

(External) Building Canvas Launch Webinar-20260924_120021-Meeting Recording

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● **Emily Malin** started transcription



Emily Malin 0:04

in, I presume. But we will go ahead and get started. So hi, everyone. Welcome. Thank you so much for joining today's webinar. Hanbo will be taking us through our latest product, Building Canvas. As normal, all of the recordings, materials, transcripts, everything will be packaged up nice and neat and sent out to everybody about one week

after the webinar. So that will be coming your way. No need to e-mail us for it. But if you haven't seen it in around a week, definitely e-mail me and ask. I have just posted in the chat, our next webinar will be with Brad Wyers for understanding our version 4 firmware. So our long term support and what that looks like. So please join us for that. It's all around the version 4 firmware.

and you can register with the link inside of the chat. That will be on October 15th from 10 to 11 Pacific Time. As I was saying, you guys do all have muted mics, but please paste any questions that you have into the chat as we go. We do have a couple of fantastic moderators on the line with us.

Mr. David Paquin and Jason Bursill. So they might be able to answer a few of your questions. I think I saw Dave Stevens come in here as well. So they might be able to answer a few of your questions as we go. We might actually open this one up for questions, just depending on, we don't have a lot of presentation material to cover. This is going to be intended to be a very interactive session.

So we might see how everybody behaves. I don't know. We'll check it out. I have also put all of our contact info inside of the chat as well. So you'll see in there my contact info, Hanbo, who will be our main presenter today, but also David Paquin, who is our director for management software. So he might be able to answer a lot of questions of these as well.

There are also two other links that are in the chat right now. One of them will take you to our main building Canvas webpage so you can see some of these things that I will actually go through with you guys later in real time. And the second link there is

the one that is not hyperlinked because it will be for our partners only. It will be your sales enablement toolkit, which will be live at our building Canvas launch.

I just wanted you guys to have it so that way you know that it will exist and we'll go through some of what's in there again today. So without further ado, Mr. Hanbo Li, ladies and gentlemen, building Canvas, let's go.



Hanbo Li 2:35

Good morning, everyone. My name is Hanbo. I'm the product manager for Canvas, Building Canvas. It's great to have you all here and meet you virtually. I'm very pleased to announce that we are going to have the first official release for Building Canvas.

or as we call it, release one. It's going to be available on September the 29th. So that means the beta testing for the last half a year has been coming to an end. And thank you for all the feedback. But having said that, we're still continuously improving Canvas and there's a long roadmap ahead. So we'll still continually collect feedback and we are planning to actually meet a lot of you.

on the road in the next while. So today, I'll walk you through building Canvas, what it is, what ships in Release One on September 29th, and what it means for your team.

So now I will share my screen. Just give me a quick sec.

present, gives me a thumb up if you could see the agenda for today. Perfect. So we'll start with the vision. So you see where Canvas is headed. Then I'll spend most of the time on what Canvas actually is today, what's in release one, because I'm sure a lot of you have heard about the vision talk,

many times before, but this is the first time you're seeing what is actually being released. I'll also cover the problems that it solves today, the pricing, and how things look after the launch. So let's start with the bigger picture over here. Canvas is our unified AI-powered platform for the entire building lifecycle, from design,

to all the way to the daily operations. The idea is simple. Canvas becomes one place for delivering intelligent building systems. Less labor, less rework, better buildings.

And the reason behind this is practical. The industry is short on experienced building automation engineers. You've got more work than senior engineer or senior people to do it. Canvas is built to help you deliver more with the team that you already have, including new engineers while cutting.

Repetitive work and catching issues earlier.

So how does Canvas work? Think of it as the main three steps. The first step is

everything, put in everything the engineer knows about the job. That includes building specs, equipment schedules, plain language request. And then Canvas does the heavy lifting with the help of AI and the digital twin.

And in the end, out comes a finished controller database ready to run the building. This is a fuller picture of how Canvas is going to help you across different stages of what a building goes through in its life cycle. At the center are the two foundations that we keep talking about, Canvas AI, digital twin. Everything runs on these two and these are the foundational technology or concept that enables a lot of the features in Canvas.

Around them are the 9 modules, and they follow the natural stages of a building's life cycle. So I'm sure a lot of you have known this process or life cycle by heart, but let me just walk through them very quickly so we are using the same terminology. It starts with

estimate before the integrator has even won the job, they need to read the drawings, specs, estimate roughly the points, controllers, and equipment so they can put together an accurate build. And then we go into design. That's when the integrator wins the job, the engineer starts to get more precise.

They start listing the real point list, the actual controller selection per piece of equipment, the network layout, and the submittal package the customer signs off on eventually. Then we go into the engineering section or engineering module. This is where the integrators engineer do the controller programming.

Building and validating the databases and the sequence of operations, and that goes hand in hand with the graphics. That's where the engineer binds live Bacnet objects to floor plans and system graphics.

Then we have deploy and commission. Deploy is where the integrators field technicians push the engineering databases into the field, including the databases, firmware, and also handle the network setup, the device onboarding on site.

Emissions is where the field technicians run startup, runs field, startup, and testing, automated IO checkout, and test and balance. Then the building changes hand from the builders or integrators to the building owners and their operators. And these are for the last three stages. That includes operate, optimize, and lifecycle. These are about running the buildings day-to-day, continuously tuning it for performance,

and energy and keeping its digital record valid throughout the building's life.

So, that's the vision, and Canvas is going to help you at every single stage of the

lifecycle, all connected through one platform and one data model, so the building's information carries forward instead of getting lost between the stages.

So that's the vision and where we are going in the long term. But here, what matters is for September 29th, what we're releasing. Release 1 delivers the two modules in the middle, engineering and graphics. Partners could program controllers and graphics.

in one cloud workspace. That's available at lunch at the end of September.

And right after that, we move downstream into the deploy and commission module, taking Canvas out of the office and into the field, the next focus. Everything else, including the estimate and design at the front, or the three modules at the back, operate, optimize, and life cycle.

They belong to the future roadmap. That's where Canvas grows over time.

Okay, this is the first release, or as we call it, release one. This is what you'll actually have on September 29th.

