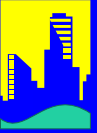


# Building Automation and Security Integration

“Offering Peace of Mind  
with  
Energy Savings & Comfort”



**Yorkland  
Controls**  
+  
ENVIRONMENTAL  
SOLUTIONS

# Joe Soil

Systems & Solutions

**Yorkland Controls**

**Honeywell** *niagara<sup>AX</sup>*

# Logistics

- Washrooms
- Cell phones
- Questions

# Agenda

<b>8:00 am – 8:30 am</b>	<b>Registration &amp; Continental Breakfast</b>	<b>All</b>
<b>8:30 am – 8:35 am</b>	<b>Opening &amp; Introductions</b>	<b>Joe Soil</b>
<b>8:35 am – 8:45 am</b>	<b>Typical Building Systems - Perspective</b>	<b>Joe Soil</b>
<b>8:45 am – 9:30 am</b>	<b>End User Perspective - Duke Realty Corporation Implementing HVAC and Security Integration</b>	<b>Paul Quinn</b>
<b>9:30 am – 10:15 am</b>	<b>Benefits of Integration - CABA</b>	<b>David Katz</b>
<b>10:15 am – 10:30 am</b>	<b>....Break and Draw for Prize....</b>	
<b>10:30 am – 11:15 am</b>	<b>Video Analytics - Dedicated Micros</b>	<b>Brian Hachey</b>
<b>11:15 am – 12:00 noon</b>	<b>Security Integration &amp; HVAC Automation Honeywell</b>	<b>Ed Merwin</b>
<b>12:00 noon – 12:30 pm</b>	<b>The Nuts &amp; Bolts of Integration – Panel Discussion</b>	
<b>12:30 noon – 12:45 pm</b>	<b>Summary &amp; Wrap-up</b>	<b>Gerry Cellucci</b>
<b>12:45 noon – 2:30 pm</b>	<b>Lunch Meeting the Security Integrators</b>	

