

Smart Building Insight

SMART BUILDING INSIGHT

From Aamidor Consulting, product and market strategy for the smart building, IoT and energy sectors

Announcement!

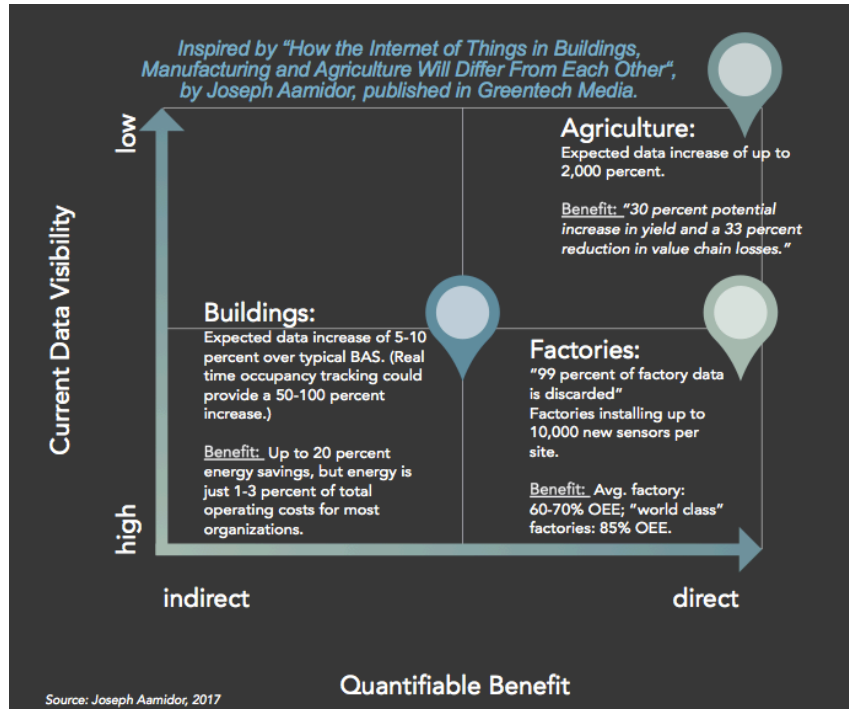
Are you an energy or facilities manager? [Sign up](#) to participate in our survey of smart building technology solutions here.

Client Spotlight

For [Urjanet](#), a utility data aggregation company, we created a market landscape of different types of firms that would benefit from consistent and reliable energy data delivered in an as-a-service model. This included energy management software firms, distributed grid companies focused on solar and batteries, project financing firms, and other companies. The research helped the firm identify new partnership opportunities and market to this diverse range of companies.

Upcoming Conferences

- [CRE Tech Intersect](#), San Francisco, June 8.
- [IBCon](#), San Diego, June 14-15.
- [Prospect SV Innovation and Impact Symposium](#), Mountain View, CA, June 14.
- [Grid Edge World Forum](#), San Jose, June 27-29.
- [Building Simulation 2017](#), San Francisco, August 7-9.



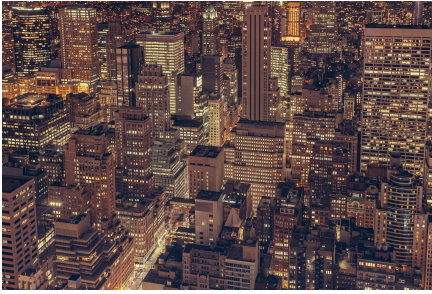
Letter from the Editor

This is the Late Spring/Early Summer issue of the **Smart Building Insight** quarterly digest. About a month ago [we published a piece in Greentech Media](#) on how IoT will impact buildings, factories and farms in different ways. While the basic value proposition is similar across each industry - more sensors to collect more data to drive more action - there are some key differences. Specifically, the ability to quantify the value varies greatly in each of these three industries. And, the existing level of sensing and connectivity is different too. While farms will see a dramatic increase in the number of data points, buildings already are very well-instrumented (though much of this data resides on hard-to-use on-premise systems).

While the number of sensors that can be installed in a given market is not a direct predictor of how successful IoT will be in that space, it could be argued that building IoT vendors must deliver more than a dashboard of data points - because these data likely are available

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Aamidor Consulting in the News

In May we published [a follow-up article](#) on Medium and LinkedIn about automation in building/facility management. We are spending a significant amount of time on this issue because many facility management professionals are interested in the next wave automation and its impact on jobs. That said, we remain high on the job creation and general productivity benefits that smart building technology will enable across many building types and classes.

Book of Interest

We highly recommend [Rise of the Robots by Martin Ford](#), which is a skeptical but realistic look at the impact automation and technology may have on jobs and our economy. The book includes a quantitative look at past innovation and its impact on jobs.

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through an existing system. For farms, this is not the case. Even a dashboard of data is a significant advancement.

In other news, we continue to hear from vendors who see 2017 starting well. Additionally, investors continue to have interest in the proven vendors in the smart building space (firms looking for a B or C round).

Venture Capital and Investment News

- In our last issue, we highlighted the challenge some firms had raising money in 2016 and the bounce-back that has been occurring in 2017. [Mercom Capital recently published a report](#) confirming this trend. Though the quarter is a bit skewed by View's \$100M and Chargepoint's \$80M+ rounds, we have heard from companies noting that the funding environment is thawing. [Greentech Media also published a piece on a battery storage startup](#) that took a different approach and did not raise significant VC money.
- [Service Channel raised \\$54 million](#). In our last digest, we highlighted other investment activity in the facility management technology space. These firms could subsume traditional energy management vendors in the next ~5 years.

Noteworthy Articles and Reports

- We've highlighted the need for IoT startups in energy and facilities to focus on a particular building type. One company fitting this profile is Axiom Exergy, [which was recently profiled in Greentech Media](#). The firm makes a "refrigeration battery" using off-the-shelf technology for grocery stores, which have significant energy costs and very slim margins.
- A new Measurement and Verification (M&V) Report from Rocky Mountain Institute and Lawrence Berkeley National Lab was published, [focusing on M&V 2.0](#). M&V enables accurate calculation of energy savings post-retrofit and has benefited from the rise in data volume and granularity.
- Drones and CRE. We're not sure this technology will be widely used in buildings anytime soon, but the [use cases for CRE](#) are more compelling than other buildings.
- In late April [ACEEE published a market assessment of intelligent efficiency solutions](#) across multiple industries, including buildings. The report summarizes the current and forecasted penetration of various relevant technologies. (Free access with registration.)

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