Let's start with what it does. Engineering and programming is the core of it. You can fully program and configure your bass controllers directly in Canvas. You can build your IntelliSketch Graphics right in the workspace, and you can emulate virtual controllers running real firmware in the cloud.

There's no limit on how many controllers you have. You can stand up a whole building's worth of controllers and work on them together.

We also include organization and delivery.

capabilities. You can pre-test and validate your sequences in the cloud before anyone drives to site. That catches logic bugs, sequence errors early on in the office, so you can avoid an expensive callback. You organize everything by portfolios and Buildings, the way you already think about projects, and it's self-serve. There is no need to wait for us. You can create your own account and invite your engineers to the Building Canvas platform.

Now, let's talk about why it's better than the tools that you already have today. It's faster. Virtual controllers boot in seconds, not minutes, as compared to Cloud engineering. There's no manual setup. You click and it's running. You can clone. full controller database, one too many, instantly. And this is shown in the screenshot on the right side, where you have the option to duplicate a database. And there's no capacity cap. Cloud engineering caps you at 100 devices or 250 if you pay for more. Ms. doesn't have that hard cap. You can run thousands in one workspace.

It's also simpler compared to the tools that you have today. One workspace instead

of juggling the three tools. Today, the three tools, that's Cloud Engineering, IntelliWeb, and IntelliSketch. And the Canvas brings everything into one interface. It's also smarter.

That's the AI piece that everyone is excited about. Canvas can generate an internet device database from natural language prompt and then apply them to the workspace. It describe the system like create a VAV and building a building canvas Builds a starting point for the engineer to review, and then you follow the process, give it the set up the firmware version, set up the module under the guidance of AI Chatgpt, and this AI system creation is in preview for Release One, so we can test it today. We are still actively making it more robust and add more features so the workflow is more intuitive and more helpful for your day-to-day work.

Let me translate the features that we talked about into the problems that they are going to solve for you today. Obviously, the first one is the labor shortage. Some senior engineers are retiring and there aren't enough new specialists behind them. Most of you have more project demand than senior engineers to handle it.

And then comes the fragmented tools. Today, one job means bouncing between different tools. That's slow and things fall through the cracks.

Repetitive manual setup is another major concern. So much of the work is configuring devices by hand, line by line.

And also slow onboarding for new engineers. Because the tool chain is so fragmented, getting a new engineer up to speed takes months. That makes the labor problem even worse.

So what does Canvas mean for you? You can deliver more with the team that you already have without needing a senior engineer for every routine task. One unified workspace instead of three tools, and then new engineers get more productive faster.

And for building owners, it's about the outcomes. Objects will be delivered on time, fewer costly delays. And for owners who want to be more involved in the engineering phase, it's easier for them to work alongside of you.

Let's talk about pricing. Ms. uses a seat-based subscription. You pay for authoring or engineering seats. That means one per engineer using one seat per engineer using the platform. This is a change from cloud engineering where you are licensed by the number of sites.

Amos today is licensed by the number of people doing the engineering work.

As a Delta Control, as a Delta Control partner, you can check out the specific pricing for your organization on the online ordering website in Passport.

Now, these are the key dates. Release one is generally available on September the 29th. If you are the administrator or billing manager for your organization, you can sign up anytime after the launch.

If you have been a better tester, again, thank you for your feedback. You already have access to the engineering module today. You get a 30 day grace period. So if your administrator or billing manager, they have until October the 29th to purchase engineering seats.

and assign them to your team.

And just another note here, even if you have an engineer seat today from beta testing, your admin still needs to purchase and assign an engineering seat to you after the launch, because the beta testing engineering seat that you have today would expire after October the 29th.

If you don't have a paid seat after the grace period is over, you lose access to the engineering features in building Canvas.

And purchasing engineering seats in Canvas is a self-serve process. Your organization's administrator or billing manager could initiate and complete the process through the Canvas platform itself.

For the last slide, I want to close on where everything goes. The most important message that I want to deliver here is that these are deliberate and phased transitions. We're not ripping anything out. We're not forcing anyone off the tools they use today. That's the whole point of doing it in stages.

It protects the customers and partners who rely on today's software while we build what's coming in the future.

What happens to cloud engineering? Cloud engineering moves into a maintenance role.

And we expect customers to move to Canvas at their own pace, because it's generally a much faster and better tool compared to cloud engineering. It already has a strong, building Canvas today already has a strong feature parity with cloud engineering.

What happens to Enteliweb is 6 columns are how we're going to transition some of the functionality from IntelliWeb to Canvas gradually. Ms. and IntelliWeb will still work together for a long time.

Release one, what we're releasing at the end of September, is our first milestone, and that's the first column. Today, Enteliweb stay as the trusted software for deployment,

operation, and the commissioning, while Canvas as the engineering capabilities. on top of that.

After release one, we are taking on the automated deployment challenges in building Canvas, and that includes adding capabilities surrounding direct cloud deployment to controllers and a more mature AI chat. You see some of the...

second column features later this year or into early next year. And that should give you a rough sense of how quickly we're moving through this transition.

Bring it all home. The rest of the columns are what we are planning in the future. The first column that you see today is what you will get at the end of September.

Everything else is rolled ahead. You are not getting all of these tomorrow, but the point is,

Canvas is more than a single engineering tool. It's a platform that grows with you across the whole building life cycle.

So that's everything that I want to share with you today. I'll pass it back to you, Emily, if maybe we can open it up for questions if you don't have any more things to share with the partners.



Emily Malin 19:05

Yes, we will start some questions here in just a second. I'm actually going to take over for just a quick minute and show you guys, since this is our real launch when it comes to Canvas, we wanted to show you guys some of the marketing materials and just where to find some things as we start diving into this. So let me go ahead and share my screen with you guys now.

So this is our main building Canvas webpage. This is open to anybody. You do not have to be a partner to get here. This is just [deltacontrols.com slash product slash canvas](https://deltacontrols.com/product/canvas), which you do have a link to in here. So on here, we've made it pretty easy. Scroll down to the bottom and you can go to all of our downloads for when you're actually out.

talking with people about Canvas or talking with your employees about what Canvas is. I've already went ahead and opened most of these. We have our normal sales sheet. This is just all of the high points that Hanbo had listed about building Canvas. But we also went ahead and did a couple of more things. So we did some brochures as far as what you can expect. And this is really for you guys as our partners to go in and start talking about

you know, what Canvas is, what the perks are, how it's different than cloud

engineering, and really what's overarching and encompassing within Canvas. We also do have like a little bit of roadmap in here and what they can expect. Again, what's different, why it's changed, items like that.

