




NECA
San Diego
Sep 28 - Oct 1
2024

Getting Started In Systems Integration

TRADE SHOW EDUCATION


This session is eligible for 1 Continuing Education Hour.




For these hours to appear on your certificate, you must:

- Have your badge scanned at the door
- Attend 90% of this presentation
- Fill out the online evaluation for this session


TRADE SHOW EDUCATION




Getting Started In Systems Integration




Joshua Knott
Leviton



Luis Suau
Sinclair Digital Services, Inc




Tom Beros
Net Electric




David M. Krausman
Motor City Electric Technologies, Inc.

TRADE SHOW EDUCATION



The Rise of IoT and Integrated Solutions


North America \$20+ Bn Low-voltage Cable Market Outlook to 2028



The increase in residential properties, growing population and rapid industrialization are causing a rise in the electricity demand. **The growing prevalence of equipment and devices that use low voltage electricity in countries such as the United States will likely provide immense opportunities...**

<https://www.businesswire.com/news/home/20230717880255/en/North-America-20-Bn-Low-voltage-Cable-Market-Outlook-to-2028-Innovations-and-Partnerships-Shaping-the-Competitive-Landscape---ResearchandMarkets.com>

TRADE SHOW EDUCATION



INTERNET OF THINGS (IOT)

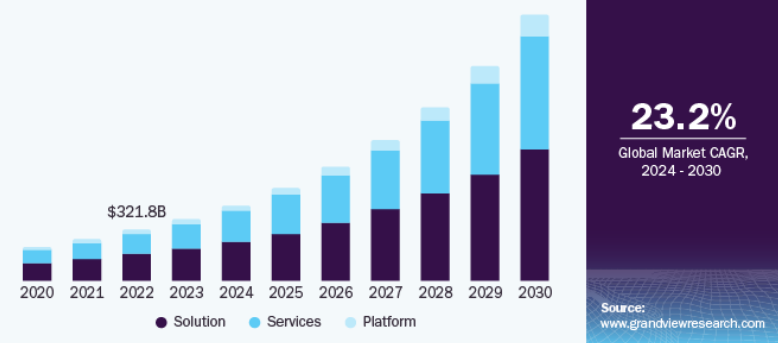
- **Adoption:** By 2021, there were over 12 billion IoT devices worldwide, with projections reaching 25 billion by 2030 (Statista).
- **Market Size:** The global IoT market size was valued at \$308 billion in 2020 and is expected to reach \$1.1 trillion by 2028 (Fortune Business Insights).

TRADE SHOW EDUCATION



Industrial Internet of Things Market Size

by Component, 2020 - 2030 (USD Billion)



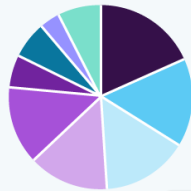
The global [industrial internet of things market size](#) was estimated at USD 394.00 billion in 2023 and is projected to grow at a CAGR of 23.2% from 2024 to 2030.

TRADE SHOW EDUCATION



Industrial Internet of Things Market Share

by End-use, 2023 (%)



● Manufacturing ● Healthcare ● Energy & Power
● Oil & Gas ● Agriculture ● Metal & Mining

Wired & Wireless

The wired (Ethernet) technology segment is expected to register at a significant CAGR from 2024 to 2030. The growth is attributed to its reliability, security, and high data transfer speeds.

\$394.0B
Global Market Size, 2023

Industrial Internet of Things Market Trends, by Region, 2024 - 2030



● Largest Market ● Fastest Growing Market

32.0%
North America Market Revenue Share, 2023

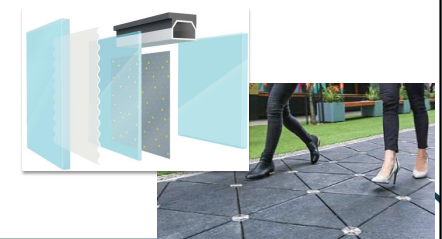
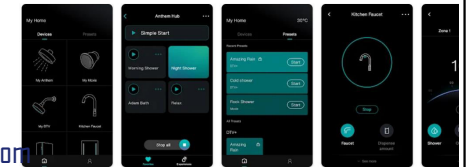
Source: www.grandviewresearch.com

TRADE SHOW EDUCATION



Internet of Things

- Connected Plumbing
- Dynamic glass (auto-tinting)
- Kinetic Energy Floor Tiles
 - Each step creates renewable energy...From LED displays and gamification to rich data insights and smart street applications..
- ...and more



TRADE SHOW EDUCATION



Internet of **Every** Things

Divisions 21/22/23/24/25/26/27/28/29...

But also:

- Division 03/04/05/06/07 – Concrete/Masonry/Metals/Woods, Plastics and Composites/Thermal and Moisture Protection
 - Embedded sensors, data transmission and data analytics extend the lifespans of structures, structural/environmental health monitoring, detecting and predicting occurrence of failure events before they happen...
- Division 08/09 – Openings/Finishes
 - Smart glass, kinetic floor tiles...
- Division 10 – Specialties
 - Smart boards, signage, display walls...
- Division 11 – Equipment
 - EV Chargers, parking gates (key/card control), fee collection...
- Divisions 12 – Furnishings
 - Blinds, shades, desks, chairs and workstations...
- Divisions 13 – Special Construction
 - Controlled environment rooms, facility protection, sensing...
- Divisions 14 – Conveying Equipment
 - Elevator (phones), sensors- mistracking, belt slippage, and material spillage...

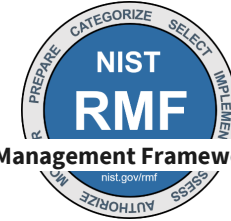


TRADE SHOW EDUCATION

Control the Process

The Foundation of Systems Integration is Coordination

- Converging systems and trades
- Contractor's changing role with convergence and proliferation of IoT
- Leverage Division 25 for coordination between systems and stakeholders
- NIST security policies will eventually steer process coordination



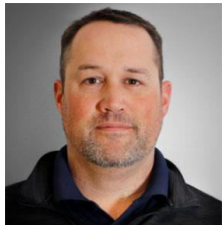
Risk Management Framework (RMF)

Reduce the complexity of the IT/OT infrastructure by **eliminating** unnecessary systems, system components and services



TRADE SHOW EDUCATION

Final Thoughts



Joshua Knott
Leviton



Luis Suau
Sinclair Digital
Services, Inc



Tom Beros
Net Electric



David M. Krausman
Motor City Electric
Technologies, Inc.



TRADE SHOW EDUCATION



Please complete the Online Evaluation



<https://www.surveymonkey.com/r/NECA2024SanDiegoConvention>

TRADE SHOW EDUCATION



Thank you!



Jeff Beavers RCDD, OSP

Executive Director, Network Integration and Services

1201 Pennsylvania Ave. NW, Suite 1200

Washington, DC 20004

913.749.3237 cell

jeff.beavers@necanet.org



TRADE SHOW EDUCATION

