



# Knowledge for growth in smart buildings

Consultants Outreach Programme

# Welcome to the Consultants Outreach Programme

**You understand the potential of digital transformation and dare to transform built environments into smart, healthy and sustainable spaces.**

The foundation of smart buildings is data. The global smart building market is anticipated to grow with a CAGR of 21.8%<sup>1</sup> between 2024 and 2032 and is expected to reach from \$96 billion to \$568 billion by 2032. This outstrips the predicted growth rate of construction (CAGR 3.19%)<sup>2</sup> by around six times.



- 1) Source: Fortune Business Insights Aug 2024
- 2) Source: Mordor Intelligence Construction market growth and trends 24-29



An insight-led educational workshop series that bridges knowledge gaps and empowers your organisation.

# Addressing the potential of digital growth



It's exciting to know that workplaces of the future won't just be constructed of bricks and mortar. Advanced technologies are being used to create a digital infrastructure, and industry leaders like Johnson Controls are helping create smart, healthy, and sustainable spaces and places. This gives organisations a better way to manage the overwhelming amount of data that buildings generate.

Consultants need to stay current with building management system technologies and practices to ensure they can provide the most effective and efficient solutions for their clients. As systems evolve, they offer enhanced capabilities for energy management, operational efficiency and integration with other systems. Keeping up to date allows consultants to advise on the best practices for system integration, which can lead to significant improvements in building performance and cost savings for facility owners. Moreover, understanding the latest technologies enables consultants to design systems that are future-proofed, ensuring long-term sustainability and adaptability to new innovations.

However, implementing smart buildings isn't without its challenges. According to the Standish Group's

Annual CHAOS 2020 report, 66% of technology projects end in partial or total failure. Deployment of smart buildings involves a complex array of technologies, including information and operational technologies, application development, cloud technologies, big data with AI and ML, cybersecurity, privacy paradigms, and intellectual property. Unfortunately, the consulting industry is relatively new to specifying these technologies, and there are few academic or professional pathways available that cover the required knowledge base.

## **Increase qualified resources**

The Johnson Controls Consultants Outreach Programme aims to address these challenges and offer an insight-led educational series of workshops to bridge knowledge gaps using our global industry expertise.

The objective of the programme is to become the recognised industry accreditation for your organisation, and to support you in delivering successful smart building projects.

We're in the initial phases of developing the programme, and we're excited to share agnostic and open insight, regarding methods, technologies, and choices in reaching our shared clients' desired outcomes.

# Market recognition

Obtaining badging and accreditation from Johnson Controls, which is considered among the most widely recognised providers of smart building technologies in the building industry, can raise your company's profile and deliver greater customer recognition. Johnson Controls offers the world's largest portfolio of building technology, software and service solutions.

## Access to resources

Our partners will have exclusive access to a wealth of technical resources, white papers, learning material, simulators, cost models and more.

