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STRATEGIC EXECUTION OFFICER &
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Duke Realty Corporation



Yorkland Controls

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- Publicly traded REIT (DRE)
- 756 Buildings (320 office, 436 industrial)
- 134M square feet
- 20 cities across the US
- Low to mid-rise suburban office (2-10 floors)
- 25,000-300,000 square foot office buildings



Duke
REALTY CORPORATION



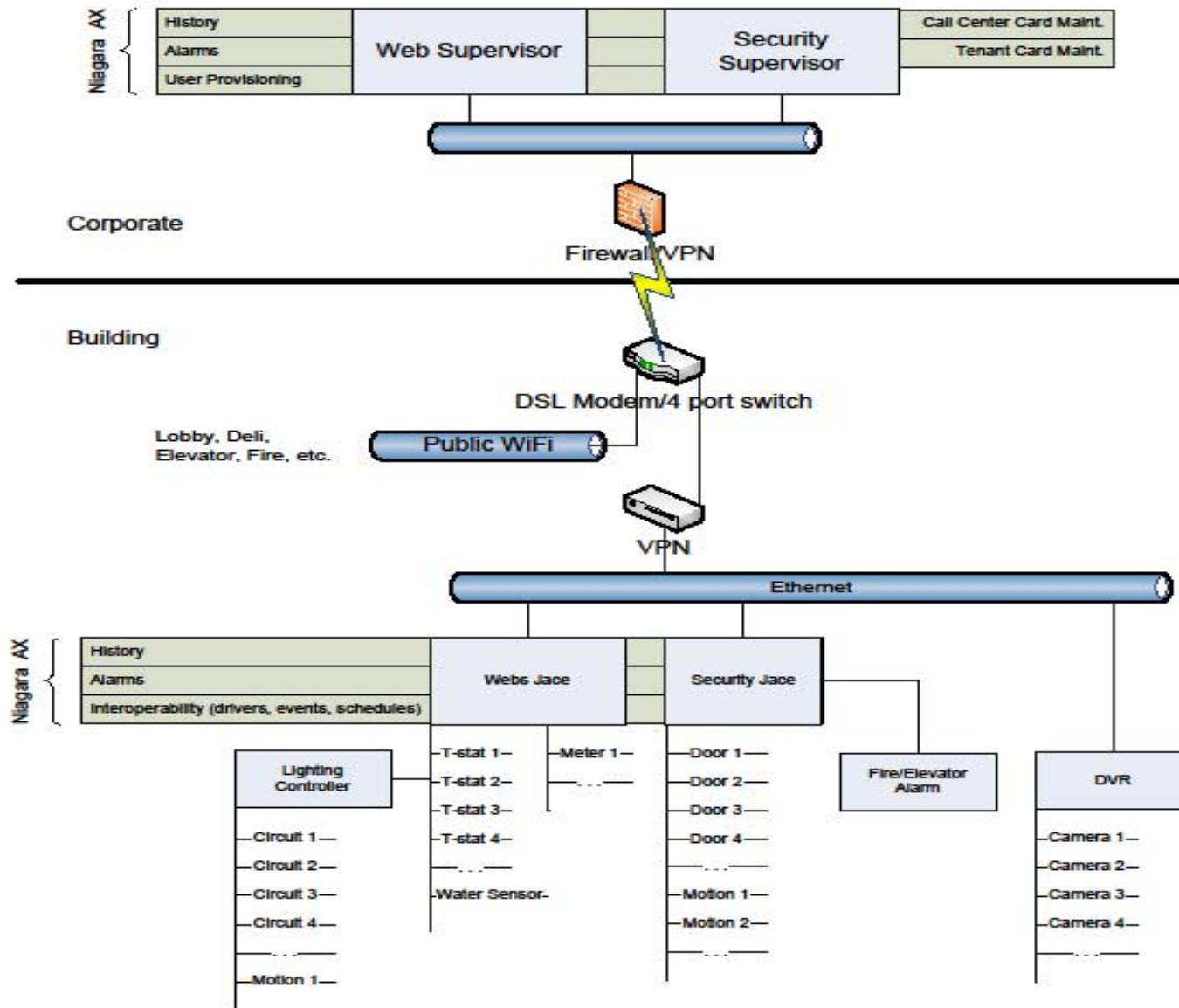
1009

lenovo

Building Automation Activities

- Building Automation Committee – 2004
Construction, Property Management, Facilities Management,
Corporate Energy Manager, IT
- Researched & Recommended Niagara AX – 2005
- Master Spec., education and 1st projects – 2006
- BAS rollout new construction – 2007-2008
62 buildings
- Standardized on Niagara Security – 2008-2010
40 buildings
Centralized security maintenance - 2009
- Centralized Alarms (BAS & Security) – 2008
- Video standard with Niagara AX alarms – 2010
9 buildings, alarms to guard services

Duke Realty Topology



Duke Benefits

- **Card Access Change Request**
From \$25 to \$0-\$10
- **Office Technician Productivity**
From 189,565 to 229,989 square feet
- **Metering payback in 12 months**
- **Alarms identified unknown problems**
Reduce costs and avoided costly repairs
- **Expanded from BAS to Metering, Lighting, Security, and Video with seamless integration on a single platform (building & enterprise)**

Duke Guiding Principles

- **Cost Shifting**
Tenant self-service or lower cost resource
- **Productivity**
Building comes to you, you visit virtually
- **Hard Savings**
Energy and repairs
- **Visibility & Risk Management**
More alarm points, timely notification and escalation
- **Flexibility & Investment Protection**
Migration path from old to new
Open to future applications and technologies

Niagara AX Value Proposition

- Supports Open Standards
 - Lon, BACnet, Modbus, IP, Wireless
 - Choices for manufacturer and service provider
- Common platform for core applications
 - BAS, Metering, Security, Video
 - Alarms, History, Administration
- Scalable
 - Small to large facilities
 - Single to multiple applications
 - Incremental with the building budget
 - Enterprise integration, Tenant access



Thank You

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