We also have a couple of other, well, we also have that. We have a couple of other just regular flyers. So this is more something that you could bring into a building owner. And so this is really just an over-encompassing of, hey, maybe Canvas doesn't fit for the building owner right now, but this is really the future of how we can expect building owners to start benefiting from Canvas in the future.

as well as one for yourselves of just, hey, how can we make engineering hours go further with this? We also did a, what is actually different, a side by side comparison of cloud engineering and building Canvas. So you'll be able to go through and just see that all right in your face, right there and ready to go.

But I think the most important thing for most of you on this call today is going to be our building Canvas introductory video. So this video, it actually is an entire 3 1/2 minutes of just a very basic how building Canvas works. So it is what building Canvas is, and it actually goes through and teaches you kind of just how to get your building started.

where to get the pricing, where to sign up, and it is a very all-encompassing video. So this is really the 1st place to start. All of these links, like I said, will be emailed to you guys and will be provided. We are also creating a building toolkit, a building canvas toolkit for all of our partners that will only be able to be accessed through Passport.

behind the scenes on the source. And the reason for this is that it will have a little bit more detailed information around pricing, around how you access, where you go, and that sort of thing. So those are all of our tools right now when it comes to actually launching Building Canvas and how we're going to start getting this marketing material out there for you guys.

Additionally, in the chat here, I'm going to post that we are doing a little swag giveaway on this one. So anybody who signs up for, not just signs up, anybody who completes the Building Canvas training that is available through Passport right now. So just go to Passport, go to training.

you will actually be able to get entered to win for a meta glasses and a Delta swag bag, one of our backpacks, one of our North Face jackets, just something that we're trying to see. So we will be doing one giveaway on September 29th when it actually launches.

So that is in five days. So any of you who have already taken the training are beta users, you will automatically be in third for this anyways. And then we will be doing one on October 1st as well. So kind of a fun thing that we're doing there from the marketing side of things. We will be sharing all of these links, like I said, with you guys when we package this up all nice and pretty for you.

So with that, I think now we can kind of open it up for some questions. I think the best way to probably do this, Hanbo, is to just go through like we did on our normal, I'll read you the questions and we can kind of take them as they come. And then if we have some time, we'll go ahead and unmute the mics. That way there can be a little bit more back and forth as long as everybody promises to be good and raise their hands and get in line.

So with that first one that we have is can a Bacnet secure connection be made between building Canvas site and local Enteliweb server to test the controllers to local graphics?

HL

Hanbo Li 23:55

The answer for that is no. You can do everything today in Canvas. Canvas is used to test the controllers and test the graphics just by itself. Same functionality that Eweb has, but now everything is provided in Canvas.

EM

Emily Malin 24:15

Perfect. Will our end users who currently do their own programming graphics have access to Building Canvas?

HL

Hanbo Li 24:23

Yes, so if you have access to, I'm sure most partners would have access to our passport and you have purchasing permissions in Passport, then you have access to Canvas, Building Canvas. Actually being available to our partners for the past half a year.

a year, you could still test it today for the next month until October the 29th when engineering seat is going to be cut off if you don't have subscription by then.

EM

Emily Malin 24:59

Perfect. If building Canvas uses an outside AI bot, will the pricing fall victim to AI token pricing?



Hanbo Li 25:09

That is a good question. Yes, we do use AAM model. And the pricing is just fixed pricing. It's not currently based on usage. And that's just for the chemist engineering portion that we're talking about.



Emily Malin 25:30

Jason, did you want to comment on that one also?



Jayson Bursill 25:32

Yeah, I might be able to speak a little bit to the back end of this as well. So as many of you probably know, all this stuff is built using AWS and the AI chat system uses Bedrock. So we obviously set a static price for this, but if these prices do end up going up on our side, we'll adapt to it and make changes to the architecture and things like that, which is a different beast than if you were to use like Claude Code and connected to Canvas. But if you do that, that's completely on you because you're using Claude Code.



Emily Malin 26:04

Perfect. What will happen to our offline e-web clients, the ones that are not allowing any internet access?



Hanbo Li 26:18

David, do you want to hop on this one?



David Paquin 26:21

Sure.



Emily Malin 26:21

IEva.



David Paquin 26:22

Yeah, so Canvas, as it is now, is focusing on the engineering portions of the project. So that will be cloud-based. In the future, as Canvas works towards the other parts of the project, as Hanbo outlined today, we will provide an on-prem offering for it. So it likely will not include the engineering tools.

but it's essentially everything else. Just like for Enteliweb, that's not happening tomorrow. That is a progression over time that we are working towards. But yes, we will fully support all of the sites where there's no internet, period. There's no way to get this to have any access. That will work in the future.

 **Emily Malin** 27:03

Cool, perfect. Are there any hardware restrictions for PC servers for running and using Canvas?



David Paquin 27:13

Maybe I can answer that one too. Nope, you just need a web browser. Nothing runs on your computer. You're just accessing the service through web browser. So modern web browser, Chrome, Firefox, Edge, that type of thing is basically all you need.



Emily Malin 27:29

Amazing. So we've been playing around with Canvas, curious to see what the presentation layer would look like eventually on Canvas. So basically from the customer's point of view, is there any added value or benefit to them? This is the future question.



Hanbo Li 27:45

Yeah, even just even just today, because we're releasing the engineering module, who is going to get more benefit out of it is the partner, but from a customer or end user building owner perspective, it actually allows them to work closely with the partner, because...

Engineering seat is paid and charged, but you can also add an account other the account who can view the.

The building canvas platform doesn't have to be charged. And in the future, instead of the engineering graphics that we're releasing today, we're going into operate life cycle management, performance tuning. So all of that will be tackled by Canvas building canvases in the future.



Emily Malin 28:39

Okay, what is Eweb's end of life timeline?



