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SES Consulting,  
Inc.

# The Future of Building Automation Creating Our New Persona “Building Emotion”

Presented by [AutomatedBuildings.com](http://AutomatedBuildings.com)

**JOIN US! MONDAY, JAN. 14 • 9:00AM – 10:00AM • LOCATION: B311**





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January - Open 2019



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## "Open 2019" - Editorial

Comments by - Ken Sinclair, Publisher

### January Articles

Open BAS is About to Get Bumpy!!!  
Scott Cochrane, Cochrane Supply & Engineering

Open Workplaces Caught My Attention  
Marc Petock, LynxSpring, Inc.

Enabling an Open Innovation Platform Part 2 of 2  
Nicolas Waern, Go-IoT

Systems for Small and Medium-size Buildings  
Jakub Górski, Global Control 5

Why does BACnet matter for Building Owners?  
Monica McMahan, Optigo Networks

Let's Talk BAS Cybersecurity  
Anto Budiardjo, New Deal for Buildings

The Best Talent will Demand the Smartest Buildings  
James McHale, Memoori

Ensuring Innovation at Every Level of the Building  
Kurt Gokbudak, Schneider Electric

Anatomy Open Edge Controller -The Processor Part 2  
Calvin Slater

timeline SMART BUILDING AUTOMATION EVOLUTION

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January Interviews  
"Open"ing Up Our Buildings  
Brad White  
Smart Workforce, Smart Cities  
Prabhu Ramachandran  
Integration & Tagging at Bedrock  
Therese Sullivan & Joe Pattenau  
Master Systems Integrators (MSI)  
Scott Cochrane & Josh Reding  
Critical time BAS in the IoT space  
Kendall Anderson  
What's important in sales in 2019?  
Skip Freeman & Aaron Hanna  
2018 ControlTrends Awards  
Ken Smyers  
AHR Expo 2019  
AHR Expo Management

### January Columns

Open 2019  
Ken Sinclair/contractormag  
Edge of Change  
Ken Sinclair/contractormag  
The Rise of Convenience  
Manny Mandrusiak  
three major changes  
Ken Sinclair/facilitiesnet

### Blogs/Podcasts

Edge of Change @AHRExpo  
"building emotion", the edge, AHR Expo  
Edge-You-Cated Interview  
Digital Mindfulness in Smart Building  
Mindful Machines  
Digitally Mindful Buildings



AHRExpo 2019 Atlanta Preview

Nov/December Reviews  
"Edge of Change"



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KIMBERLY BROWN  
Cochrane Supply  
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## Introduction to Building Automation Systems

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## Smart Building Automation Evolution from Ethernet to Emotion

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## Exploring Our Human Connection: 7th Annual Connection Community Collaboratory

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TROY DAVIS  
EnOcean Inc.



MARC PETOCK  
LynxSpring, Inc.



JOHN PETZE  
SkyFoundry



KEN SINCLAIR  
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GEORGE THOMAS  
Contemporary  
Controls



MARTIN VILLENEUVE  
Distech Controls

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LAWRENCE AMPOFO, PhD  
Semantica  
Research & Digital  
Mindfulness



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## Smart Environments for Humans

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CALVIN SLATER  
Control Air  
Conditioning



NICOLAS WAERN  
Go-IoT



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## Next Generation HVAC Controls: Open Hardware – Open Software

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MARC PETOCK  
LynxSpring, Inc. &  
Project Haystack



JOHN PETZE  
SkyFoundry &  
Project Haystack

## Semantic Tagging Passes an Inflection Point – Understanding Project Haystack

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BRIAN OSWALD  
CBRE | ESI

## The Future of the "Super" Master Systems Integrator

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What if  
people  
could have  
mindful,  
interactive  
relationships  
with their  
buildings?





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A photograph of three people in an office setting. In the foreground, a woman with short dark hair is smiling and looking towards the right. Behind her, a man with dark hair is also smiling and looking in the same direction. To the right, another man with short grey hair is smiling. They appear to be in a collaborative meeting. The image has a halftone or dot-matrix texture.

# ENGINEERING ENERGY EFFICIENCY





# MASTER SYSTEMS INTEGRATOR

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## INTERVIEW SERIES

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# CONTROLS CON

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A recent survey found that...

## 80% of office workers complain about the office temperature



In the summer 27% of office workers think their offices are too hot  
While in the winter 26% of office workers think their offices are too cold  
But what about those that don't complain...?