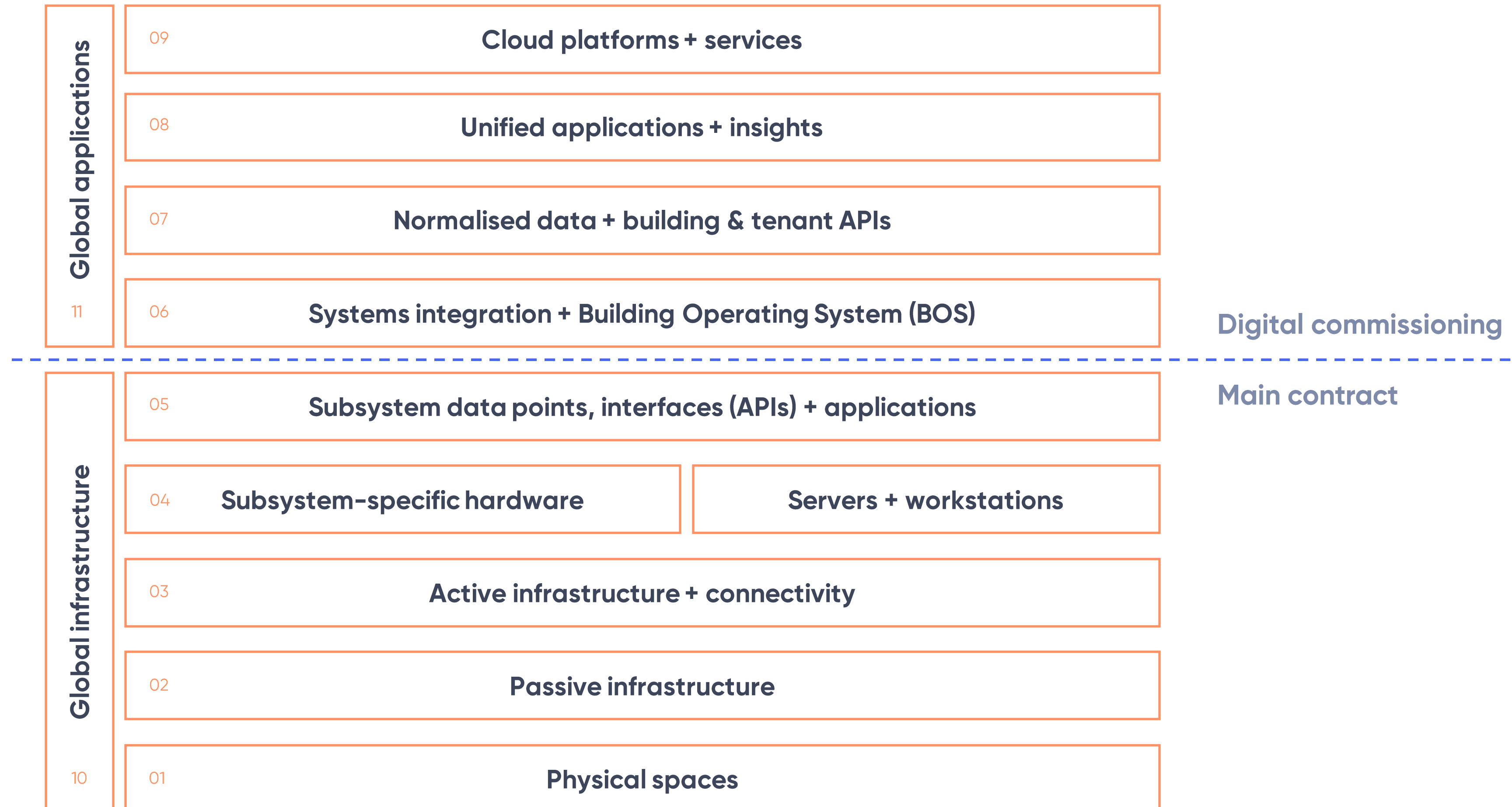
Talk technology simply



Break it down- the building technology stack



Working the stack into construction & fit-out



**Consistent people experiences
using inconsistent technologies.**

People > technology.

Begin with the end in mind.

Design. Build. Operate.

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Imagination, engineered

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