# Typical Building Systems



**CCTV**

*Stand alone*



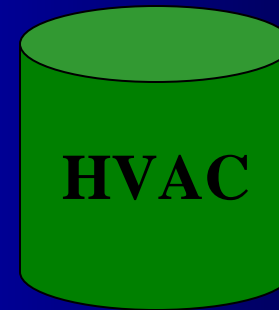
**Card Access**

*Stand alone*



**Intrusion**

*Stand alone*



**HVAC**

*Stand alone*



**Lighting**

*Stand alone*

**Standard**

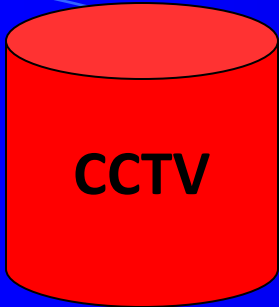
**Seldom**

**Occasionally**

Educational  
Commercial/Industrial  
Office/Medical  
Retail

# Typical Building Systems

## HONEYWELL WEBs AX



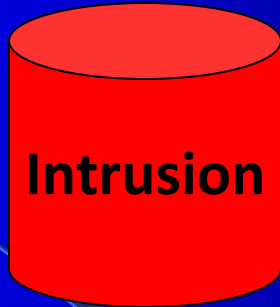
CCTV

*Stand alone*



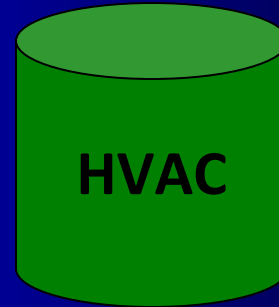
Card Access

*Stand alone*



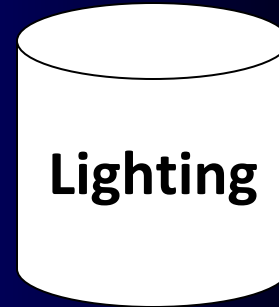
Intrusion

*Stand alone*



HVAC

*Stand alone*



Lighting

*Stand alone*

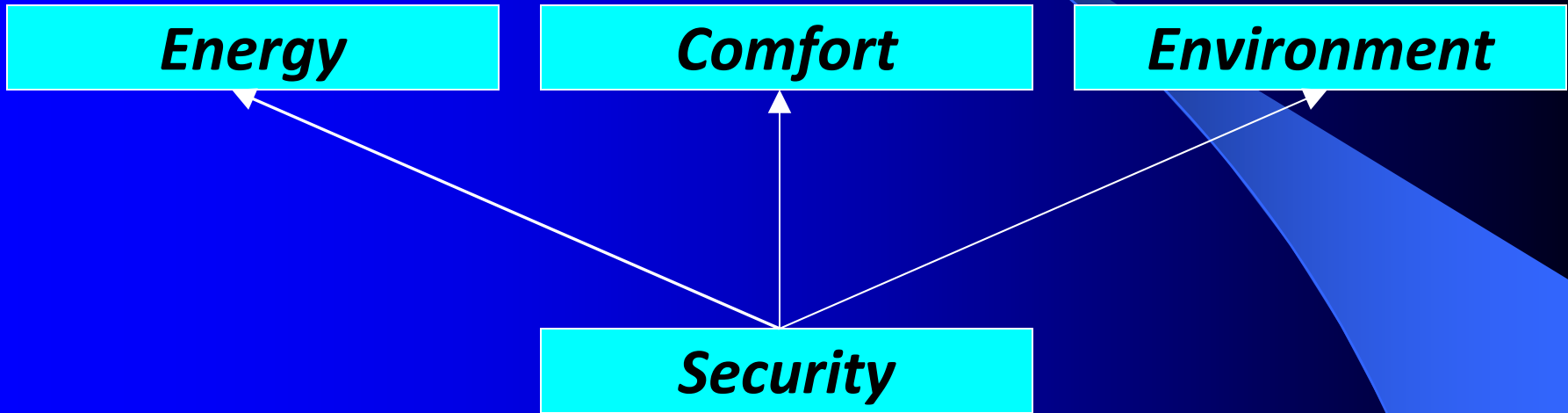
**Standard**

**Seldom**

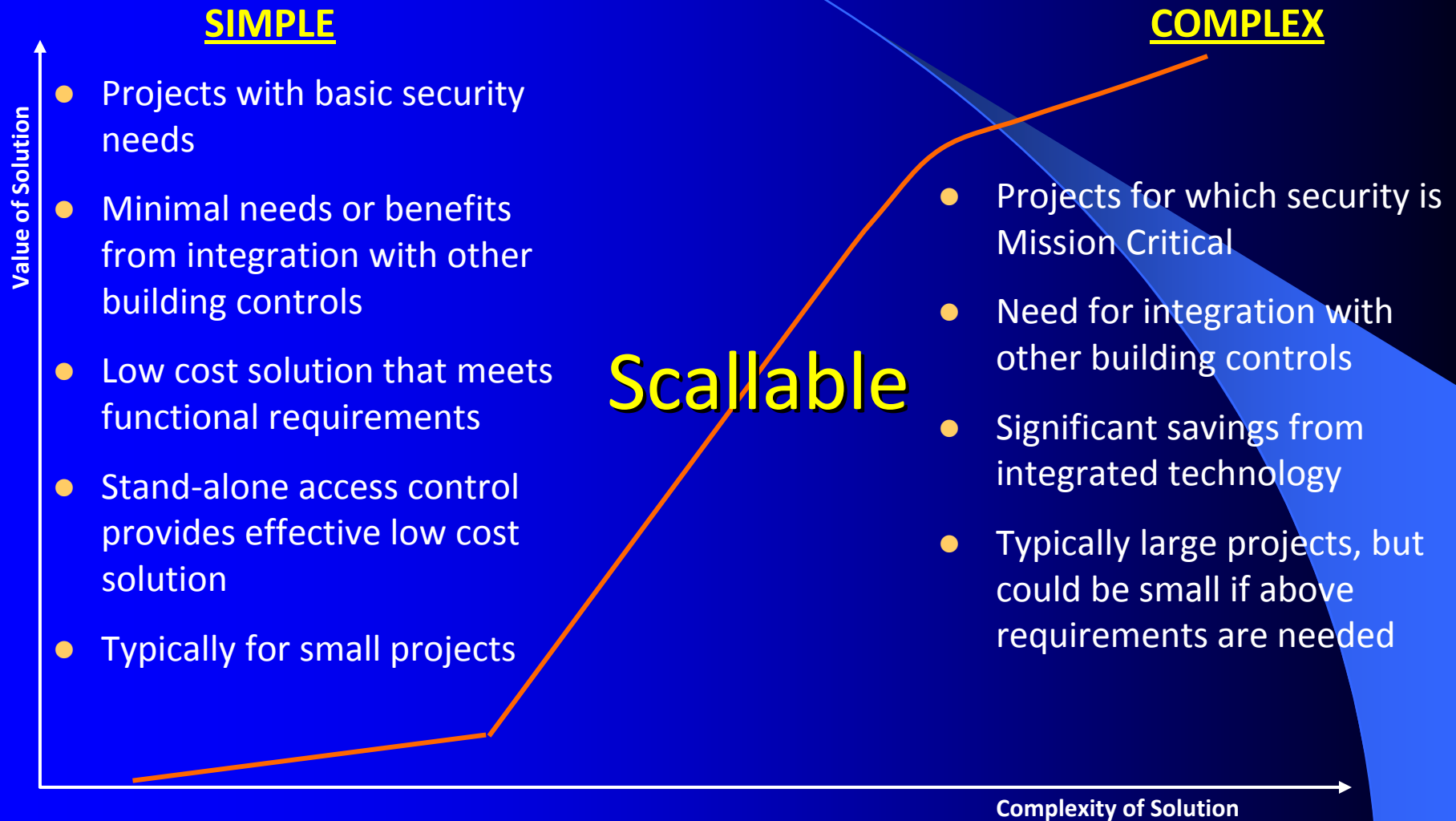
**Occasionally**

Educational  
Commercial/Industrial  
Office/Medical  
Retail

# Peace of Mind

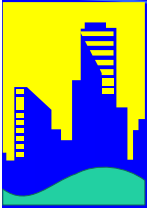


# Complexity and Value



# Panel Group

Paul Quinn	–	Duke Realty Corporation
David Katz	–	CABA
Brian Hatchey	–	Dedicated Micros
Rick Gorka	–	AIRON HVAC & Controls Ltd
Aaron Rocchetti	–	Pre-Lock Security Services
Tony Mammoliti	–	Ambient Mechanical
Joe Soil	–	Yorkland Controls
Gerry Cellucci	–	Yorkland Controls
Gavin Barrett	–	Yorkland Controls



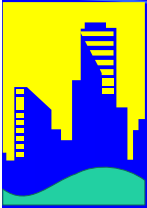
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What are the next step to  
implementation ?

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# Building the team

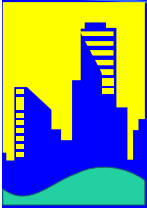
- New construction
  - Plans & Specs
  - Very competitive
- Retrofit
  - Existing relations
- Who leads the initiative
- Do I need a Consultant ?



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What are the required  
skills ?

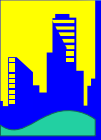
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# What are the barriers ?

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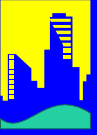
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# Summary & Wrap-up

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# Yorkland's Role

- Products
- Technical
- Proposals
- Sales support
- Site Audit
- Specification Guidance



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# THANK YOU

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