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# Future of Facility Management Systems

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Today, facilities are viewed as strategic resources... elevating the facility manager to the role of asset manager supporting the organization's overall business goals ...managing facilities as a true profit center.

*From an E-mail promoting a new book*

***Total Productive Facilities Management - by Richard Sievert***



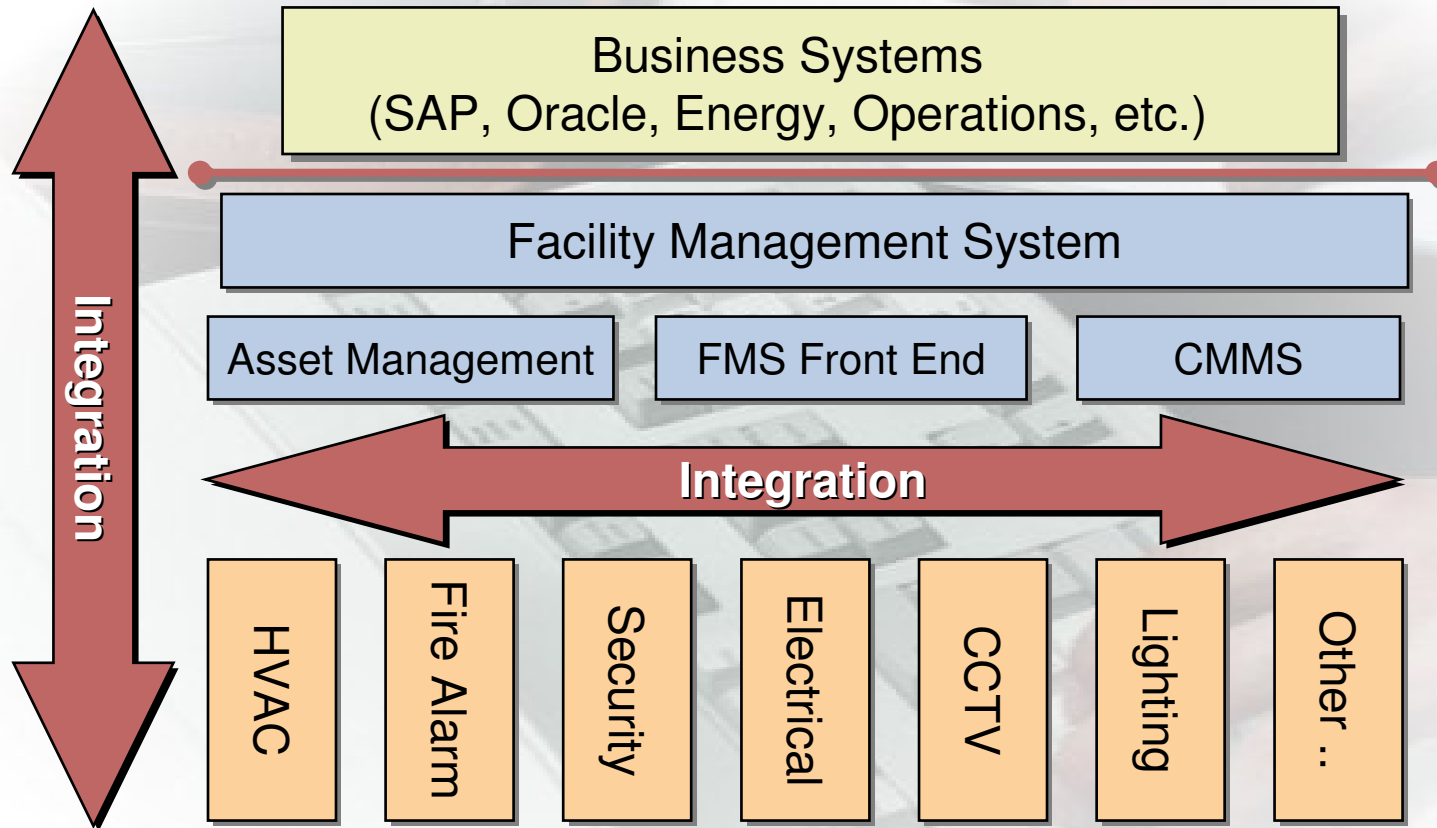
# Business Goals for Facility Management Systems

