



28 - 29 November 2017
The Holme Building, The University
of Sydney | Australia
Strategy, technology and innovation
for high performance buildings

Event Guide

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Emerging Technology and Disruptive Innovators - Australia

Welcome to the Smart Building Summit!

IoT is already having a significant impact on the property industry, helping companies move beyond a focus on cost reduction.

IoT applications aim to grow margins and enable features such as dramatically more efficient building operations, enhanced tenant and user 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.

And this is the focus of the Smart Building Summit 2017.

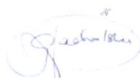
The curated programme brings together over 35 smart building senior executives from Commercial Real Estate (retail, multi-family, office, industrial), Facilities Management, developers and construction companies, architecture and design firms and IoT to discover new strategies & hear new trends supporting smart buildings.

I would like to take this opportunity to thank the outstanding speakers and conference chairs who have generously contributed their time and expertise to help make this event a success.

A big thankyou also goes to the event partners who have played a big role in making Smart Building Summit happen.

We hope that you will gain new ideas, make new connections and ultimately walk away more informed and better prepared.

Sincerely,



Elle Pacholski
Summit Director
Quest Ignite

SUMMIT DAY ONE — TUESDAY 28 NOVEMBER

08:15 Registration and welcome coffee

08:55 **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?**

Technology is providing new opportunities for investors, tenants, designers and managers of smart, sustainable buildings. Are we finally witnessing the emergence of a new quality of assets that are truly smarter than their predecessors?

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



Bruce Duyshart
Director
Meld Strategies

09:25 **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

09:55 **TECHNOLOGY INTEGRATION WITH PROPERTY AND VALUE IMPACTS**



Belinda Cooney
Division Director
Macquarie Capital

10:10 **PANEL: MARKET SECTORS – WHO’S GETTING SMARTER FASTER?**

Hear from a range of industry experts about 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

Panelists:



Aidan Coleman
Chief Technology Officer
Charter Hall



Richard Schutte
Director of Customer and
Community Led Innovation
National Australia Bank



Panelists:

John Preece
Head of Occupier Solutions
Knight Frank Australia



Nicole Fitzgerald
Director, Workplace Strategy, Pacific
CBRE



Robert Morrish
Chief Executive Officer
Haventec

10:50 Networking break and showcase viewing

NEW BUSINESS MODELS AND PARTNERSHIPS

11:20

EVOLVING BUSINESS MODELS – HOW TECHNOLOGY IS RESHAPING THE PROPERTY INDUSTRY

Technological innovation is radically changing how and where people choose to work, live and play on a global scale, essentially forcing us to rethink the built environment and our place in it.

We take a look at the four emerging trends 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 electric vehicles, self-driving cars, ride sharing on building design
- New business models that can deliver against building owner expectations



Richard Schutte

Director of Customer Led Innovation for Corporate & Institutional Banking
National Australia Bank

11:45

SMART BUILDINGS: HOW IOT TECHNOLOGY AIMS TO ADD VALUE FOR REAL ESTATE COMPANIES

Yesterday, the value of commercial real estate was all in location. Tomorrow, much of it will be in data. How can CRE companies use data to build relationships with customers and suppliers and improve the tenant experience?

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



Andrea Roberts

Head of Asset Management Office and Logistics
GPT

12:10

RETHINKING VALUE CREATION – A CIRCULAR ECONOMY PERSPECTIVE

• Thinking intelligently about the assets of 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 that is restorative and regenerative by design, bolstering smarter economic growth and improved infrastructure



Richard Griffiths

Head of Industry Engagement
Edge Environment

12:35

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 will changing consumer expectations, economic influences, technologies and regulations reinvent the property ownership-leasing journey?



Tim Molloy

Chief Executive Officer
Console Group

13:00

DISRUPTING REAL ESTATE: PANEL DEBATE

Real estate is among the next tranche of sectors due to face major disruption as a result of technology. Users of real estate – from millennial workers to a generation of more IT-savvy finance directors, are demanding more from their buildings. It is vital that businesses understand the forces driving this revolution and take steps to prepare themselves or risk being left behind.

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

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

Panel Moderator:



Robin Mellon

Chief Executive Officer
Supply Chain Sustainability School

Panelists:



Stuart Brown

Director and Chief Executive Officer
BlackWall



Paul Edwards

General Manager Workplace Experiences
Office and Industrial
Mirvac



Joseph Aamidor

Managing Director
Aamidor Consulting



Tim Molloy

Chief Executive Officer
Console Group



Linda Rudd

Senior Director, Asset Management Services
Knight Frank Australia

13:40 Lunch and showcase viewing

14:40 **AFTERNOON ROUNDTABLE SESSIONS**

15:55 Attendees will have the option of attending 3 of 10 concurrent sessions (25 min per session). Roundtables are interactively moderated group discussions where delegates get the chance to debate and discover common issues, challenges and solutions.

