



# NS2022

ACCELERATING INNOVATION

# Specifying Intelligent Buildings Room E219AB



# Marcello Luisi



- Sr. Business Development Manager responsible for the growth and continued success of existing Tridium partners and cultivating new partnerships in the OEM channel.
- 20+ years of experience selling various brands of Niagara solutions during his time working in distribution, controls manufacturing and for the past three years at Tridium.

# Paul Maximuk



- Senior Associate at Newcomb & Boyd with a demonstrated history of working in the information technology and construction services industry.
- Strong experience with Building Management Systems, Controls, Energy Management, Facility Management, Electrical systems, Heating, and Contract Management.
- 2019 IBcon Julie Devine Digital Impact Award Winner.
- Instrumental in effectively articulating the business value of complex new technologies to leadership and has driven the change management necessary for successful implementation.

# George Hawkinson



- Project Manager and Technology Consultant at Burns & McDonnell. In this capacity, he works with stakeholders tasked with implementing or improving upon corporate initiatives such as Sustainability & Energy Management, Operational & Maintenance Management, and Capital Improvement Projects.
- 20+ years of experience in the design, development, and deployment of building automation, industrial automation, energy management, and distributed big-data architectural solutions.

# Chris Koenig



- Controls design engineer with KFI Engineers. Over 25 years of experience rooted in HVAC control and have grown to deliver other building systems including lighting, access, energy metering and control, large central plants, and IP-Networks. Involved with control projects throughout building lifecycles from initial sales and estimating to hardware and software design to ongoing maintenance and retrofit.
- Engage with clients to understand their building automation goals. Collaborate with other design teams at KFI Engineers and make recommendations to develop design documents. Specify well thought-out building control strategies and communicate clearly to providers.
- Continue researching new technology and industry changes. Implement and test new technology to incorporate into our designs.

# Craig Stevenson



- President of AUROS Group, which is a technology and consulting company based in Pittsburgh, PA. Craig is widely known for his role in establishing Pittsburgh as a leader in "Evidence-based Performance" for the built environment. Evidence-based Performance uses technology to bridge the gap between "hoping" a building is performing as designed to "knowing" a building is meeting its performance goals.
- Credentials and affiliations include: MBA, MS-MIS, CPHD/C, CPHC, LFA, LEED AP, WELL Faculty, WELL AP, RESET AP, Fitwel Ambassador, EcoDistricts AP, and DBIA.
- With 32 years of construction experience, Craig is credentialed in virtually all known building performance standards. Using these skills and experiences, Craig ensures building owners have the data required to build and operate the highest performing buildings at the lowest possible costs.
- Craig is co-author of the recently released book, "The Power of Existing Buildings—Save Money, Improve Health and Reduce Environmental Impacts" and the much-referenced ASTM article, "Project Case Studies and the Lessons they Teach about Whole Building Envelope Air Leakage Testing."
- Craig holds two United States' patents in the field of data science for the built environment.



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**What is the most important part of the design process when considering smart buildings?**





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**What are owners asking for from an intelligent building design?**



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**How do you present analytics to owners? Is this a requirement for every smart building project?**



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## Questions?

Thank You!