- Safety
- Productivity
- Efficiency





# Business View





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# Big Issues for Today and Tomorrow

- Building Intelligence
- Globalization





# Building Intelligence

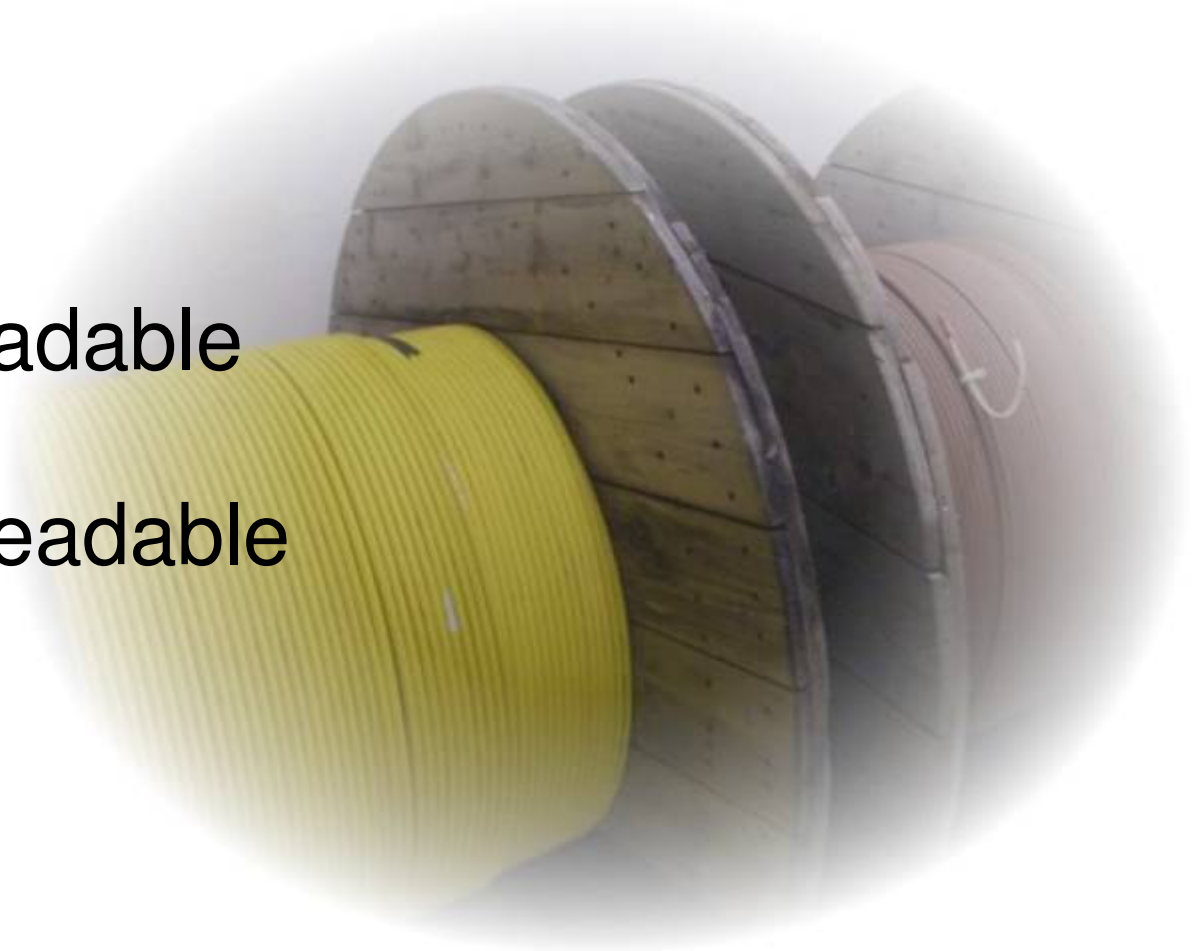
- Ability to achieve business goals
- Financially driven
- Will follow Internet standards