Roundtable 1: **The ROI of an smart building**



Joseph Aamidor
Managing Director
Aamidor Consulting

Roundtable 2: **Enhancing the tenant/occupier experience**



John Preece
Head of Occupier Solutions
Knight Frank Australia

Roundtable 3: **Designing buildings with long-term maintenance in mind from the beginning**



Stefan Schwab
Executive General Manager, Building Technologies Division
Siemens

Roundtable 4: **Building Management Systems (BMS) Optimisation, Efficiencies and Management**



Bill Marlow
Consultant
VRT Systems

Roundtable 5: **BIM for smart built environments**



David Murray
Customer Insights & Innovation Manager
Operational Intelligence

Roundtable 6: **Your roadmap to a Smart Building**



Bruce Duyshart
Director
Meld Strategies

Roundtable 7: **Security and privacy considerations**



Jon Piercey
Sales Director, Security & Intelligence
NUIX

Roundtable 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

Roundtable 9: **Retrofitting: Making an existing building smart -the challenges and benefits**



Ian Cashen
Director of Building
Sydney Opera House

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



Doug Ross-Munro
Managing Director
econrol



Jonathon Ignacz
System Support
econrol



Chris Wijesinghe
Business Development Manager
econrol

15:55 Networking break and showcase viewing

CONNECTIVITY AND DATA

16:20 **CONNECTED DEVICES AND DATA GATHERING IN SMART BUILDINGS**

- How much of a building is now connected?
- Understanding what data is important – from space utilisation, security, energy management and more
- Our buildings, our data... maybe not: who collects, owns, controls and sells building generated data?
- How is data changing business models in CRE?



Deb Noller
Chief Executive Officer
Switch Automation

16:45 **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 to analyse, categorise and action the data



Carolyn Trickett
Regional Director, Head of Business Technology, Property & Asset Management
JLL

17:10 **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 to use, from developer to end user

Panel Moderator:



Bruce Duyshart
Director
Meld Strategies

Panelists:



Bob Allan
Global Business Development Manager -
Intelligent Buildings and Strategic Alliances
Siemon



Carolyn Trickett
Regional Director, Head of Business Technology,
Property & Asset Management
JLL

Deb Noller
Chief Executive Officer
Switch Automation

17:45 Closing remarks from the chair

17:50 End of day one and networking drinks

SUMMIT DAY TWO — WEDNESDAY 29 NOVEMBER

08:20 Welcome coffee

09:00 **OPENING REMARKS FROM THE CHAIR**



Carolyn Trickett

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

WORKPLACE TRENDS & BUILDING DESIGN

09:05 **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

09:35 **WHAT TECHNOLOGIES ARE SHAPING THE WORKPLACE OF THE FUTURE?**

Hear from the CBRE Research team on recently conducted in-depth research which looked at the needs and requirements of office occupiers in Australia, considering the current fast changing environment.



Suzette Lamont

Director Client Solutions
CBRE Asset Services Pacific



Felice Spark

Associate Director Research
CBRE

10:05 **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 improve occupant experience?
- Creating an environment that improves productivity, satisfaction and overall health – what are the implications?



Aiden Coleman

Chief Technology Officer
Charter Hall

10:35 Networking break & showcase viewing

TECHNOLOGY AND INNOVATION

11:05 **INTELLIGENT BUILDING MANAGEMENT: THE FOUNDATION OF A DIGITAL BUILDING**



Stefan Schwab

Executive General Manager
Siemens

11:30 **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 from buildings



Eliza Owen

Senior Professional, Commercial Research Analysis
CoreLogic

11:55 **CABLING THE SMART BUILDING**

- Learn why converged building networks are the foundation of a truly smart 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

12:20 **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

Panel Moderator:



Carolyn Trickett

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

Panelists:



Richard Morrison

ANZ Information and Communications
Technology Practice Lead

AECOM



Ian Cashen

Director of Building
Sydney Opera House



Alex Fuerschke

Senior Manager Building Technology
Dexus



Eliza Owen

Senior Professional, Commercial
Research Analysis

CoreLogic



Cameron Sandell

Senior Consultant

IBMS



Basil Carlo-Stella

Director, New Equipment Business

KONE

13:05 Networking lunch and showcase viewing

SECURITY AND PRIVACY

14:05 **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 security and privacy risks?
- Cyber-governance considerations



Robert Morrish

Chief Executive Officer
Haventec

14:35 **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.

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



Ramesh Narayanan

Group IT Operations Manager
Mirvac

**Speaker
Biographies**

JOSEPH AAMIDOR
Managing Director
Aamidor Consulting

Joseph Aamidor is a senior product management and strategy consultant focused on smart buildings, IoT and energy. He helps startups and established industry players understand the smart buildings market, develop competitive strategies and forge partnerships. He previously served in senior product management roles at Lucid and Johnson Controls.


BOB ALLAN
Global Business Development Manager -
Intelligent Buildings and Strategic Alliances
Siemon

Bob Allan, LEED Green Associate, is the Global Business Development Manager for Intelligent Buildings and Strategic Alliances for The Siemon Company, headquartered in Watertown, CT.

Bob supports the Global sales team to educate its current and potential customers on the ConvergeIT Intelligent Building cabling solutions and the economic impact of Intelligent Building Construction leveraging a converged, IP based structured cabling system to connect, provide power, and integrate multiple building systems.

Bob has over 15 years in the IT industry and worked at Honeywell Building Solutions from 2010 to 2013 helping customers optimize and integrate their buildings. Recently, Bob was appointed as the Vice-Chair of Continental Automated Building Association's (CABA) Intelligent Building Council.


