



SMART BUILDINGS SUMMIT 2017

STRATEGY, TECHNOLOGY AND INNOVATION FOR HIGH PERFORMANCE BUILDINGS

Register online at
www.smartbuildingsummit.com.au

28-29 November 2017
The Holme Building, University of Sydney | Australia

KEY BENEFITS OF ATTENDING:

- Be part of the most powerful gathering of leaders working at the intersection of commercial real estate, technology, automation & innovation
- Learn how digital technologies and the explosion in real time data are transforming the way companies use & generate value from buildings
- Hear how smart buildings are driving gains far beyond sustainability
- Get insights into how the gig economy, co-sharing spaces & new ways of working are changing tenant requirements
- Find out how forward thinking investors, owners and tenants are valuing commercial property based on its "digital potential"
- Connect and form partnerships with the world's leading smart building solution providers & enablers

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BRUCE DUYSHART
Director
Meld Strategies



JOSEPH AAMIDOR
Managing Director
Aamidor Consulting (USA)



PAUL EDWARDS
General Manager Workplace Experiences,
Office and Industrial
Mirvac



AIDAN COLEMAN
Chief Technology Officer
Charter Hall



CAROLYN TRICKETT
Regional Director, Head of Business
Technology, Property & Asset Management
JLL



ANDREA ROBERTS
Head of Asset Management Office and
Logistics
GPT



BELINDA COONEY
Division Director
Macquarie Capital

INTRODUCTION

The Internet of Things (IoT) is already having a significant impact on the commercial real estate industry, helping companies realise gains far beyond sustainability.

IoT applications can grow margins and enable dramatically more efficient building operations, enhanced tenant relationships, and new revenue generation opportunities. With the amount of data that can be accessed about everything from occupancy, to airflow rates, to energy use, buildings are becoming truly intelligent.

The Smart Buildings Summit will bring together senior executives from commercial real estate (retail, multi-family, office, industrial), facilities management, developers and construction companies, architecture and design firms and IoT to discover new strategies & hear new trends supporting smart buildings.

It will feature leading local and international expert speakers who will show how IoT can be leveraged to enhance building performance, better manage portfolio risk and liquidity, transform the tenant and user experience and create new revenue streams through IoT.









KEY TOPICS BEING COVERED:

- What are the drivers for smart buildings?
- What are the implications of smart buildings for owners, investors & tenants?
- Which property sectors are leading the way with smart building innovation?
- How is disruptive technology reshaping the property sector and creating new business models?
- How is the changing nature of work & tenant expectations reinventing ownership-leasing arrangements?
- How do you optimise and future proof smart buildings through “whole of life” considerations?
- What are the business opportunities presented by smart building connectivity & data?
- How do you overcome the cybersecurity and data privacy issues resulting from smart buildings?



AGENDA AT A GLANCE

DAY 1 NOVEMBER 28, 2017

	Registration			
	Keynotes and plenary panel: STATE OF THE MARKET- THE NEW REAL			
	Networking Break and Showcase Viewing			
	Keynotes and Plenary Panel: New Business Models and Partnerships			
	Lunch and Showcase Viewing			
Breakout Session: ROUNDTABLES				
1: The ROI of an smart building	2: Enhancing the tenant/ occupier experience	3: Space utilisation & people movement	4: BMS Optimisation, Efficiencies and Management	5: BIM for smart built environments
6: Your roadmap to a Smart Building	7: Security and privacy considerations	8: Understanding and overcoming the challenges facing building owners	9: Retrofitting: making an existing building smart	
	Networking Break and Showcase Viewing			
	Closing Keynotes and Plenary Panel: Connectivity and Data			
	Networking Drinks			

DAY 2 NOVEMBER 29, 2017

	Registration
	Keynotes and Plenary Presentations: WORKPLACE TRENDS & BUILDING DESIGN
	Networking Break and Showcase Viewing
	Keynotes and Plenary Panel: TECHNOLOGY AND INNOVATION
	Lunch and Showcase Viewing
	Keynotes: SECURITY AND PRIVACY
	RealTech PitchFest: WINNER ANNOUNCED
	Networking Drinks

“Smart buildings present significant opportunities to all stakeholders - the building owners and operators, who can more effectively and economically manage their investments, and occupants, who can be more productive, happier, and healthier. Like the adoption of all new technologies, smart buildings can appear risky, but more and more industry leaders see the benefits and are implementing these technologies.”

