



LONMARK®
Connection

**You have questions.
We have answers.
Can we all handle the truth?**

Terry Hoffmann
Director, BAS Marketing
Johnson Controls

Where is the industry headed?

- Standard systems
- Integrated/Interoperable systems
- IP based communications
- Enterprise applications
- Wireless



Where is the industry headed?

■ Consolidation

- Manufacturers will continue to acquire assets (physical and intellectual) to meet demand

■ Convergence

- Both vertical and horizontal integration based upon incremental value and risk reduction

■ Globalization

- Harmonization of global standards and homogenization of global practices



Who is winning the key projects

- Systems integrators who are not afraid to go where no one has gone before
 - “We don’t do it that way” is not an answer
- Those with a history of performance
- Those who listen to the customer
- Those who have solutions



What's new in R&D

- Edge devices
 - IP cameras w/storage
 - VFDs with embedded IP controllers
- Mesh networks
- Advanced diagnostics and control algorithms
- Service based network architectures
- Energy harvesting
 - Photovoltaic
 - Vibration



The value of LonMark open and interoperable systems

- Standards based systems
 - Integrated/Interoperable systems
 - IP based communications
 - Enterprise applications
 - Wireless compatibility
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- The best and largest interoperability organization in the industry!