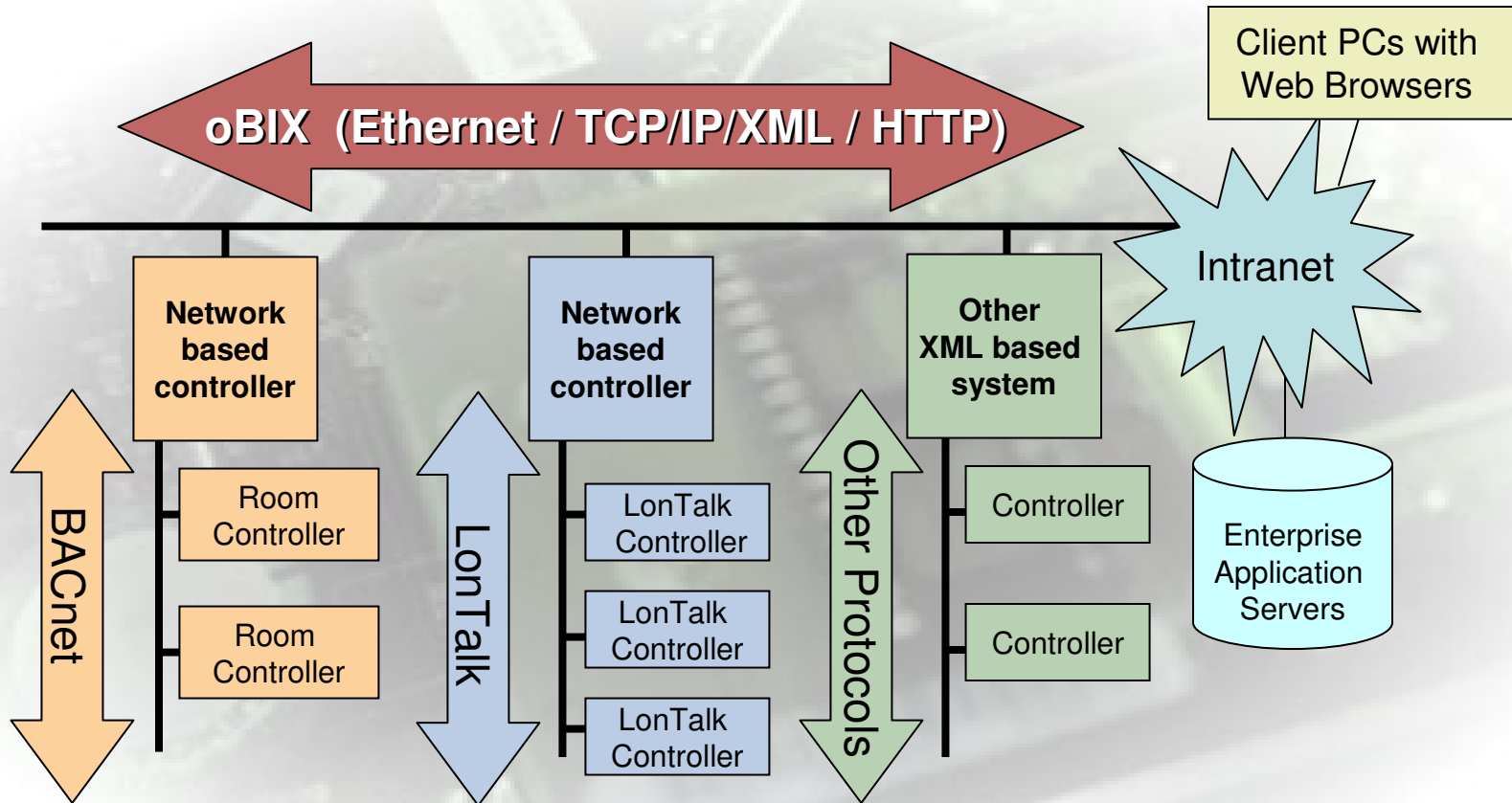
# Internet Standards

- Physical
- Human readable
- Machine readable





# Architecture







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# Secure Communications, Web Browser Operation





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# Business Intelligence





# Instant Access to Data

**CMMS**

**Dashboards**

**Energy Information Systems**

**Scorecards**



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# Selecting the Best Suppliers





# Globalization

- Opening of new markets
- Low cost sourcing
- Low cost development
- Changing system types
- Various levels of user sophistication