STUART BROWN
Director and Chief Executive Officer
BlackWall

Stuart has been involved in property development, management and funding for 20 years. Stuart has run debt and equity raisings in relation to listed and unlisted real estate structures worth over a half a billion dollars. In his earlier career, Stuart practised as a solicitor in the areas of real estate, mergers and acquisitions, and corporate advisory with Mallesons and Gilbert + Tobin.

Stuart also sits on the Board as an Independent Director of Coogee Boys Preparatory School and Randwick Rugby Club.


BASIL CARLO-STELLA
Director, New Equipment Business
KONE

As Director of New Equipment Business at KONE Elevators Australia and New Zealand, Basil Carlo-Stella leads the business in delivering innovative people flow solutions to our customers and users. Basil's focus is on how KONE can work with partners and applying the latest technologies to make buildings smarter and more sustainable.


IAN CASHEN
Director of Building
Sydney Opera House

With formal training as a civil engineer, Ian has more than 20 years' experience in construction and asset management. Ian's experience spans the asset lifecycle including the development of strategies, planning and delivery of capital projects, and operations and maintenance management.

Ian joined the Sydney Opera House in 2016 after 12 years with infrastructure advisory firm Evans & Peck (now known as Advision). Ian was a Principal of the firm responsible for providing a range of high value advisory services to clients as well managing the operations of the NSW branch comprising of 70 consulting staff.

Ian's earlier career included experience in design and project management of high profile projects including a number of the Sydney Olympics venues. With this as a foundation Ian developed broader expertise, fulfilling leadership roles for delivery of major projects as well as reform initiatives for improving operations and maintenance of major assets.


AIDAN COLEMAN
Chief Technology Officer
Charter Hall

Aidan is a key member of the executive team at Charter Hall, providing leadership and direction for all strategic & operational technology activities.

Charter Hall are a \$20bn+ commercial real estate business managing approx. 400 assets across Retail, Office, Industrial / Logistics and Hospitality sectors. Aidan is a technology thought leader with a track record for delivering technology-enabled change that has contributed directly to commercial outcomes in in the property industry.

With over 20 years in IT, the last 6 in Property and Real Estate, Aidan has brought together the capabilities of enterprise IT and 'prop-tech' to lead the digital transform at both Charter Hall and previously at the Stockland Group.

Aidan is on the advisory board for the 'Realcomm' global real estate innovation think-tank, is a stream-lead on the BCA sponsored 'Innovation Nation' initiative, and is a key contributor to number of Property Council of Australia initiatives such as the 'Women in Property' mentorship program and 'CIO Cyber Security Roundtable'.



BELINDA COONEY
Division Director
Macquarie Capital

Belinda is a Division Director in Macquarie Capital's Principal Investments team. She has over 20 years experience in the financial services sector, the majority of which has been with Macquarie Capital in both Principal Investments and M&A advisory to the Telecommunications, Media and Technology industry sector in Australia, the USA and Asia.

Belinda has worked with clients and investee companies ranging from early stage technology ventures to Fortune 500 companies on a wide variety of complex global transactions.

Belinda currently Chairs Console Group Pty Ltd, one of Australia's largest providers of software solutions to the real estate market. She is also currently a member of CSIRO's Data61 Advisory Board, and is the former Chair and a current member of FINSIA's NSW Regional Council, and a member of FINSIA's Women In FINSIA committee.

Belinda has received a Bachelors degree in Commerce from the University of Queensland and a Masters of Finance (Dean's list) from INSEAD. She holds CA, CFA, GAICD and SF. FINSIA professional qualifications and designations.



BRUCE DUYSHART
Director
Meld Strategies

Bruce Duyshart is a technologist, strategist and facilitator with a professional background in architecture, planning, design, property development and information technology. He has been at the forefront of innovation within the property industry for the past 20 years, having successfully implemented a number of ground breaking and award winning initiatives including: Smart Building Technologies, Sustainability Energy Monitoring, Fibre to the Premise (FTTP) communications systems and Web-based project collaboration systems.

As an innovation specialist, Bruce is passionate about creating intelligent property assets and mixed-use developments that retain long-term market value. Widely regarded as an industry leader in this field, he achieves successful project outcomes by working closely with clients to develop business strategies and development briefs that optimise technological, sustainable, cost effective and operationally efficient solutions for all project stakeholders.

He is also a published author and experienced speaker on a range of technology subjects.



PAUL EDWARDS
General Manager Workplace Experiences, Office
and Industrial
Mirvac

As General Manager of Workplace Experiences for Mirvac, Paul Edwards works to define and shape what the future of workspace and office development will look like for Mirvac, it's customers and the greater property industry. His role centres on partnerships, relationships and knowledge creation across all elements of property including placemaking, smart technology, design, sustainability, health, wellbeing, brand, culture, community and mobility.

With over 20 years experience in the property space, Paul is responsible for helping Mirvac set a new group workplace strategy through the development of a knowledge bank on the future of workplace. Mirvac will use this to help improve new and existing development projects and assets across Australia.