Hanbo Li 28:46

As the last slide that I showed, it is a very gradual transition between Eweb and building Canvas. I might as well just show that slide again.



Emily Malin 29:05

It's gonna be a while.



Hanbo Li 29:07

Yes, we're only releasing.



Emily Malin 29:08

Yeah.



Hanbo Li 29:12

So if you remember the six columns.

Is that?

Yeah, if you look at the six columns, we are at column one right now. That is release one. And then in the next half a year or so, we are going to slowly start tackling some of the problems in column two. You'll see some of the features that are listed in column two.

coming alive in the next half year or so. So that gives you a rough timeline of the transition.



Emily Malin 29:54

How? Oh, good question. How does Loytec product fit under the Canvas fold, if at all? Good question.



David Paquin 30:03

But that is a project in the works right now to bring in the other Delta Ibt brands. I actually have a meeting on that the end of, I think, two weeks from now. So as time goes on, we will bring in the other products like Loytec so they can be part of the engineering process and all the other.

aspects of this. Today, you cannot simulate them like you can for Delta Controls products, but that is going to come in the future.

EM **Emily Malin** 30:34

Is this a new training or is this the one that has been up there for a bit? Yes, the training is the one that has been up on your training via Passport for a while now. So that's why we are backdating everybody for, if you've already taken it, you'll be entered to win no matter what. But it is on the training site currently right now. Yeah. Will there be ambition for persistent memory of the chat and other AI functions in the future? I saw Jason pop back in here. Let's go.

JB **Jayson Bursill** 31:04

So the short answer is yes. We're not confirming a precise timeline on that. There's a lot of other stuff that we're doing with the digital twin that we're prioritizing first to kind of have seamless interoperability between database creation and stuff that exists in Canvas and kind of things targeted for the deploy stage. But it is on there, just I can't give you a timeline precisely.

EM **Emily Malin** 31:30

Cool, okay, awesome. It says seats are tied to individual users. So I assume this means that we can't buy a number of seats and whoever needs it uses it. We'd need an ongoing subscription for each individual and active user at all times. Is that accurate?

HL **Hanbo Li** 31:47

Yeah, very accurate.

EM **Emily Malin** 31:50

Yep, how?

 **David Paquin** 31:51

I will call out though that you purchase seats and then after they've been set by the purchaser, you can reallocate them at any time. So while it's not floating seats, you are able to take away access for people and add it to others as you would need. So it is slight.

There is a way that you could manage this and move them around, but the intention is yes, that you would have a seat purchased for each engineer that would be in this tool.

EM **Emily Malin** 32:20

Perfect. Jason, how is the AI model trained? Will it be trained over time using data of customers using Canvas?

JB **Jayson Bursill** 32:28

So the AI models that we use are foundation or frontier models. So inside of it, I believe currently we're using Claude Sonnet. I forget precisely which version of Claude Sonnet. So what you put in will not be used to train the model, but what you put in we might use as examples of kind of feature requests and ways to validate workflows. So if you give us kind of a negative like thumbs down or we can get that set a bit out of the chat record, we'll try to fix that for you if we can.

EM **Emily Malin** 33:01

Perfect. Will there be some level of programming standardization restrictions slash oversight for the generative AI so that future servicing of a customer site does not require relearning how all those controllers were programmed by the AI and at what point in a specific time? We'll start there. And then the second part is, we'll, I mean, yeah, start there.

JB **Jayson Bursill** 33:19

Ah.

I mean, it's all kind of the same thing. It's about standardization of databases, right? So more or less, yes. Ultimately, what we're trying to move to with this, and this is stuff that, again, feeds into the deploy connection once you can get into real devices, is you would be, we have templates in there right now, right? So the generative AI system allows you to build some databases from that.

EM **Emily Malin** 33:26

Ohh.

JB **Jayson Bursill** 33:46

but we're working on a workflow that would allow you to ingest existing sites, existing controllers, and then reuse those as your own templates. So this sort of

answers your question, right? I know that if we publish a bunch of templates, it's not going to do everything that you want it to do. There's going to inevitably be gaps. We're aware of that.

Everybody here has templates of databases that they prefer and probably have internally, or most of you. So we want to be able to support that instead. So basically, whatever rules you would adhere to would be adapted to in the process.

EM **Emily Malin** 34:20

Okay. Can Canvas Ai Chat help with integrations on Modbus?

JB **Jayson Bursill** 34:27

We haven't tested or built anything specifically for this yet, but we could take this into account, right? I mean, this is a special interface and this is ultimately configuring an XML file and a file object and stuff like that, right? But this is good feedback and we'll...
Consider it.

EM **Emily Malin** 34:47

We got another one. Can AI chat be used to write GCL plus code used in PGs?

JB **Jayson Bursill** 34:53

We're very actively working on that.

EM **Emily Malin** 34:56

Nice. Good. Do we have a timeline on that one maybe? Soon-ish?

JB **Jayson Bursill** 34:59

Who owns the timeline here? I don't own the timeline. As soon as humanly possible. Yeah, yeah, we're working on it. Yeah.

EM **Emily Malin** 35:02

Active.

Actively, we're actively working on it. Good point.

Perfect, I love that.

Will the Canvas created database include brick 223p data model? How will Canvas handle OEM controller graphics?

JB **Jayson Bursill** 35:22

Yeah, so the first part, it already contains brick metadata today. Deploy is going to have brick really at the center of everything. 223 where applicable. 223 and brick kind of cover different areas of things and 223 is a bit more at a lower level of hardware. Things like quantifiable actionable properties, which is a really long-winded way of saying an output, things like that. So we're focusing on the application layer right now. And when 223 is officially published, fingers crossed in 2026, it's looking like, but maybe early 2027, we'll start to adapt that as required within the system to support things. OEM, this is complicated. I'm not a graphics guy, so I'm going to hand this off to anyone that knows graphics.

EM **Emily Malin** 36:11

Zach Stevens is on here.
Mr. Mr. Zachary.

ZS **Zach Stevens** 36:16

Yeah, I was going to answer the next question actually, but the handle, are you referring to the Embedded Graphics? Like, how will we handle that? Or I guess I'm not.

EM **Emily Malin** 36:19

Good. You can do both.

JB **Jayson Bursill** 36:20

Feel free to tap it early.