Joseph Aamidor, Managing Director, Aamidor Consulting



AGENDA

DAY 1 Tuesday, 28 November 2017

08:00 Registration and welcome coffee
08:50 Opening remarks from the Chair



BRUCE DUYSHART
Director
[Meld Strategies](#)

STATE OF THE MARKET - THE NEW REAL

09:00 **Smart Buildings - Is this the new normal?**

- Smart Buildings defined
- What are the drivers of a Smart Building design?
- Who are the stakeholders who will benefit from a Smart Building?
- What the key technologies can you expect to find in a Smart Building?



BRUCE DUYSHART
Director
[Meld Strategies](#)

09:30 **The IoT Wave: Why we need smart buildings and why we should want them now**

- Quantifying and qualifying the IoT opportunity
- Macro-drivers of smart buildings
- Opportunities for IoT in buildings
- Discuss the "why not" - why has this technology not scaled up to now?



JOSEPH AAMIDOR
Managing Director
[Aamidor Consulting](#)

10:00 **How investors, owners and tenants are changing the way they value commercial property based on its "digital potential"**



BELINDA COONEY
Division Director
[Macquarie Capital](#)

10:25 **PANEL: Market Sectors - Who's getting smarter faster?**

This panel will hear from a range of industry experts as to the gains they are seeing in their market sector. Who's leading? Who's falling behind?

- Residential
- Industrial
- Commercial
- Retail

Panel Moderator:



BRUCE DUYSHART
Director
[Meld Strategies](#)



RICHARD SCHUTTE
Director of Customer and Community Led Innovation
[National Australia Bank](#)



NICOLE FITZGERALD
Associate Director, Workplace Strategy
[CBRE Advisory & Transaction Services - Occupier](#)



AIDAN COLEMAN
Chief Technology Officer
[Charter Hall](#)



JOHN PREECE
Head of Occupier Solutions
[Knight Frank Australia](#)

11:00 Networking break and showcase viewing

NEW BUSINESS MODELS AND PARTNERSHIPS

11:30 **We take a look at the three emerging trends that are reshaping the way people will use real estate in the future.**

- Mobility - how the work from anywhere trend is transforming the utilisation of traditional spaces
- Collaboration - How the new collaborative economy is reshaping CRE demand and use
- Transport - Impact of autonomous vehicles, self-driving cars, ride sharing on building design
- New business models that can deliver against building owner expectations



RICHARD SCHUTTE
Director of Customer and Community Led Innovation
[National Australia Bank](#)

11:55 **Smart buildings: How IoT technology aims to add value for real estate companies**

- Why the future of CRE just may be in location, information and analytics



ANDREA ROBERTS
Head of Asset Management Office and Logistics
[GPT](#)

12:20 **Rethinking value creation - a circular economy perspective**

- Thinking intelligently about the assets for the future
- Whole of life considerations when developing resilient, sustainable buildings
- Smarter building optimisation through life-cycle planning
- How the IoT could enable a less resource-dependent and circular economy



JONAS BENGTSSON
Chief Executive Officer
[Edge Environment](#)

12:45 **From smart buildings to smart property management, smart tenancy and smart property ownership**

- What are the trends and technologies disrupting the property investment cycle for owners, real estate agencies, property managers and tenants?
- How changing consumer expectations, economic factors, generational change and technology will reinvent the property ownership-leasing journey



TIM MOLLOY
Chief Executive Officer
[Console Group](#)

13:10 **Disrupting Real Estate: Panel debate**

This session will highlight a range of technologies that are disrupting other industries and are likely to impact the property industry.