NICOLE FITZGERALD
Director, Workplace Strategy, Pacific
CBRE

With over 15 years of strategy, program delivery and design experience, Nicole leads a team of workplace strategists and change managers who strive to unlock the potential of place to empower individuals, inspire connections and drive organisational performance.

Having previously delivered the strategy, design, fitout and relocation of Medibank's activity based workplace in Docklands Melbourne, Australia's healthiest workplace, Nicole joined CBRE in 2016 to bring a people and experience lens to both occupier and landlord environments.



ALEX FUERSCHKE
Senior Manager Building Technology
Dexus

Alex is responsible for creating Smart Building capability for Dexus and applying this across a portfolio of over 120 office, industrial, and retail assets. Alex commenced his career in Architecture, then spent over 20 years in various IT roles with the last 15 years in the property industry.



RICHARD GRIFFITHS
Head of Industry Engagement
Edge Environment

I joined Edge Environment after 13 years working across various sustainability roles in the UK. Most recently, I worked with the UK Green Building Council as their Head of Commercial Policy and Partnerships. This role brought together a number of my core skills, including policy analysis and advocacy, identifying and promoting best practice, stakeholder outreach and network creation, and business development and strategy.

During my time with the UK-GBC I led projects focussed on both residential and commercial property, working closely with organisations from across the building life-cycle – from property owners and agents to contractors consultants and product managers. As such, I have a detailed understanding of how these organisations operate, the challenges they face, and the solutions they can adopt. I hope to bring this knowledge to bear here in Australia, and in doing so to help Edge drive forward the sustainability agenda and reach new audiences.

Prior to the UK-GBC, I worked for the UK's leading home energy efficiency consultancy, and spent five years with the UK's Department of Energy and Climate Change. My academic background includes a Bachelor's degree in Economics from the University of Nottingham and a Master's in Environmental Technology from Imperial College London.



SUZETTE LAMONT
Director Client Solutions
CBRE Asset Services Pacific

Suzette commenced her career in property as a graduate in the early '90s, and has spent more than two decades experiencing the depth and breadth of property development, asset management and marketing roles both within the property sector as well as developing businesses in mobile communication and consulting. She now helps to lead over 570 employees in Property and Facilities Management across the Pacific within CBRE.

Her work in the retail, commercial, mixed use and residential property sectors has led her to help conceptualise some of Australia's most progressive places of their time including: Fox Studio's Australia, Cockle Bay Wharf, Penrith Plaza, Jackson's Landing and more recently Springvale Homemaker Centre. In her words, she "has the privilege of helping landlords create valuable assets through well thought out positioning and place making".

She is strongly involved in property industry groups including: numerous women's mentoring programs, CBRE's diversity and inclusion committee, the Property Council of Australia's first National Round-table on "Cities", as well as a lecturer at both the PCA retail academy and Ethics teacher with Primary Ethics NSW.

In her current role - she is responsible for both business and product development; a role that allows her to think about how great outcomes in property are not merely informed by the bricks and mortar – but more so by the people of whom experience it.



BILL MARLOW
Consultant
VRT Systems

A highly-motivated Business Executive with over 30 years general management and leadership experience across energy, communications, fibre, IP/IT and HFC in sales and business development.

Extensive commercial experience in Smart Cities, Smart Buildings and IoT technologies with ability to offer pro-active solutions to meet customer expectations with a strong focus on results and an accomplished lead by example style. Proven analytical, strategic planning, negotiation and implementation skills gained in an international environment.

Effective leadership of multiple teams of up to 100 personnel across culturally diverse locations throughout Australia, New Zealand, Asia and the rest of the world.



ROBIN MELLON
Chief Executive Officer
Supply Chain Sustainability School

Robin has combined his passion for the environment, qualifications in finance and understanding of construction to become one of Australia's acknowledged experts on built environment sustainability.

Robin has experience in both private and public sectors, and has held senior positions within industry associations. As former Chief Operating Officer of the GBCA, Robin drove the adoption of Green Star and spearheaded government and international relations.

As Chair of the WorldGBC's Asia-Pacific Network, Robin helped other countries establish their green building councils. Now CEO of the Supply Chain Sustainability School, Chair of Judging for the NSW Green Globe Awards and an accomplished presenter, educator and media commentator, Robin is determined to leave the planet in a better shape than it was when he found it.



TIM MOLLOY
Chief Executive Officer
Console Group

With a career in growing businesses, including international experience in mergers & acquisitions, marketing & sales, strategy, and profitable revenue generation, Tim is an experienced senior exec, serial entrepreneur, and has a wealth of experience leading Innovation and Start Ups, SaaS businesses and creating customer and shareholder value.

Tim is currently the CEO of Console Group, a specialist 'real-tech' software company which is transforming property management and redesigning how Property Owners, Property Managers and Real Estate Principals, Tenants and Business Suppliers interact. Tim is also a Company Director and a Graduate of the Australian Institute of Company Directors.



ROBERT MORRISH
Chief Executive Officer
Haventec

Robert Morrish is a seasoned technologist with over 28 years' experience taking innovations from concept to commercialisation.

He has a history of leadership in software and systems engineering, business strategy and enterprise architecture. Robert joined Haventec as CEO in March 2016 from Macquarie Group, where, as the head of COG digital architecture and strategy he was instrumental in transforming Macquarie's digital API platforms.