DS **Dave Stephen** 36:30

I, I think on a, I think on a mixed vendor job is is what he's talking about.

ZS **Zach Stevens** 36:33

Yeah.

DS **Dave Stephen** 36:35

So, so you've got, you've got some, I don't know, disk tech controllers alongside

some Delta controllers. How do you do the graphics for the disk tech points? I think is the question.

 **Zach Stevens** 36:47

It is Delta devices right now. I believe that's the answer. Dave, if unless you want, yeah.

 **Dave Stephen** 36:52

I, I think what you would do is, if it, yeah, I think what you would do is export your project to Enteliweb and then link your points on site in Enteliweb. I could be wrong, maybe Dave has a better answer.



David Paquin 36:52

I can jump in.

Yes.

The other thing we're looking at is creating basically generic third-party devices that you could create in Canvas. So obviously you couldn't actually program that device, but you can create the objects that you want to link to, and then you can do all of your graphics that way. So that would be a way that you can handle this right now.

 **Zach Stevens** 37:05

But yeah, that's this.

Yeah.

 **Emily Malin** 37:27

Okay, perfect. And if we have some extra time, I will unmute everybody. So maybe Terry, just hold off and maybe we'll, if you have something extra on that, we'll do it at the end. But Zach, could we still use the Intellivis graphics with Canvas as Intel Sketch had a few issues when released? Has that been addressed and updated slash rework?

 **Zach Stevens** 37:46

So Canvas is IntelliSketch only, but to hit on what's coming up with IntelliSketch, we have our newest 434 version going into beta in a week or so and being released in later October, November. And what you'll see there is some very, very good improvements targeting

Graphics generator, which is a rebrand of the EWM, the Regovar tool, which is spreadsheet driven graphic creation. So that was our target for our 434 version of eSketch, as well as really making sure that the binding menus are Are really good, and... powerful and customizable. So I think you'll see some very, pardon me, I'll say you will see some very good improvements in our November version of IntelliSketch and we'll continue to evolve it from there. But to answer your base question there, Canvas is e-sketch only.

EM **Emily Malin** 38:47

Okay, why aren't we allowed to upload? Oh, go ahead. Yep, yeah.

ZS **Zach Stevens** 38:49

But sorry, one more, one, one more comment there, one more comment there: You can export your your databases created in.

And this, of course, and import them to an Enteliweb - that is something you can do.

EM **Emily Malin** 39:02

Okay. Okay.

ZS **Zach Stevens** 39:03

for existing Intelligence Graphics.

EM **Emily Malin** 39:06

Okay, okay. Why aren't we allowed to upload files to the agent? It would make it easier than typing out all the information in JSON.

JB **Jayson Bursill** 39:14

It's on the to-do list. Yeah, the workaround, of course, is you having a file that you dump your text in and then pasting it into the window for now, but we are aware of that as a limitation.

EM **Emily Malin** 39:27

Okay, very busy. You're very busy, sir. We use IntelliCloud APIs to interact with the building controllers. Will that change after Enteliweb is phased out?



David Paquin 39:42

So the workspace will provide the same APIs, basically. This is not officially available yet, but the intention is it would be the exact same way that you would interact with Enteliweb. It would be the same interfaces through Canvas. So I don't think there's a hard date set for that yet, but it is on the short term roadmap.



Emily Malin 40:06

Perfect. New partners in Europe, more specifically Iberia. Oh, hi, Jose. Do we need to request access to passport for them? The answer would be yes, correct. Like in order to do the training, they have to have passport.

Okay, Hanbo is nodding. Yes, yes. So, yes, just go ahead and access through Passport, so request access for them. How does...



Hanbo Li 40:31

And also, just one more comment, if the, yes, once you get.

or to get access to Canvas. But depending on when you are doing that, if it is after October, you might not have access to the engineering module in Canvas. That's when you will have to subscribe or purchase engineering updates after October. The end of October.



Emily Malin 40:58

Gotcha. That's that October 29th deadline. Yes.

Okay, okay. How does building Canvas handle cybersecurity for cloud access, user authentication, and protect, or sorry, and project data protection?



David Paquin 41:16

I can jump in on this. ISO 27,001 is now something that Delta IBT Canada has been certified for. So that's kind of the overarching way that we can assure you that this product is compliant in all the different ways.

From the beginning, we've designed this to ensure that all of the requirements are met, data is encrypted at rest and in transit, passwords are enforced throughout the product, firewalls are in place, things like that. So there's a long list of things that we've done to implement this.

The compliance that we have proves this. So if anybody wants more information on

that, you can contact us after and we can provide more information basically for that. Yeah.

EM **Emily Malin** 42:08

Perfect. During beta, the AI tool is restricted to just Red 5 devices. Does the release of 1.0 add more devices?

JB **Jayson Bursill** 42:16

So it's still Red 5 devices, but 1.0 adds more equipment you can put on Red 5 devices. So in earlier phases of beta, we only had VAV controllers, but now there's air handling units as well. So you can build those in Red 5 too. And Hanbo, sorry, I cut you off if you have more to add.

HL **Hanbo Li** 42:17

Yes.

Yes, did you just say we were adding multi-zone air handler unit in release one?

Just A correction there. It's not release 1.0. 1.0 already was released in the past.

Release one is our marketing term and the actual version is 1.2 that we're releasing.

EM **Emily Malin** 43:01

Wonderful. Will there be more live seminars or recordings regarding to Canvas training, especially for new engineers?

Yes, that's definitely our training department. They do a lot of that. So they do things like Enteliweb tips and tricks. And so I'm assuming that they have it on their timeline and their to-do list to do the webinars and trainings. Hanbo, do you know anything else on that?

HL **Hanbo Li** 43:28

A lot of the times I think people recommend it if there are new engineers, not don't just take the Canvas building Canvas training, but also do the Eweb training as well, because a lot of the services in Canvas are very similar to Eweb. So combining the two trainings will be a good.

Good combo to take.

EM **Emily Malin** 43:50

Yeah, so the one that's up there right now is a very introductory one to my understanding, but we can definitely also, I will pass along the information to the training department that maybe we should do a couple more live seminars on that one the way they do the other ones. We had another cybersecurity question, but I think it's already been asked and answered.

