



2019 EDUCATION PROGRAM • FREE INDUSTRY SESSION



SIDNEY BLOMBERG
K & S
Ventures, Inc.



SCOTT COCHRANE
Cochrane Supply
& Engineering



BRIAN OSWALD
CBRE | ESI

The Future of the “Super” Master Systems Integrator

Presented by AutomatedBuildings.com

JOIN US! TUESDAY, JAN. 15 • 3:00PM – 4:00PM • LOCATION: B311

The Future of the “Super” MSI

- Trade Expertise of Partnered
- IT-Managed Service
 - Cloud Hosting
 - Consultation Services



The Future of the “Super” MSI



Sidney Blomberg, Jr.
Founder and President
K & S Ventures, Inc.
<http://www.ksv.us/>

The Future of the “Super” MSI



Brian Oswald

Managing Director

CBRE | ESI

<https://www.thinkesi.com/>

The Future of the “Super” MSI

What are some of the challenges you face and how do you overcome them?

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How do you find the right people and bring them into the industry properly?

How to do you continue to develop them?


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Can you give examples of different types of MSI contracts/projects?

Which types have proved to be the most profitable?

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What does the distribution of your revenue look like? Professional services versus projects?

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THANK YOU!

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