Previous to Macquarie, Robert was involved in two other successful Australian start-ups that expanded into global markets: Sabela Media and Decide Interactive. Robert is an accomplished Paralympian (1988 British Volleyball team), PADI dive master and Afro/Cuban percussionist.



RICHARD MORRISON
ANZ Information and Communications
Technology Practice Lead
AECOM

With 20 years industry experience as a Computer Systems Engineer, Richard Morrison leads AECOM's Information Communications Technology (ICT) consulting group. A highly experienced Senior IT Management professional, Richard has a Bachelor of Engineering (Computer Systems) with Honours from the University of Technology, Sydney and is a standards steering committee member for InfoComm International, leading ISA111 Unified Automation for Buildings.

Richard has led the design of personalised, cloud connected, Smart City precincts supporting larger commercial and residential buildings, through a wide range of technology experience; from Parramatta Square, Collins Square, Australia 108, Barangaroo Commercial and Crown Towers.

Richard leads the delivery of Internet of Things (IoT) technology, widely recognised to replace traditional expensive Building systems - providing ultimate flexibility, but also enabling occupants to customise their environment digitally.

Richard has assisted property portfolio owners diversify their revenue from pure play bricks and mortar to digital; developing a portfolio of digital products and services, including creating premium tenant and customer experiences.



DAVID MURRAY
Customer Insights & Innovation Manager
Operational Intelligence

Murray is the Customer Insights & Innovations Manager for Operational Intelligence. He has a strong background in Automotive, HVAC, BMS and Integration software solutions, developed over 20+ years in the building services and automation industry.

Throughout his career, Murray has worked with many customers on numerous projects and solutions. His current focus is working with building owners, developers and portfolio managers to help them achieve the best outcomes for asset performance and human productivity in the race for digital transformation of buildings, cities and work spaces.



RAMESH NARAYANAN
Group IT Operations Manager
Mirvac

Ramesh has over 17 years' experience in the property industry with a focus on technology. He has run Mirvac's IT Operations and Security for the past 10 years, during which time he established strong cyber security principles and controls while deploying innovative technologies to support Mirvac's corporate environment.

His exposure to smart buildings and IoT was while leading the technology stream of Mirvac's move to the award-winning 200 George Street, and this provided a new avenue for Ramesh to target his passion for the application of IT security, technology and innovation in buildings.

Ramesh's drive and thirst for knowledge in smart buildings continues to grow, and he is able to apply his years of learnings in technology to help Mirvac create their smart buildings/cities strategy.



DEB NOLLER
Chief Executive Officer
Switch Automation

Deb Noller is a disruptive innovator and sustainability leader in smart building technology. As the CEO of Switch Automation, she created a scalable enterprise SaaS solution for building owners and operators that leverages IoT to analyze, automate and control real estate assets in real-time.

Under Noller's leadership, Switch has grown from a Sydney-born company into a global organization with a large North America presence. Currently 8,000+ buildings are increasing their ROI through energy efficiency, fault detection and diagnostics on the Switch Platform.

With more than 20 years of experience in technology, computer science, business, efficiency and sustainability, Noller passionately employs her expertise to help large portfolio managers use technology to execute smarter business operations. By shifting the question from "How much did we spend" to "How much did we save?" Noller is fundamentally changing the way facilities professionals solve ROI problems.

After founding 5 successful companies, Noller was named a Top 50 Female Entrepreneur in Australia by Rare Birds; is an advisor to Realcomm to push the smart building industry forward; and speaks at some of the most innovative events and conferences around the world, such as Green Cities, Microsoft Ignite, and Google Fireside Chats.



ELIZA OWEN
Senior Professional, Commercial Research
Analysis
CoreLogic

Eliza Owen joined CoreLogic with the acquisition of Residex in mid-2016. She graduated with a first class honours economics degree from the University of Sydney in 2014, while working as a researcher and writer on the residential housing market.

Her knowledge and experience of property research saw her appointed to the role of CoreLogic Commercial Research Analyst in January 2017. Eliza specialises in researching and reporting on commercial market trends, the construction sector and the interplay of these segments with broader economic factors.

Eliza has forged a name for herself in print media, television and radio, providing up-to-date commentary on commercial property using the expansive CoreLogic database. Eliza is also a proficient and popular keynote speaker on housing market matters.



JOHN PREECE
Head of Occupier Solutions
Knight Frank Australia

John's personal goal is simple - to provide exceptional property advice. He brings a unique blend of commercial property experience, having operated in project management, occupier solutions and office leasing, as well as running Knight Frank's multi-disciplinary North Shore business in Sydney.

John's core values are honesty, integrity and professionalism. He is hard working and passionate about great outcomes.

John joined Knight Frank as National Director of Global Corporate Services and Project Management & Building Consultancy in July 2011. He was appointed Managing Director of Sydney's North Shore business in July 2013,

before taking up the role of Head of Office Agency in January 2015. In October 2016, John turned his focus to working solely with occupiers of commercial property, as Head of Occupier Solutions. Prior to Knight Frank, John held senior positions at DTZ in Australia, and CBRE in Europe.