The beta AI is restricted to making changes of devices that were only created during that chat session. Does this release allow the AI to make changes to devices manually created or created by the AI in previous sessions?

JB Jayson Bursill 44:24
Not yet.

HL Hanbo Li 44:25
not for this release. Go ahead, Jason, I'll let you take that.

JB Jayson Bursill 44:27
Yeah, yeah, sorry. Yeah, we're actively working on that though, and this is something that'll get phased in between now and deploy.
with added functionality. And actually, I probably should have added a bit of an extra piece to the previous question with adding more devices. Adding more devices is also part of the plan between now and deploy. So we're kind of hitting both of those.

EM Emily Malin 44:51
Okay, perfect. Is it already prepared to cover Bacnet, SC and cybersecurity like CRN? Oh, we already answered, asked and answered, yeah? Yeah. Okay, mechanical engineers have specific sequences. Will we be able to provide a standard code for our team?

JB Jayson Bursill 45:10
Is this in reference to AI or is this in reference to template databases inside just Canvas devices that are duplicated?
Because if you're duplicating devices, then you could do that now. If you want to do stuff with AI, then I sort of answered this before with respect to ingesting existing databases and making those into new templates that is in our to-do list between now and, well, sometime into deploy.

EM **Emily Malin** 45:38

Okay, again, maybe if there's a specific thing, if we have some time afterwards, Robert will take that under consideration, Mr. Amos. Are we able to pull a site we created in cloud engineering into building Canvas?

JB **Jayson Bursill** 45:42

Yeah.

HL **Hanbo Li** 45:51

That's something we're actively defining right now, so it's not in the release today, but it's definitely something that we are working on in the future.

EM **Emily Malin** 46:03

Okay, we're working on a lot. There's a lot happening behind the scenes of this one. Are we, oh, I'm sorry, what are the benefits building Canvas platform can provide to field techs and remote support teams? Good question.

HL **Hanbo Li** 46:17

For field technicians, today what we're releasing is for engineering and graphics module. And in the near future, we're starting to working on to help with the deployment and commissioning module. And that's why, that's where the field technician will have the tools in Canvas to help them deploy databases, test the sequences, and finish their commissioning process. In terms of remote support team, Not sure what that team is. They would, yeah, I'm not quite sure what this team does, maybe.

EM **Emily Malin** 47:04

Just like a tech support, I think.

HL **Hanbo Li** 47:09

Does Canvas help the tech support team?

That's a good question. David, do you have an answer for that?



David Paquin 47:20

Sorry, for which part? For the supporting, like the customers support team?



Emily Malin 47:24

Just how it might support tech support, yeah, like a tech our so like our partners tech support team.



David Paquin 47:32

Yeah, I think in the future, once we get to the devices being connected to back into building Canvas, I think it provides a lot because you would have one application essentially which has connections to all of your customers buildings and then it means you don't have to...

VPN into a site to get access to something. It means you can manage everything through one portal for the cloud option for that. So I think in the coming months, as we add additional features into the product, I think there will be more options there.



Emily Malin 48:10

Do we have any compatibility with any software like a BIM or something similar?



Jayson Bursill 48:16

This is a really loaded question and I have a lot of opinions around BIM, to be frank. So I think this needs to be refined a little bit. BIM has a lot of different data formats that we're aware of in the AI space and as we're moving around, being able to build these full digital twin data models.

Our intent is to make it so that the digital twin that we make of control assets that includes brick classes and all this other data and unstructured documentation information should be compatible with BIM. But this also requires that the BIM data is of a sufficient quality that it can integrate with this.

And at least as far as I know, that's kind of a known gap in the BIM space. People refute this, and I'm happy to have deeper discussions with people on this because I'd like to know more and if there's been advancements. But from my understanding, kind of the main way to export things out of BIM is through either a drawing that has to be scraped, which has its own issues, or industry foundation class data, which is not as structured as things like

brick and adds a lot of ambiguity. So I could go on about this, but I don't want to chew up the whole clock here. So if people have questions about that, feel free to reach out and I'm happy to discuss further.

EM **Emily Malin** 49:27

Maybe we'll do an ask the expert session where people can just dive into it for our next one. Are the graphics fully responsive? Mr. Stevens.

ZS **Zach Stevens** 49:36

Are you?

Yes, they are browser-based graphics. So when you create them, if the sizing of your elements are percent based, they will scale accordingly to the size of your screen. So yes. And then to hit on the next question, I see you're asking, is data flow still not included in Entelisketch?

EM **Emily Malin** 49:52

Yeah.

ZS **Zach Stevens** 49:56

So for that one, we will not have data flow as you know it in IntelliViz, in IntelliSketch, but we have an approved project to add more optional advanced features to IntelliSketch in the new year. So that would be stuff equivalent to like I'm getting a little nerdy here with Eva's talk for free graphics people. Stuff equivalent to string loader, bringing in like other APIs into your graphics, get node, JavaScript, concat, split, that type of stuff, like the very commonly used must have customization capabilities.

capabilities for more advanced projects, but those of course would be optional features that are not required to build a standard graphic set. But yes, we have a few of those advanced features coming later in the new year.

EM **Emily Malin** 50:52

Graphics nerds are hijacking the Canvas web webinar. We're not thrilled about that, Mr. Archuleta. Get out of here with your e-sketch. I'm kidding. Of course, bring on the e-sketch questions. Okay. Will we still have, oh, we still have customers and techs

using Orca View and have put off learning e-web due to the likelihood of it getting phased out. What efforts are being made now to ensure that building Canvas will last

 **Zach Stevens** 50:57

Yeah.

Dibt.

 **Emily Malin** 51:17

More than 10 years.

 **David Paquin** 51:22

That's a fun one. So the training was delayed because Enteliweb will not be around forever. And IntelliWeb's been out since 2009 and will continue to exist for many years to come. Building Canvas is on the same trajectory. So definitely more than 10 years.

 **Emily Malin** 51:23

Yeah.

 **David Paquin** 51:43

Um...

Yeah, I would say get the Eweb training. It's going to continue to be the main interface that we have.

 **Emily Malin** 51:52

Yes, do both. That's the answer. Do both.