## Validated knowledge and ensured quality

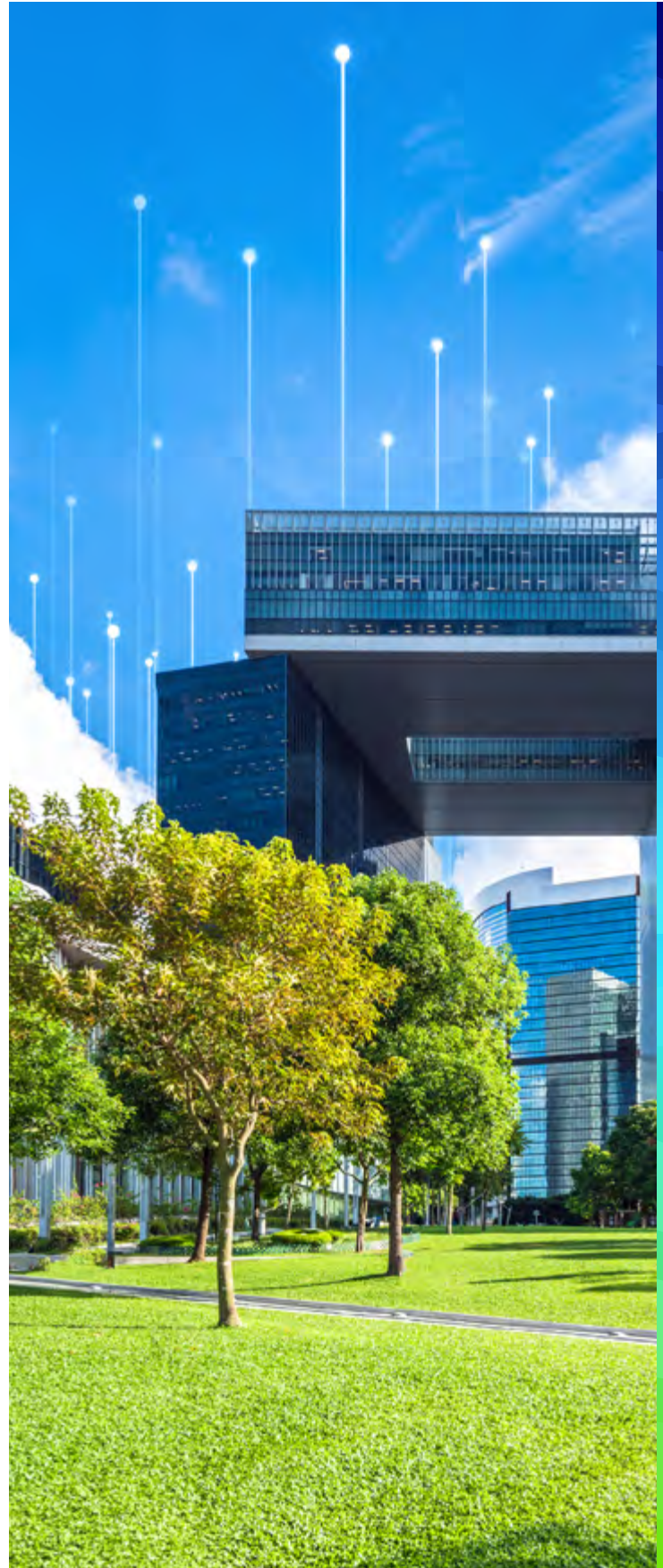
Johnson Controls badging and accreditation demonstrates to your customers that your company maintains its knowledge base. It also validates your company's expertise in working with smart building solutions as you engage, design, estimate and manage the deployment of smart building technologies.

## Benefits of badging and accreditation

Each accreditation level offers an incremental suite of benefits to your company.

## All Johnson Controls accredited partners have access to:

- Industry experts
- Insightful white papers
- Cost calculators and ROI calculators
- Strategic outcome definitions
- Specifiers guidance materials
- Prescriptive design simulators
- Development portals
- APIs
- Commercial insights



# Workshops

## Outcome-focused workshops

- **CODE Introduction to Smart Buildings**  
An in-depth look at what drives the adoption of smart buildings and the underlying business case for adoption
- **What is Net Zero in Buildings and Real Estate Sector**  
Net Zero applied to buildings and real estate portfolios: how can smart buildings help achieve the commitments?
- **Healthy Buildings**  
What are the elements of buildings that impede our health and productivity?
- **Energy Management Information Systems**  
Deep dive into the capabilities of EMIS
- **Plant Simulation**  
Use a full digital twin simulator to help design and virtually test a new energy centre
- **Cost Implications of Smart Buildings**  
Developers are using smart to make the building more attractive and increase lettable value
- **Mobile Applications**  
Use cases – interaction of occupant with the systems and technologies for the productive use of space
- **Plant Optimisation**  
Discover how AI can optimise energy conversion, improving the coefficients of plants
- **FDDA**  
Fault detection, diagnostics and automation systems using AI

## BMS-focused workshops

- **BMS 101**  
Introduction to BAS/BMS
- **BMS 102**  
Introduction BMS optimisations (part two)  
Auto-tuning



- **BMS Integration**  
MQTT, BACnet and APIs
- **Cyber and Networking Challenges**  
Cybersecurity and networking in BMS

## Foundational workshops

- **Cyber Security/Privacy**  
Overview of best practice in Secure by Design and Privacy by Design

## Technology-focused workshops

- **ML & AI in Buildings**  
How are big data, ML and AI used in the real estate sector and why is this technology fundamental to smart buildings?
- **Cyber Security – Zero Trust Architecture**  
As IT/OT and IoT converge, this workshop looks at how to adopt the zero trust approach to reduce risks for remote access and cloud communications

### **About Johnson Controls:**

At Johnson Controls, we transform the environments where people live, work, learn and play. As the global leader in smart, healthy and sustainable buildings, our mission is to reimagine the performance of buildings to serve people, places and the planet.

Building on a proud history of nearly 140 years of innovation, we deliver the blueprint of the future for industries such as healthcare, schools, data centres, airports, stadiums, manufacturing and beyond through OpenBlue, our comprehensive digital offering.

Today, with a global team of 100,000 experts in more than 150 countries, Johnson Controls offers the world's largest portfolio of building technology and software as well as service solutions from some of the most trusted names in the industry.