John handled Optus' 84,000sqm relocation to North Ryde (NSW), Australia's largest ever single tenant relocation, firstly acting in a tenant representation capacity and then securing the project management of the new Optus campus. The total value of the project was circa \$370million, and involved the co-location of 9 sites and the relocation of 6,500 Optus employees.



ANDREW QUENBY
Associate Director
IBMS

Andrew is Director for IBMS Eastern Region operations. He provides senior management, business development and commercial support to IBMS' specialist engineering and technical consulting team based in Sydney.

He is a highly experienced senior finance, commercial and management executive having worked in the Building Control Systems industry with IBMS' founding directors for several years and also fulfilling key leadership roles in a number of other diverse industry sectors during his career.



ANDREA ROBERTS
Head of Asset Management Office and Logistics
GPT

Andrea has more than 20 years' experience in office and retail property. In her current role at GPT, Andrea is responsible for the management and strategic direction of the asset operations and leasing of a \$11 billion portfolio of office and logistics assets.

Prior to joining GPT in April 2014, Andrea worked as Regional Portfolio Manager for the Commonwealth Property Office Fund for over 6 years, in addition to other senior roles within Colonial First State Property. Andrea's career started at Colliers International and she continued her career senior roles at Byvan Management Pty Ltd and Cap Gemini.



LINDA RUDD
Senior Director, Asset Management Services
Knight Frank Australia

Linda is currently a Senior Director with Knight Frank Australia Asset Management Services (AMS) overseeing the delivery of property management, facilities management and accounting services to a national portfolio of clients, with over 6,000,000 sqm of office, industrial and retail under management.

Linda has 13 years of experience in property and asset management across both Australia and the United Kingdom. Prior to joining Knight Frank Australia, Linda was an Associate Director with CB Richard Ellis UK, overseeing the management of circa 550,000 sqm of prime central London and Canary Wharf office property.

Linda holds a Bachelor of Business (Property Economics) from WSU, is qualified surveyor, and currently undertaking an MBA through the University of Sydney, that has seen her study in India, USA, UK and Israel, growing her knowledge on strategy, innovation, business models, disruption, organisational management and planning, as well as new technologies.

Linda is a member of the Property Council of Australia, REI NSW, Royal Institute of Chartered Surveyors as well as being an active committee member of the PCA Office Committee, Asset Management Training and Development Committee and Knight Frank's Property Women in Leadership Committee.



CAMERON SANDELL
Senior Consultant
IBMS

Cameron is a senior Consultant with IBMS based in Sydney. His career in building technology systems has spanned some 24 years with a further 4 years in Facilities Management.

During this time his roles have involved technology systems design, installation and commissioning as well as senior business management functions in Melbourne, Canberra, Sydney, Darwin and Singapore.



RICHARD SCHUTTE
Director of Customer Led Innovation for
Corporate & Institutional Banking
National Australia Bank

Richard has spent the last 20 years in an Institutional & Corporate Banking environment in customer led innovation, relationship management, execution and leadership roles.

Currently, Richard is the Director, Customer Led Innovation for Corporate & Institutional Banking.

In an environment of accelerating economic, social and technological change, shifting customer expectations and new channels & business models, customer and community led innovation is central to supporting Australia thrive and navigate this emerging environment.

Prior to this, he has held a range of Institutional & Corporate banking roles in areas such as Government & Education, Corporate Finance & Advisory, Consumer and Telecommunications, Media and Internet.

Richard holds a Bachelor of Commerce Degree and a Postgraduate Diploma in Applied Finance & Investment.



STEFAN SCHWAB
Executive General Manager, Building
Technologies Division
Siemens

Stefan Schwab is the Executive General Manager for Siemens Building Technologies in the pacific region. Stefan joined Siemens in 2006 in Karlsruhe, Germany, where he served in various management positions and gained vast knowledge in Fire Safety & Security Systems.

In 2010, he was appointed Head of Branch in Saarbruecken, Germany, where he was responsible for all divisional activities, working together with the BT Vice President to strengthen and grow the business. Prior to joining Siemens in Australia, Stefan was the Head of Operations for Building Technologies in the region Middle East and Asia Pacific, based in Singapore.



FELICE SPARK
Associate Director
CBRE

Felice Spark has 20 years of experience in property research, marketing and strategy, working in the markets of Australia and North America.

Felice began her career as a valuer at Nilsen Realty Research in Vancouver, Canada, conducting commercial property market valuations. The firm was later amalgamated into the Altus Property Group and Felice was promoted to Director of Research for the western region of Canada with responsibility for managing the valuations for national accounts and the research function for the Altus Group.

Felice relocated to Sydney Australia in 2002 where she undertook her MBA at the Australian Graduate School of Management at the University of New South Wales. Felice commenced with Colliers International as the New South Wales Research Manager in 2004. During her 10 year tenure with Colliers, Felice was promoted to Director of Research and led the national research team from 2006 to 2010. During this time, Felice was responsible for developing and implementing the strategic research plan for Colliers Australia and building the research team across the country. In 2011 she was made Director of Research for Corporate Solutions leading major projects including national office occupier surveys.

Felice joined CBRE as Associate Director of Research in October 2015. She is responsible for leading CBRE's research across national office markets with a focus on thought leadership research projects for Australia's office markets.