- Standards
- Internet of Things
- Big Data
- Cost of computing
- Cloud Computing
- Robotics
- Artificial Intelligence
- Drones

Panel Moderator:



ROBIN MELLON
Chief Executive Officer
[Supply Chain Sustainability School](#)



JOSEPH AAMIDOR
Managing Director
[Aamidor Consulting](#)



PAUL EDWARDS
General Manager Workplace Experiences, Office and Industrial
[Mirvac](#)



LINDA RUDD
Senior Director, Asset Management Services
[Knight Frank](#)



TIM MOLLOY
Chief Executive Officer
[Console Group](#)



STUART BROWN
Director and Chief Executive Officer
[BlackWall](#)

13:40 Lunch and showcase viewing

14:30 - 15:45 AFTERNOON ROUNDTABLE SESSIONS

Attendees will have the option of attending 3 concurrent sessions (25 min per session).

1. **The ROI of an smart building**

JOSEPH AAMIDOR
Managing Director, [Aamidor Consulting](#)

2. **Enhancing the tenant/occupier experience**

JOHN PREECE
Head of Occupier Solutions, [Knight Frank Australia](#)

3. **Designing our buildings with long-term maintenance in mind from the beginning**

STEFAN SCHWAB
Executive General Manager, Building Technologies Division, [Siemens Ltd](#)

4. **Building Management Systems (BMS)**

BILL MARLOW
Consultant, [VRT Systems](#)

5. **BIM for smart built environments**

DAVID MURRAY
Customer Insights & Innovation Manager
[Operational Intelligence](#)

6. **Your roadmap to a Smart Building**

BRUCE DUYSHART
Director, [Meld Strategies](#)

7. **Security and privacy considerations**

JON PIERCEY
Sales Director, Security & Intelligence, [NUIX](#)

8. **Understanding and overcoming the challenges facing building owners in achieving a successful smart integrated building technology outcome for stakeholders**

ANDREW QUENBY
Associate Director, [IBMS](#)

9. **Retrofitting: making an existing building smart - the challenges and the benefits.**

IAN CASHEN
Director of Building, [Sydney Opera House](#)

10: **Improving energy and water consumption through automatic real-time energy management**

DOUG ROSS-MUNRO
Managing Director, [econtrol](#)

JONATHON IGNACZ
System Support, [econtrol](#)

CHRIS WIJESINGHE
Business Development Manager, [econtrol](#)

15:45 Networking break and showcase viewing

CONNECTIVITY AND DATA

16:15 **Connected devices and data gathering in smart buildings**

- How much of a building is now connected?
- Understanding what data is important
- Our buildings, our data... maybe not
- How is data changing business models in commercial real estate



DEB NOLLER
Chief Executive Officer
[Switch Automation](#)

16:40 **The human perspective of the data challenge**

- Challenges with harnessing the avalanche of data that is now available
- Getting data in the format that you need it, at the time that you need it.
- How do you avoid information overload?
- Training people how to analyse, categorise and action the data



CAROLYN TRICKETT
Regional Director, Head of Business Technology, Property & Asset Management
[JLL](#)

17:05 **PANEL DISCUSSION: Getting your hands on Big Data**

- Business opportunities gained through smart buildings connectivity and data
- Leveraging smart building data to deliver new services and create new revenue opportunities
- Benefits derived - From building construction through to use from developer to end user



DEB NOLLER
Chief Executive Officer
[Switch Automation](#)



BOB ALLAN
Global Business Development Manager
Intelligent Buildings & Strategic Alliances
[Simon](#)



CAROLYN TRICKETT
Regional Director, Head of Business Technology, Property & Asset Management
[JLL](#)

17:45 Closing remarks from the Chair

17:50 End of Day One and Networking Drinks



AGENDA

DAY 2

Wednesday 29 November 2017

08:20 Welcome coffee

08:50 Opening remarks from the chair



CAROLYN TRICKETT

Regional Director, Head Of Business Technology, Property & Asset Management
JLL

WORKPLACE TRENDS & BUILDING DESIGN

09:00 **Why smarter buildings equal smarter workplaces**

Ultimately, buildings are only enablers of economic activity, with better buildings producing better work outcomes. The challenge of increasing productivity and innovation must be seen as a mix of people, place and technology. Each of these elements plays a vital part and must be considered of equal importance.