Learn more. It's good for your brain. Will there be a standalone tech version to run on a laptop when direct connecting to controllers in the field like the Eweb tech license right now?

 **David Paquin** 52:10

So I think there's going to be different workflows to achieve the same thing. Canvas is heavily focused on leveraging mobile apps like Proviso as the direct connect interface, so using Bluetooth or other means to connect outside of how the device would connect to Canvas. In the future.

This expands more as Canvas adds more of the sort of operational capabilities for maintenance. There will be ways to connect outside of using the cloud connection. So that will continue to be part of the product, absolutely.

 **Emily Malin** 52:45

Wonderful. No adding of easy NS to the Red 5 yet. Is that on the docket?

 **Hanbo Li** 52:52

E-zone support has been added in the last release, a month ago. So if you experience any issues with that, let us know.

This should be supported already.

 **Emily Malin** 53:06

Okay. Should Canvas introduce an additional way to interact with and query the building controllers using natural language, perhaps through MCPs or something similar? We got some head nods over there from Jason.

 **Jayson Bursill** 53:18

Yeah, it should and it will. This is very much on our near term feature list and the others on here might have more to talk about on it.



David Paquin 53:29

Yeah, as part of the whole data model offering, come to AHR next year, by the way, because that's when you can get live demo. Part of that whole offering is to give MCP interfaces and other ways into that system, essentially. So if you want to connect your own AI.

tooling and whatever into it, that would be possible. So the answer is yes, and that's being created right now.

 **Emily Malin** 53:55

Good plug for AHR.

 **Jayson Bursill** 53:55

And I'll add a bit of context to this as well, right? Like fundamentally, we want to make it so there's multiple different ways to be able to interact with your systems

with AI, right? And if you're not kind of an expert and don't know how to set up MCP and don't know what it means, like that's fine as well, right? We're going to have pass for that through the chat system that's integrated too. So. Something for everybody.

EM **Emily Malin** 54:18

Wonderful. Whoa, I got off here. Will there be a transition pricing? Like if each of our engineers uses Enteliweb and pays for a license, then they have to both, okay, so then they have to use both for a certain time to get accustomed to Canvas while still advancing projects and correcting the unsupported stuff in Eweb. So is there a combo? Subscription.

HL **Hanbo Li** 54:45

Not at the moment. So if you fully transitioned into building Canvas, you do no longer have to subscribe or pay licenses for cloud engineering. So that is one cost to save from there. Like, just like there is no combo subscription between Eweb and cloud engineering. At the moment, we don't have a combo subscription or Eweb and... Building canvas.

EM **Emily Malin** 55:19

The implied engineering workflow with Canvas seems to be that design engineering of a project would start at Canvas, generating the virtual site and its controllers. This is reversed from the current workflow, which uses developed control drawings to build the cloud engineering site. Is there any planned development that aims at generating CAD? control drawings and O&M documentation from the Canvas project that has already been created? It's a good question.

HL **Hanbo Li** 55:50

Maybe David can add more to this. So what we are envisioning for our future in terms when it comes to deploy and commissioning or just setting up a green field is that we're actively thinking about how to generate all the virtual controllers. based on the CAD drawings and O&M documentation that we have. So that's

something that we're actually actively working on. In terms of do we want Canvas to generate CAD drawings and O&M documentation? Is that what is being asked? I, if that's...



David Paquin 56:27

Yeah, I think this is sort of like going to the chart you had with all the different parts of the project. Design and estimate were kind of the beginning. So the question is really, I don't have an answer yet, but it's when will we sort of not go backwards, but add the additional things you would need for those parts. And that's definitely.



Emily Malin 56:28

Yeah.



David Paquin 56:46

something in our plans. We're just working on the engineering portion for now, but we would have the data needed to definitely do that. So whether it's building it in Canvas or integrating with some other tools that can do that, it is in our interest, yes.



Emily Malin 57:01

Wonderful. More graphics nerds. All right, is eSketch planned to support script blocks in data flow eventually? I'll let this slide so Zack, you may answer even though it's not an eSketch webinar.



Zach Stevens 57:13

I, I did it.

I did, I did. It's the same answer I gave somebody previously about our feature equivalents that we're planning.



Emily Malin 57:20

Ouf.

Okay, perfect. Well, then get out of my chat. Do you have official or published data on how much engineering time Building Canvas saves? Is this included with accurate numbers in our marketing and customer facing material? This one is being worked on. I know that. David. There he is.



David Paquin 57:39

It sure is. Yes, we have a plan in place to start to actually test and come up with numbers and we will provide them as time goes on. And as we add more and more to this product, we will keep updating those so you know how much time you will save as we add deploy and other capabilities. So Again, I don't have a hard date for when that will be available, but this is in the works.



Emily Malin 58:03

And so right now your marketing material just says that it does save time. We don't actually go into numbers, but like he said, they'll get it to us and then I will update that. Can you get sales benefits to present to engineers, for example, compliance to various headquarter sequences like Ashrae has?

Anybody? Can you get sales benefits to present to engineers? For example, compliance to various advanced sequences like Ashrae has. Does that question make sense?



David Paquin 58:34

I, I think, yeah, I...



Jayson Bursill 58:34

There's kind of two things going on there, yeah.



David Paquin 58:38

I think for now, as we've kind of mentioned, the real focus on Canvas is for the engineering part of the jobs. Over time, it will reach into other aspects, including, you know, how it will save the building operators time, how it will save the consultants time, all of that. So I think in the future, that would be something that we can do. For right now, the real benefit is for the SIs doing the work, saving time, getting more jobs done, which means they can do more buildings faster, the customer can have the job done earlier, that type of thing. But there will be more tangible things that come out of it for everybody else involved as we add more and more to the product.



Dave Stephen 59:20

One thing that might help there too is what you can do is essentially simulate your entire site before even construction's begun. So you could show, you know, your customers how you can get prepared and have everything completely ready for when the site construction has been done.



Emily Malin 59:20

Perfect.



Dave Stephen 59:39

as opposed to maybe a competitor who has to go to site and put out fires and program on site and do it the sort of old messy way. So it's not really a direct sales benefit, but it might help your relationship with your customers on your project delivery stuff.