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

Carolyn Trickett is passionate about using technology as a strategic enabler for business innovation and growth. Her experience as an IT professional spans 25 years across a broad range of industries and technology; including nine years in property, eight years in telecommunications, and seven years in SAP software integration.

As the Head of Business Technology for JLL Property & Asset Management, Carolyn drives IT strategy, delivery and support across the Asia Pacific region. Over the last nine years, she has delivered a systems transformation program that has re-engineered the day to day functions for staff and provides clients with a continually improving reporting and service delivery suite.

Her latest success at JLL was the design and delivery of JLL Acumen - an enterprise data warehouse and reporting system which provides staff and clients with access to portfolio and property performance data through dashboards, reports and data analysis tools.

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Haventec has three unique patented cybersecurity products that target protective and adaptive security solutions for user identity, device identity and personal credit information transactions in the modern open digital economy. Enabling our clients to build a better trust relationship between them, their customers and their suppliers.



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Commencing Australian operations in 1872, Siemens is a global technology powerhouse focusing on the areas of electrification, automation and digitalization.

One of the world's largest producers of energy-efficient, resource-saving technologies, the company plays a pioneering role in infrastructure and industry solutions.

The Building Technologies Division is a leading provider of automation technologies and services for commercial, industrial and public buildings across their entire lifecycle, creating intelligent buildings and infrastructure that is more sustainable, resilient and accessible.

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We are trusted specialists, applying technology in the built environment to improve efficiency and usability, delivering innovative high value results.

We apply technology: the application and integration of innovative solutions resulting in the right solution for the client outcome. We believe in the process of enhancing traditional methods (BMS, HVAC and ELV control), integrating proprietary products and embracing emerging technologies (cloud, IoT, web graphics) to create the best specialised outcome for our clients.

Learn more at <http://ibms.com.au/>

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At KONE, our mission is to improve the flow of urban life. As a global leader in the elevator and escalator industry, KONE provides elevators, escalators and automatic building doors, as well as solutions for maintenance and modernisation, which add value to the life cycle of any building.

Through more effective People Flow®, we make people's journeys safe, convenient and reliable, in taller, smarter buildings. Together with our partners and customers around the world, we help cities to become better places to live in. In 2016, KONE had annual net sales of EUR 8.8 billion, and at the end of the year close to 52,000 employees. KONE class B shares are listed on the Nasdaq Helsinki Ltd. in Finland.



Established in 1903, Siemon is an industry leader specializing in the manufacture and innovation of high quality, high-performance network cabling solutions.

Headquartered in Connecticut, USA, with global offices and partners throughout the world, Siemon offers the most comprehensive suite of copper and fiber cabling systems available. Siemon Labs invests heavily in R&D and development of industry standards, underlining the company's long-term commitment to its customers and the industry.



VRT Systems is a 30 year old Australian technology company that is a market leader in the provision of IoT solutions for "smart infrastructure" i.e. Smart Buildings, Smart Precincts, Industrie 4.0, etc. Due to its considerable experience in this field, VRT has developed a powerful management platform (WideSky) that resolves some of the major issues being faced by organisations implementing fully integrated smart building/smart infrastructure solutions.

- Management and control of a wide range of disparate "smart IoT devices" from a single point
- Being able to integrate and benefit from the data generated by those devices within an ecosystem. (Billing for services, data intelligence, energy efficiency and much more)
- Future proof the ecosystem as new devices and solutions become available in the rapidly evolving IoT environment.
- How to enable not just a single building but a Smart Precinct i.e. a group of buildings, public spaces, lighting, parking et al.

By providing a single, powerful management platform that integrates all "smart device" activity instead of multiple discreet "siloeed" management environments, client's such as Lendlease at Barangaroo are able to reduce their overall data infrastructure costs by avoiding duplication of infrastructure, software and management resources. This enables centralised remote monitoring, control, and management, while aggregating the disparate data streams from the devices stacks; in the process creating a valuable pool of integrated operational data to facilitate automated analysis.

Silver sponsors



Operational Intelligence deliver solutions that provide entire building system integration, operational systems integration, business process mapping, information management, advanced analytics and 3D visualisations to improve operations for a wide variety of results. This is done through a software platform that brings together the management of smart buildings and the workplace. We use innovative technologies to create intelligent automated buildings that are more cost effective, operationally efficient and manageable for their owners, and which provide a more productive and safer environment for the occupants.

Read more at www.op-int.com



econtrol is an engineering services company committed to realising and maximising the full potential of our clients assets. Specialising in existing asset upgrades, econtrol applies innovative engineering services and solutions providing maximum efficiency and seamless project delivery. Whether through system recommissioning, Applications Software Upgrades or complete plant and systems integration, econtrol has the solution. We engineer systems and solutions that improve comfort conditions whilst reducing energy and water consumption by applying automatic real time Energy Management Applications from Demand Limiting to Predictive Control. Our strategies achieve unprecedented results in efficiency and environmental conditions. econtrol are leaders in Applications Software design, programming, system configuration, engineering, installation and commissioning of Building Automation Systems. Our advanced Predictive Control application utilises current and forecast data feeds from our Weather Driver to enable the most efficient plant staging and operation adjusting to the ambient conditions and system loads in anticipation rather than reactively, delivering unprecedented efficiency and tenant comfort.