- Making space work smarter
- How can smart buildings enhance mind, body and spirit?
- Impact of "Workplace as a service"



PAUL EDWARDS

General Manager Workplace Experiences, Office and Industrial
Mirvac

09:30 **What technologies are shaping the workplace of the future?**

The CBRE Research team recently conducted in-depth research with office occupiers in Australia around their needs and requirements in a fast changing environment. Come and hear the results hot of the press.



SUZETTE LAMONT

Director Client Solutions
CBRE Asset Services Pacific



FELICE SPARK

Associate Director Research
CBRE

10:00 **Improving the occupant experience with integrated technologies**

- How is technology changing the way end users experience and interact with buildings?
- How can integrating these systems create more efficient processes and space management and occupant experience?
- Creating an environment that improves productivity, satisfaction and overall health - what are the implications?



AIDEN COLEMAN

Chief Technology Officer
Charter Hall

10:30 Networking break & showcase viewing

TECHNOLOGY AND INNOVATION

11:00 **Intelligent building management: the foundation of a digital building**



STEFAN SCHWAB

Executive General Manager
Siemens

11:25 **How IoT puts the 'smart' in smart buildings**

The business of owning and managing commercial buildings has been transformed by the accessibility of new data streams and the tools to analyse and operationalise a range of building system data. IoT represents the next frontier in sophisticated technology solutions for the smart building.

- What is IoT?
- Smart Buildings: What can be measured?
- 101 Control Systems Integration
- How we're acquiring data is acquired from buildings



ELIZA OWEN

Senior Professional, Commercial Research Analysis
CoreLogic

11:50 **Cabling the smart building**

- Learn why converged building networks are the foundation of a true Intelligent Building
- How do you manage the ever-increasing number of IP enabled applications running over data networks?
- What benefits do they deliver?
- New approaches to improve technology integration and interoperability



BOB ALLAN

Global Business Development Manager - Intelligent Buildings and Strategic Alliances
Siemon

12:15 **Panel: Smart Building Solutions**

The possibilities presented by the inevitable collision of integrated technologies and commercial buildings are vast and far-reaching. This panel discussion will look at how buildings are being transformed through the application of smart technologies.

- Impact on building valuations
- Impact on tenant experience
- Impact on owner profitability

Moderator:



CAROLYN TRICKETT

Regional Director, Head Of Business Technology, Property & Asset Management
JLL



IAN CASHEN

Director of Building
Sydney Opera House



RICHARD MORRISON

ANZ Information & Communications
Technology Practice Lead

AECOM



ELIZA OWEN

Senior Professional,
Commercial Research Analysis
CoreLogic



CAMERON SANDELL

Senior Consultant
IBMS



ALEX FUERSCHKE

Senior Manager Building
Technology
Dexus



BASIL CARLO-STELLA

Director, New Equipment Business
KONE

13:00 Lunch and networking

SECURITY AND PRIVACY

14:25 **Dealing with the legal risks of cybersecurity and data protection**

- Who is ultimately responsible for managing the cyber risks of a smart building?
- What are the data protection and privacy issues that need to be understood?
- What you can do to mitigate the security and privacy risks?
- Cyber-governance considerations



ROBERT MORRISH

Chief Executive Officer
Haventec

14:50 **Cyber Security in smart buildings**

Evolving technology, advances in connectivity, and an M2M environment will continue to shape the trajectory of smart buildings, thus raising the need for protection against cyber threats. Learn how to address cyber threats such that they do not exert a destabilising impact on the smart buildings industry.

