Smart Building Companies Announce Survey Results on the Role of a Master Systems Integrator

Intelligent Buildings LLC, in collaboration with Navigant Research, Anixter International Inc., Lynxspring, Inc. and SkyFoundry, LLC, today announced the findings from their recent survey which gathered opinions from the Systems Integrator market as it relates to smart buildings and illuminates the distinctions between traditional Systems Integrators and Master Systems Integrators.

CHARLOTTE, N.C. (PRWEB) November 12, 2018 -- Intelligent Buildings LLC, in collaboration with Navigant Research, Anixter International Inc., Lynxspring, Inc. and SkyFoundry, LLC, today announced the findings from their recent survey which gathered opinions from the Systems Integrator market as it relates to smart buildings and illuminates the distinctions between traditional Systems Integrators and Master Systems Integrators.

The aim of the survey was to gather data and insight about specific project experience, customer expectations, business reach, and other metrics that help characterize the landscape of today’s Master Systems Integrator supporting their customers and making smart building technology investments. The study went on to define the current state of the market around scale of business, scope of experience, depth of customer relationships and perceived customer expectations.

The survey consisted of multiple questions and the results provide an in-depth analysis of the factors affecting the market, including drivers, challenges, threats and potential opportunities. Some of the key findings of the survey are:
- Most believe that analytics offerings and services differentiate integrators today
- The preferred systems to integrate are building management systems, energy management systems, metering, lighting and access control
- Most integrators do not have a formal cyber security policy

“The Systems Integrator market is bifurcated today between experts in IT and experts in building systems, but the opportunity to bring these skill-sets together is enormous,” said Casey Talon, Research Director at Navigant Research. “Real estate owners are poised to make major investments in smart building technologies and they are looking for resources with scale and multi-dimensional skill-sets that can manifest and support their strategy and vision. A new breed of Master Systems Integrators may just be the link between vision and reality that the market needs.”

Greg Tilger, VP of Channel Marketing for Anixter International Inc. shared, “This study validated what we are hearing from our contractor and integrator customers in response to an increase in requests from builders, general contractors and tenants demanding more diversified services.”

For a copy of the Executive Briefing on the findings and more information about market needs for Master Systems Integrators, contact:

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About Intelligent Buildings, LLC

Intelligent Buildings® provides smart building consulting and managed services for organizations in commercial, corporate, campus and government real estate. We help customers leverage solutions that enhance experience, increase productivity, lower costs, and reduce risks for new building projects, existing portfolios and smart community development. Intelligent Buildings has consulted on over 2 billion dollars in new development and our current customers have over 2 billion square feet of portfolio. More information about Intelligent Buildings is available at http://www.intelligentbuildings.com.

About Navigant Research

Navigant Research is a market research and advisory team that provides in-depth analysis of clean, intelligent, mobile, and distributed energy. The team's research methodology combines supply-side industry analysis, end-user primary research and demand assessment, and deep examination of technology trends to provide a comprehensive view of these industry sectors. More information about Navigant Research is available at http://www.navigantresearch.com.

About Anixter International Inc.

Anixter International is a leading global distributor of Network & Security Solutions, Electrical & Electronic Solutions and Utility Power Solutions. We help build, connect, protect, and power valuable assets and critical infrastructures. From enterprise networks to industrial MRO supply to video surveillance applications to electric power distribution, we offer full-line solutions, and intelligence, that create reliable, resilient systems that sustain businesses and communities. Through our unmatched global distribution network along with our supply chain and technical expertise, we help lower the cost, risk and complexity of our customers’ supply chains.

Anixter adds value to the distribution process by providing our customers access to 1) innovative supply chain solutions, 2) over 600,000 products and over $1.0 billion in inventory, 3) over 300 warehouses/branch locations with approximately 9.0 million square feet of space and 4) locations in over 300 cities in approximately 50 countries. Anixter was founded in 1957 and is headquartered near Chicago. More information about Anixter is available at http://www.anixter.com.

About Lynxspring, Inc.

Embracing open software and hardware platforms, Lynxspring develops, manufactures and distributes edge to enterprise solutions and IoT technology to create intelligent buildings, better energy management systems, equipment control and specialty machine-to-machine and IoT applications. Lynxspring technologies and solutions simplify integration, interoperability and connected data and analytics from the edge to the enterprise.
Lynxspring’s technology and solutions are deployed in billions of square feet of commercial buildings in North America and selected international countries. For more information about Lynxspring is available at http://www.lynxspring.com.

About SkyFoundry, LLC

SkyFoundry provides software solutions to create value from the data produced by the Internet of Things. SkySpark® Analytics software is an open, extensible platform enabling data from a wide range of sources to be automatically collected, visualized, and analyzed, to identify opportunities for operational improvements and cost reduction. More information about SkyFoundry is available at http://www.skyfoundry.com.
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