Visit us at www.econtrol.net.au

Knowledge partner



Meld Strategies is Australia's leading innovator of technology in property. We work with property developers and design professionals to create smart buildings, smart precincts, smart cities and smart things.

Exhibitor



Australian Security Technology have been delivering solutions in the Key and Asset Management market since 1996. The core of our business is Asset Management and the range of Morse Watchmans products that we specialise in enables AST to provide market leading technology backed by the Morse Watchmans brand and reputation. With a product suite that continues to be developed and enhanced we can adjust to market demands and provide the latest in Hardware and Software based solutions. AST is in effect, Morse Australia, with regards the Morse Watchmans product offering in Australia.

Exhibitor



secCloud is a cloud based complete commercial security management solution. secCloud offers Managed Security as a Service to clients. Access control, intruder detection and building automation are the core elements of the system.

- secCloud is a hosted security solution that frees you from the hassle of managing software and servers. Built on enterprise grade hardware, secCloud is modular in design and infinitely scalable
- The smart controllers communicate over an encrypted network and the database is backed up so you can rest assured that your privacy and data is safe. secCloud enables you to manage the security of your building and the safety of your people from anywhere at any time.
- secCloud is at the forefront of technological changes in the security industry. By harnessing the Internet Of Things where devices can connect to form ever expanding networks, you can control multiple buildings from your mobile phone, tablet or laptop using secCloud.
- The secCloud customer portal is a web powered user interface that allows clients to control their security systems using any web connected device.
- Add a new user without having to visit the site, Open doors across town or across the world, Arm the office alarm system from home, Run audit reports on who turned the alarm off or when a contractor arrived on site, Update access levels for interstate staffall from your smartphone, tablet or laptop..... anywhere, anytime.

For more information visit www.secCloud.com.au

Supporting partners



buildingSMART Australasia (bSA) develops standards, tools and training to drive the adoption of openBIM so the sector can realise cheaper, greener, and more efficient buildings and infrastructure. bSA works hard to ensure that BIM is not proposed or implemented in a haphazard way across the sector. We help new BIM users to gain familiarity and encourage experienced users to continue to expand their BIM expertise and widening its application in the sector. buildingSMART Australasia is part of the international BuildingSMART programme that has representation across the UK, Europe, North America, the Middle East and Far East. That way, bSA members are plugged into a network of leading experts from around the world who define, develop, maintain and advocate for open standards such as IFCs (Industry Foundation Classes) and associated protocols to enable truly interoperable data exchange.

Find out more at www.buildingsmart.org.au



The Chartered Institution of Building Services Engineers (CIBSE) is the professional body for building services engineers. CIBSE approves courses and work-based training programmes, providing routes to professional registration and membership. It is a global network, offering professional support to building services engineers, and sets the criteria for best practice in the profession. CIBSE hosts 21 special interest groups, including the Young Engineers Network (YEN) and Women in Building Services Engineering (WiBSE). All are free to join and designed to support CIBSE's royal charter to 'promote the art, science and practice of building services engineering by providing our members and the public with first class information and education services and promoting the spirit of fellowship which guides our work'. www.cibse.org/anz

Upcoming Events



Automation machine

2nd annual
**INDUSTRIAL
INTERNET 4.0
SUMMIT**

2018

21-22 February
SMC Conference and
Function Centre | Sydney

AUSTRALIA'S LEADING NATIONAL INDUSTRIAL
INTERNET CONFERENCE AND EXHIBITION

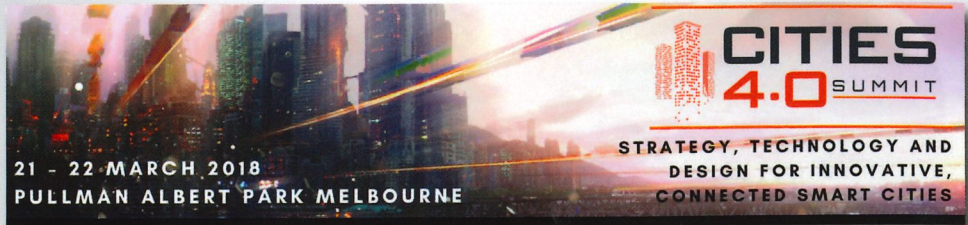


2nd annual
**APAC BLOCKCHAIN
CONFERENCE 2018**

In partnership with **ADCA**
AUSTRALIAN DIGITAL
COMMERCE ASSOCIATION

20 - 22 March 2018
Melbourne | Australia

Seizing the opportunities and
realising the commercial potential
of this revolutionary technology



**CITIES
4.0 SUMMIT**

21 - 22 MARCH 2018
PULLMAN ALBERT PARK MELBOURNE

STRATEGY, TECHNOLOGY AND
DESIGN FOR INNOVATIVE,
CONNECTED SMART CITIES



CYBER THREAT
INTELLIGENCE SUMMIT 2018

2 - 3 MAY 2018 | GRACE HOTEL | SYDNEY

CYBER INTELLIGENCE STRATEGY AND
TECHNOLOGY TO STAY AHEAD OF EVOLVING
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