- What are the cyber vulnerabilities of a smart building?
- Why do cyber threats need the attention of all stakeholders?
- Best practice strategies to mitigate the impact of cyber threats
- Which technology options are available?

15:15 **RealTech PitchFest**

BlueChilli

Real Estate Tech is to the property sector what Fintech is to finance and Edtech to education. Tech-fueled solutions are slowly revolutionising the way real estate professionals work and manage their assets.

This Pitching competition will feature 5 innovative tech startups that are disrupting the property sector from building design to operations - modernising how major real estate agents manage their assets, such as 3D modelling and Internet-of-Things (IoT) and contributing to the development of smarter and more sustainable buildings.

16:05 Closing remarks from the chair and drawing of the lucky door prize

16:15 End of Day Two and networking drinks

Group discounts available.

Book as a team and save even more!

“The property industry is on the brink of an exciting era which will see rapid technological change. Property owners and occupiers are now demanding more efficient, real time delivery of information to streamline decision-making and enhance the user experience. It's not just technology for technology's sake, but how can technology make our lives better.”

Felice Spark, Associate Director Research, CBRE



OUR SPEAKERS



BRUCE DUYSHART
Director
[Meld Strategies](#)



JOSEPH AAMIDOR
Managing Director
[Aamidor Consulting](#)



AIDAN COLEMAN
Chief Technology Officer
[Charter Hall](#)



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Director of Customer &
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Office & Logistics
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[Console Group](#)



ROBIN MELLON
Chief Executive Officer
[Supply Chain Sustainability School](#)



PAUL EDWARDS
General Manager Workplace
Experiences, Office & Industrial
[Mirvac](#)



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Director and Chief Executive
Officer
[BlackWall](#)



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Chief Executive Officer
[Haventec](#)



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[Switch Automation](#)



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Regional Director,
Head of Business Technology,
Property & Asset Management
[JLL](#)



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and Strategic Alliances
[Siemon](#)



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[IBMS](#)



CAMERON SANDELL
Senior Consultant
[IBMS](#)



LINDA RUDD
Senior Director,
Asset Management Services
[Knight Frank Australia](#)



BELINDA COONEY
Division Director
[Macquarie Capital](#)



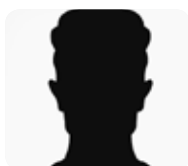
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Director Client Solutions
[CBRE Asset Services Pacific](#)



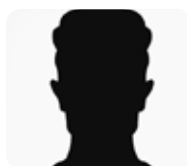
FELICE SPARK
Associate Director
[CBRE](#)



NICOLE FITZGERALD
Associate Director, Workplace
Strategy
[CBRE](#)



NUIX REPRESENTATIVE



KONE REPRESENTATIVE



ALEX FUERSCHKE
Senior Manager Building
Technology
[Dexus](#)



PARTNER WITH US

The Smart Buildings Summit 2017 will be the most powerful gathering of commercial and corporate real estate, facilities and technology leaders in Australia.

This is your opportunity to meet face to face with key decision makers and influencers looking to benefit from Smart Buildings.

WHO SHOULD SPONSOR OR EXHIBIT

The Smart Buildings Summit is a showcase of the latest technologies and solutions transforming the commercial and corporate real estate market.

- IoT solutions
- BMS
- BIM
- Networks/connectivity
- Cloud solutions
- Advanced analytics
- Artificial Intelligence/Deep Learning/Machine Learning
- Hardware/devices
- Cybersecurity solutions
- Systems Integrators
- Advisory firms



Contact John Pozoglou to find out how you can get involved

✉ johnp@questevents.com.au

☎ +61 (0)2 8188 7502

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ATTEND THE SMART BUILDING SUMMIT

2-DAY TICKET | 28-29 NOVEMBER

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