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**NIAGARA  
SUMMIT**

**CONNECTING  
THE WORLD**



CONNECTING  
THE WORLD

# Master Systems Integrator. The SI of Tomorrow.

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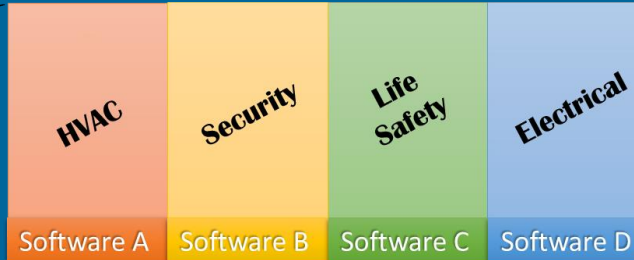
# What is a Master Systems Integrator?

## Purpose:

Connect the building stakeholders to their systems and provide useful, meaningful, and important information and control.



Software &  
Communications  
Systems



Aggregated Software Platform

Building Information Systems

Building System  
Master Systems  
Integrator

# MSI: Responsibilities

## Technology Expert - Consultant

- Educate construction team.
  - Smart design through knowledge.
- Valve engineer design.
  - Look for synergy to save money.
- Review progress to ensure direction of systems.
- Collaborates with IT Departments.

## Solutions Provider – Develops User Experience

- Provides software that allows all systems to communicate to each other.
- Connects subcontracted systems and provides the interfaces required to run and advance the building.



# MSI: Qualifications

## Capabilities

- Building Controls – installation, programming and service.
  - HVAC/BAS
  - Lighting Control
  - Asset Management and Security
  - Life Safety
  - Data Center
- IT / OT – installation, programming and service
  - Network Design
  - Cyber Security
  - Enterprise Software
    - Authentication
    - Scheduling
    - ERP



# MSI: Procurement

- Existing System Expansion—  
Negotiated
  - Ex: Connect HVAC to Life  
Safety
- Specification: New CSI  
Section 25 / 3
- Hire MSI as a professional  
service and staffing service.



**BEST  
RESULTS**

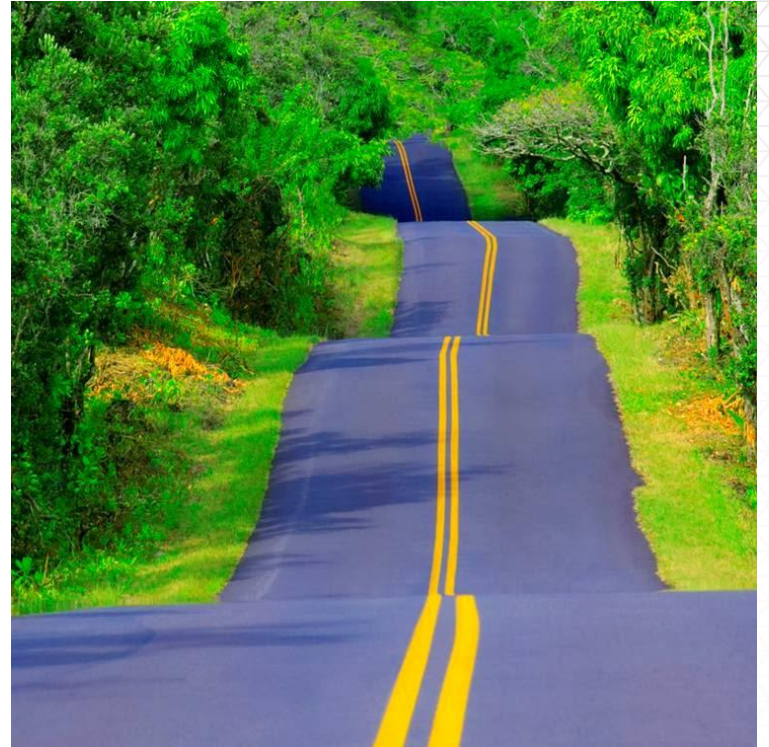


**Change is HARD  
but very IMPORTANT**



# Panel Introduction

What is your MSI story, how did you develop your passion and success in this industry?



# Panel Introduction

Brian Oswald – CBRE / ESI





# Panel Introduction

Jason Houck – Hepta



# Panel Introduction

Nicole Conklin –  
Cochrane Supply



# Panel Introduction

Brian Turner - OTI



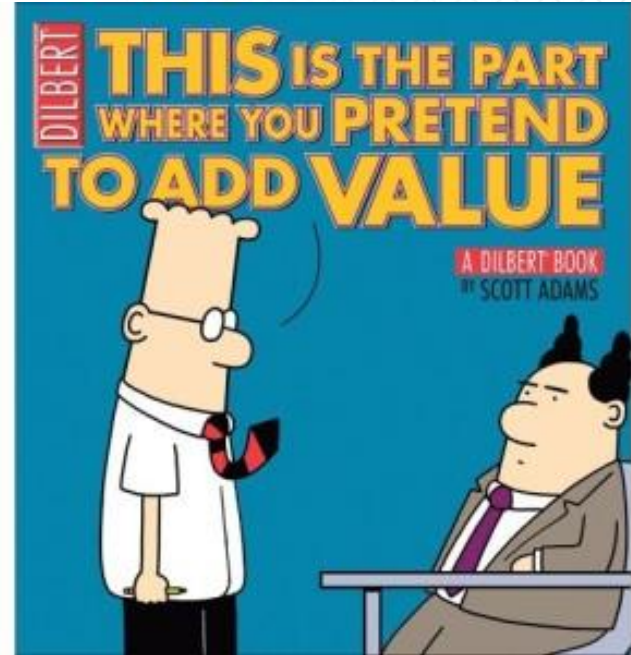
# Panel Questions

- What would you recommend for the first steps, to a company looking to become a MSI?



# Panel Questions

- What is the biggest value a MSI brings to a project or owner?



# Panel Questions

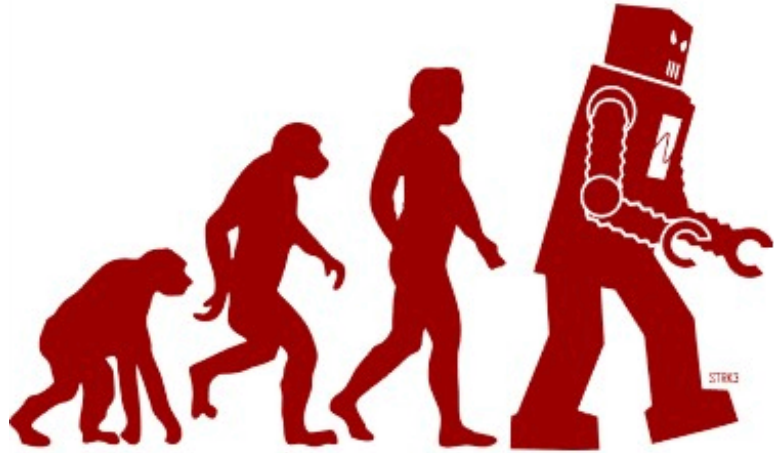
- The Answer Man / Woman – many people come to our panel for answers about integration, where do they go for answers?





# Panel Questions

- Evolution of Building Controls – from pneumatics to artificial intelligence, if there is anything guaranteed its change, how do you keep you and your company / services evolving into new capabilities?



# Panel Questions

- With new capabilities, change for the owner and their teams can be challenging, What does it take to make it change even though many want to keep things the same?



# Panel Questions

- In 5 years where do you see this business?



# Thank you!