1. **Introduction to Delta Controls**
	1. An in-depth look at Delta controls and our go to market business strategy along with system architecture and products. Look into our partner strategy and culture.
2. **BACnet/SC (Secure Connect) – (Pending AIA Accreditation)**
	1. What is BACnet/SC?
	2. What are BBMDs?
	3. Comparison to BACnet/IP
	4. How It Works
	5. Implementation
	6. Use Cases and Best Practices
3. **Delta O3 Sensor Hub 2.0**
	1. A presentation to review touchless sensing capabilities, system agnostic sensor, IoT device and Innovation in the HVAC world.
4. **Next Generation of EBMS Cloud and IoT (AIA Accredited for 1.0 LU HSW)**
	1. In this course, participants will learn what IoT and Cloud services offer in the building management space. The advantages of adopting IoT/Cloud approach. How implementing IOT strategies can improve the occupants wellbeing. Along with learning basic cloud deployment and architecture.
		1. Understand the market trends that are driving the IoT into the building management spaces to include occupants’ wellbeing.
		2. Learn the components and services that make up an IoT technology stack for building management and how they affect the occupants of the built environment.
		3. Learn what value IoT and Cloud services can bring to buildings, and how it differs from traditional BMS. Learn how data can be used to improve sustainability and efficiency and how that directly affects the wellbeing of occupants.
		4. Learn the difference between IP and IoT in relation to BACnet.
5. **Delta’s eCloud Solution (Follow up to Next Generation of EBMS Cloud and IoT above)**
	1. The Vision
	2. The Features
	3. All The Benefits
	4. Pricing Model
		1. What is the pricing?
		2. Retail, light commercial, small site discussion
	5. Visual Power Point Demonstration
	6. Marketing Materials
	7. Talking with Clients
6. **Introduction to Delta, POE and eWEB Demo**
	1. Brief introduction to Delta
	2. Delta POE architecture and solutions
	3. Entry level overview of POE – How it works, standards, limitations and what to be aware of
	4. High level look at enteliWEB – Delta’s Graphical User Interface (GUI) – Live Demo
7. **Semantic Data Modeling (Pending AIA Accreditation)**
	1. Compare Brick Schema and Project Haystack Models.
	2. What about BACnet?
	3. Which one should we pick?
	4. What is the next step?
8. **Bi-Polar Ionization (AIA Accreditation for 1.0 LU) - Guest Speaker**
	1. In this course participants will learn what is Bi-Polar Ionization, and how ions are generated by the different products available in the market. The reason why Bi-Polar Ionization is becoming a useful tool in improving Indoor Air Quality in several market segments. How effective Bi-Polar Ionization is with indoor pollutants, such as pollen, dust, VOCs, viruses, etc. Finally, we will review some solutions for minimizing the transfer of viruses, such as COVID-19, in real world applications.
		1. Understanding Bi-Polar Ionization, and how ions are generated.
		2. Indoor Air Quality Issues facing today’s building owners & tenants.
		3. Learn how suggested IAQ technologies work on airborne/surface contaminants.
		4. Learn the effectiveness of controlling airborne/surface dusts, VOCs and pollens, while neutralizing harmful viruses from transferring from an infected person to those healthy individuals within the specific area.
		5. Finally, we will discuss a possible way to use Bi-Polar Ionization to help minimize people from exposure to airborne/surface contaminants that could harm them.
9. **Ionization Bars (AIA Accreditation for 1.0 LU) - Guest Speaker**
	1. In this course participants will learn what is an Ionization Bar, and its purpose in the Indoor Air Quality. The reason why Ionization Bars are a useful tool in improving Indoor Air Quality, and the financial implications.
		1. Understanding the ASHRAE 62.1 requirement for ionization bars.
		2. Where the ionization bars are installed in the air handler unit.
		3. Important UL requirements concerning ozone generation by the ionization bars.
		4. Learn the costs and the financial savings for installing ionization bars.
10. **Delta Controls Facility Management Trends – Past, Present and Future**
	1. A collection of facility trends on lighting, healthy buildings, personnel shortages and retention, the convergence of IT and building systems, Top Facilities Management Trends for 2020, Personalization and User Experience, IoT and Remote Management, Technology to Implement Now, Support for Clean Environment and Cybersecurity.
11. **Understanding and Applying HVAC Sensors (Pending AIA Accreditation) – Guest Speaker**
	1. This course features a basic overview of HVAC sensors and their application in common systems. Topics covered include: types of sensors, sensor technologies, installation practices, and specifying sensors. At the end of the course, participants should have a better understanding of how to select and specify sensors.
12. **Non-Metallic vs. Metallic Electrical Enclosures For “The Right Application” - Guest Speaker**
13. **Air Quality—Questions & Solutions – Guest Speaker**
14. **Niagara - Consultants**
	1. Why/when to use Niagara
	2. Why are there so many vendors?
	3. Why does Delta sell Jace?
	4. How Niagara works - Niagara vs Tridium etc?
	5. What to be aware of when specifying it?
	6. Open/Closed issue
	7. Pricing/licensing
	8. Tridium security (Fox) vs bacNET/SC

**Future Presentations**

1. **ASHRAE 36 Guideline and Fault Detection**
	1. Presentation Focus: What is ASHRAE 36 and how to implement?
	2. Addressing fault detection.
2. **POE – Power Over Ethernet – Specifications, design and Typically asked Questions**
	1. What to know when specifying and designing a POE project
	2. Typical questions – asked by the teams that install POE
	3. What the difference with a ethernet network and a POE network?
	4. Important POE knowledge – a step outside of basic POE knowledge
3. **Integration**
	1. Presentation Focus: How to successfully, implement full building integration. Room integration vs siloed integrations. Division 25 and Specification considerations. Integration limitation and considerations when doing integration. Full building/campus integrations or room level integrations. O3 migration and integration at room levels, in the future and now. In the presentation we want to make sure is understood is that there are different type of integration and different results with those integrations. We want to give consultants confidence to help end-users, their customers, the power to not be “stuck” with one vendor. Migration is possible and manageable.
4. **Room Control**
	1. Still working through agenda
5. **Division 25**
	1. Still working through agenda