

## A New Deal for Buildings

### Changing the vendor-owner dialog to accelerate Intelligent Building adoption.

Technology developments in the intelligent building space have progressed at a rapid and promising ways, paving ways for vendors to offer sophisticated and innovative products and solutions to make buildings smart. Building owners, however, seldom consider a building's intelligence as critical as they manage a plethora of pressing issues from occupancy rates, to happy occupants, safe environments, and valuation of their buildings.

The typical dialog between vendors and building owners are often confrontational and transactional; focused on securing the best deal for the short term. Many thought leaders in the building systems industry find this relationship unhelpful to the successful implementation of the intelligent building vision.

A New Deal for Buildings (<https://newdeal.blog>) is an initiative to help solve this quandary. The mission of the initiative is to change the dialog between vendors and owners, from the current antagonistic norms to one that is more open, transparent and partnership based.

This white paper will outline this initiative and invite CABA members to participate in this new dialog and encourage a better way to move the industry forward, in line with CABA's core mission to make informed decisions about improving tomorrow's buildings.

Anto Budiardjo

Cimetrics, Inc.

[www.cimetrics.com](http://www.cimetrics.com)

[anto@budiardjo.com](mailto:anto@budiardjo.com)

+1(817)946-3162