*Opportunities and threats – drive toward commodity, explore new models*

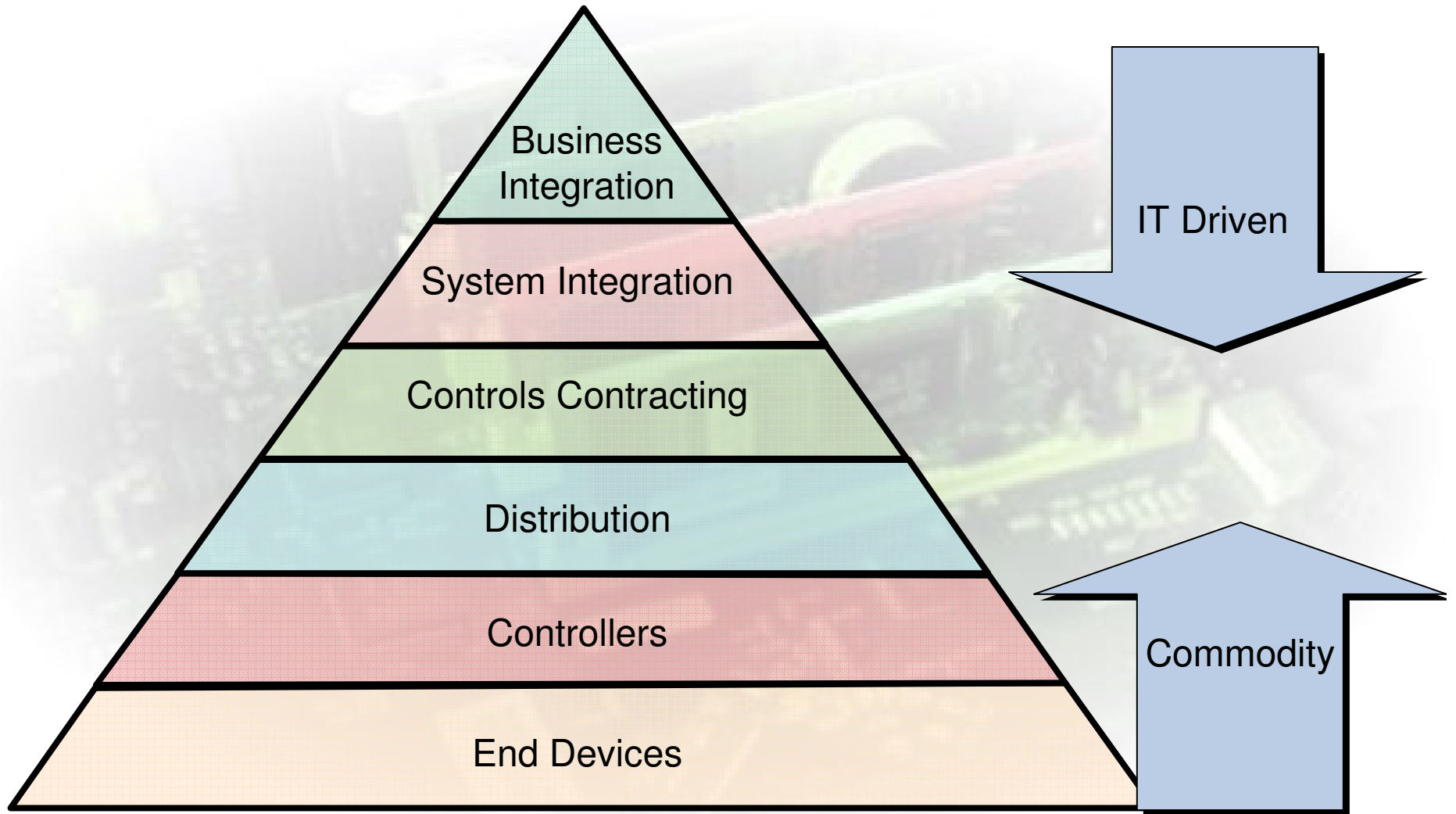


# What's It All Mean?

- Dramatic drop in cost (and margin) of controllers and end devices as they become commodity
- Pressure on the high end from new IT entrants
- Distribution will be critical
- Systems integration becomes key – vertical and horizontal



# Controls Business Model





# What Do You Need To Do?

- Recognize that the world is changing!
- Determine what your strengths and weaknesses are – create a strategy
- Actively support emerging standards
- Take the time to learn