Future Proof Your Business for Tomorrow

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Future Proof You Business for Tomorrow

- Trends within our electrical industry
- Impact of Internet of Things (IOT) within Electrical Contracting Industry
- Sustainable vs. Viable
- Solutions
- Next Steps, Decisions to make

Power Distribution is going through a paradigm shift as the world gets more digital

Always On
- 100% Uptime
- The digital economy demands always-on power

Digitized
- 75%
- Digital generation to be 75% of workforce by 2025 +
- 10x
- more connected devices than people by 2025

Decentralized
- 70%
- of new energy production capacity will be renewable by 2040
### The Internet of Things (IoT)

#### Sleep Tracking & Stages
- Monitor your time spent in light, deep, and REM sleep stages with our accelerometer, actigraphometer, and heart rate sensors.

#### Heart Rate
- Track your heart rate and heart rate variability – an important measure of stress, recovery, and fitness.

#### Breathing
- Notice your breathing patterns throughout your day’s activities to know when you’re calm, focused or stressed. See how your breath correlates to your sleep quality, an early indicator of poor health.

#### All Day Activity & Exercise
- Track steps, distance, calories burned, active minutes, and stationary time.

#### Temperature
- Keep track of fluctuations in your temperature – a subtle indicator of your current health – throughout the day and night.

#### Connect Your Home
- Connect and control devices you already own based on how you feel to further help you reduce your stress and live your best life, effortlessly.

#### 24/7 Monitoring
- Complete information is gathered through a continuous connection. The more you wear SKIN the more you’ll know about yourself, giving you a clearer picture of your health.

#### 6 Day Battery Life
- With a multi-day battery life of up to 6 days, SKIN covers your sleep and nights in – never requires a backup.

#### High-Speed Charging
- Get a full day’s worth of fuel from only 15 minutes of plug-in time when you’re on the go.

#### Ultimate Comfort
- Comfortable, supportive and moisture-wicking premium underwear.

#### Washer Safe
- Wear and wash as you normally would. Lay flat to air dry.

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### Number of years it took…

**For each product to reach 50 million users**

- **Automobile**: 62 years
- **Telephone**: 50 years
- **Electricity**: 46 years
- **Credit card**: 28 years
- **Television**: 22 years
- **ATM**: 18 years
- **Debit card**: 12 years
- **Internet**: 7 years
- **Paypal**: 5 years
- **Youtube**: 4 years
- **Facebook**: 3 years
- **Twitter**: 2 years
Impact of IOT on Electrical Contractor

• Electri International Research Report
  ▪ Smart Buildings & Internet Of Things (IOT) Impact On Electrical Contracting
    - Hisham Said, Santa Clara University
  ▪ Goal: To develop short & long term strategies to prepare for the new era of smart facilities through IOT.

Impact of IOT on Electrical Contractor

• Objectives of the research:
  - Functionalities, Technologies, and Interdependencies
  - New Business, Income Generation, & Contract Models for this growing market
  - Train the future workforce
Impact of IOT on Electrical Contractor-Findings

- Technology is here and now
- EC’s are/have to transform into a System Integrator (SI)
  - Expand their focus on Electrical & Power Systems
  - Efforts includes partnering with current SI to observe practices
- Largest opportunity for revenue stream comes from Services
  - Beyond current comfort zones
  - Includes integration of system(s) & monitoring

Overall Impact
Why is this important?

• The industry is changing, can’t be ignored
  ▪ Goals & Objectives from the End User
  ▪ Generational – “The New Norm”

• Opportunity to capitalize on “true” margins
  ▪ Investment is extremely low
  ▪ Value to your customer increases, attach rate

• Improves your company existence- Future Proof
  ▪ Improves competency & business acumen
  ▪ Helps manage manhours in the field
  ▪ Expands your offer into the marketplace

Sustainability vs. Viability

• Sustainable-Maintain at certain rate
  ▪ Ability to work in today’s market
  ▪ Leverage today’s skilled workforce
  ▪ Work Harder-Digital but not connected

• Examples
  ▪ Commission and leave
  ▪ Are we investing into tomorrow’s workforce?
  ▪ Metering/Smart Sensors/Connected Hardware
Sustainability has its Challenges

• Limits scope of contractual work
• Exposes EC when available market declines
• Limited visibility on system performance
• Demand for power continues to escalate
• Can you provide a quick resolution?
• Efficiency (A-Team or B-Team?)

Viability & IOT

• Viability-Ability to survive
• Work Smarter
• Expands the profile of your company offer
• Prepared for swings in the market (shift)
• Evolution of the Market IOT
  ▪ Service Provider
  ▪ Predictive vs Reactive
  ▪ Positioned as a trusted advisor
Service Provider Landscape

IOT Platforms delivers value to a diverse set of customers
Effective Partnership

- **Design**
  - Consulting engineers
  - Panel builders
  - Contractors
  - Cost effectiveness, differentiation
  - Risk management and cost optimization

- **Build**
  - System integrators
  - Tailored solutions, productivity, differentiation

- **Operate**
  - Facility operations
  - Safety, reliability, efficiency and compliance

**Design & Build Phase**
- Specifier • Engineering
- Panel builder • System integrator • OEM Contractor • Electrician

**Operate & Maintain Phase**
- Facility manager • Operator
- Technical maintenance
- Facility manager • General manager

**Digital Intelligence along the entire building life cycle**

**SAFER RELIABLE EFFICIENT**
- Avoid Electrical Fires and Ensure Protection
- Avoid Downtime by Preventing Power Failures
- Recover from an Outage and Restore Power Safely
- Increase Electrical System & Asset Reliability
- Save Money by Reducing Energy Spend & Maintenance
- Maintain Compliance to Regulations and Sustainability

**FASTER SIMPLER COMPLIANT**
- Save Time and Money in Design & Engineering
- Reduce Risk and Ensure Future Ready Design
- Comply with Standards & Best Practices
- Simplify Install & Commissioning

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Digital Services thru Partners

A collaborative tool to remain connected at anytime with your team

- Create the maintenance community for your assets within your team, your customers or contractors, in a free APP available today
- Share information in real time and be notified in case of issue,
- Assign tasks to the right technicians in your team: skilled, available, close to the location,
- And get support in the field from colleague or expert if needed.

Facility Expert LogBook

Data available from everywhere at anytime

Driving Revenue through Innovation?

Common concerns from Electrical Contractors:

Are you embracing new technologies to keep up with changes in the industry?

Future Proof by leveraging today’s innovations to enhance your revenue stream?

Training today’s workforce for tomorrow’s solutions?

Electrical Contractors

Design

EcoXpert Commissioning

Build
IOT Contractor Profile

- **Strong service business**
  - Maintenance contracts
  - Dedicated services sales person

- **Early adopter**
  - Interest in adopting injecting new technology into their business

- **Business Development Focused**
  - Resource(s) focused on end customer opportunities
  - Generating revenue from existing customer facilities

- **IT capabilities**
  - Resources to connect devices and commission to cloud

- **Target segment match**
  - Customers fit target segments for IOT technology

Ideal IOT Contractor

- Energy & Power Mgmt focus
- Meter Expertise
- Comm's Expertise
- Power Distribution Expertise
- Connected Hardware Expertise
- Software Expertise
- Field Support Project Mgmt
- Grow the Business
Next Steps

• Challenge your business profile
• Outside comfort zone-Delegate
• Train your workforce for the future-IOT
• Minimal Investment-Tools already there
• Develop partnerships-Certifications

Questions? Thank you!

Up Next:
9:45-10:30 am
Interactive break in Canyon 1-6

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