Emily Malin 59:59

Wonderful. Also, it is top of the hour again. So I was, I thought I was very optimistic that we wouldn't have this many questions, but this is great. If you have to hop off, just rest assured knowing that you will get all of this information. So we're going to keep going through these questions as long as everybody hears good and we're just going to keep working through it. So

Is Canvas Connection supported in the iOS version of Proviso, or is there an upcoming release of Proviso?



David Paquin 1:00:25

Yes, so that comes with the deploy portion of this project. So again, that's another one for AHR. And Proviso will become the field tool for Canvas to do the enrollment and other processes. So yes, that is coming in the future.



Emily Malin 1:00:43

Does Delta offer incentives, pricing advantage, or migration support for customs transitioning from Enteliweb into building Canvas?

Who wants to?



Zach Stevens 1:00:57

You answered this one, Hanbo, didn't you? About not, not at this time.

HL Hanbo Li 1:01:00

Yes, yes, yeah.

EM Emily Malin 1:01:03

Okay, alright.

HL Hanbo Li 1:01:04

This is similar to the pricing combo question that we answered earlier.

EM Emily Malin 1:01:08

Okay, so yeah, not at this time, I guess is the answer. Do we offer anything like, I mean, support wise, it's just training, correct?

HL Hanbo Li 1:01:19

Yes, that's correct, yeah.

EM Emily Malin 1:01:20

Okay, okay. The AI did not like doing anything that was not Red 5, including adding Easy NS to a Red 5 device. I believe that was a couple weeks ago. Oh, okay, so this was from the question earlier, so just a little more comment on it.

JB Jayson Bursill 1:01:35

Yeah, yeah, and this is useful context. So it is intentional why it's restricted to Red 5 right now. The properties it interacts with assumes our V4 firmware properties, which really we only guarantee V4 firmware on Red 5. In the pipeline is the support of modular IO, which includes non-RED 5 devices that would have Vfw firmware. So that is coming down the pipe. But yeah, IntelliZone, I don't think has been added to the capabilities in the AI side yet. But as we open things up to read and write and do a bunch of stuff with already deployed databases, this should be fairly easy to integrate as well with that. If that answers the question. question, hopefully. If not, feel free to throw another one in the chat.

EM Emily Malin 1:02:21

Perfect. Leveraging our capabilities is important with the market. We need

deliverables to share with our customers and their designers and architects. Okay, we need specs to start driving markets by specification inclusion of this to raise the bar from competitors. Need customer benefits, not partner benefits. Now the drive competitors to meet our higher bar.



David Paquin 1:02:50

I mean, it's really, we've started with Canvas to add additional features that we didn't necessarily have before to improve the engineering flow to make our partners more efficient in what they do. You're totally right that as we start to add additional capabilities that hit the actual building owners and the... that market essentially, we will do that. So I hope that answers that question.



Emily Malin 1:03:19

Is Delta planning a sales focus webinar? Our training session on building Canvas so sales teams can learn how to position it, explain the value, and address the customer questions. So essentially, that's what this is. We can definitely do a little bit more in depth, but right now, this is you guys your time to answer questions, figure out how to position the value, figure out what

you guys can do with the tools. As I showed you, we do have all of our marketing material online and then you will get access to the Building Canvas toolkit, which will have, you know, some presentations in it as well as the walkthrough video, all of our flyers and all of our brochures. We can definitely.

do something more in depth than this, but just go ahead and shoot me a note on what you think that that would entail, because that was what this was supposed to be. So if we're not hitting the mark, just go ahead and let me know. This was kind of our launch webinar for that. So let me know. We have a couple of folks that are jumping off.

Thank you. We were happy that you were here. Can you elaborate more on the tech license question from earlier? As an owner that does a lot of the work internally, most of our projects are program databases loaded, testing, and commissioning long before the network connectivity is even available from IT during constructions or renovations. So tech licenses, laptops are currently used to do that.

but what is the workflow for the offline process with building Canvas?



Dave Stephen 1:04:46

I could probably answer that. Okay. All I was going to say there is what you would do is you'd use Building Canvas to do all of your offline programming in the cloud, and then you would download those databases into Enteliweb and use your tech license on your laptop to then go load them into the controller in the field.



David Paquin 1:04:46

Yeah, so we, yep, go ahead, Dave. Yep, go ahead.



Dave Stephen 1:05:08

That's the workflow right now, I believe.



Emily Malin 1:05:14

Perfect. Is Canvas licensing similar to that of Eweb or Canvas licensing more based on seats that we answered, but we can answer it again. Go ahead, Hanbo.



Hanbo Li 1:05:27

Yes, so it's not similar to Eweb or cloud engineering. It is based on the seats or the number of engineering, the number of engineers who's using the platform.



Emily Malin 1:05:40

Sheesh. Perfect. Okay, that was our last question. Is there anything else as we bring back Orca View? Hendra, get out of town. Get out of town.



David Paquin 1:05:51

Bring back iTerm.



Emily Malin 1:05:55

I believe this was asked to answer, how does this work for offline customers who are in remote locations?



David Paquin 1:06:05

So for the offline customers, again, as briefly mentioned, for the engineering part of this, this is all done in the cloud. This is done with the internet. When it comes to getting it deployed to an offline site, whether it's offline because it's being built and there's no power or network, or it's in the middle of nowhere and there will never be

any network.

we have means to do that with Canvas deploy. So that's coming for all those different cases. Again, we'll cover that as time goes on as that feature comes out. And then long term for the operate portion of this, there will be a Canvas on-prem offering which will work for those air-gapped or totally offline jobs.

 **Emily Malin** 1:06:49

Perfect. Okay, well, we're about almost 10 minutes over here. Finally, I just did drop a few links in the chat. We are pushing a lot of building Canvas stuff out right now. So take a look at that, especially when it comes to how we're positioning this in the market, how you can talk to your customers about it. A lot of that is included in that. If we need more,

absolutely let me know. Alex and his nerd friends did a entire, Jason is one of those nerd friends, sorry, Jason, was talking **** and I didn't think you'd hear me, on building Canvas as well and just some of those AI terms redefined. And then I did one with Dave Stevens and Hanbo just around Canvas is a greater picture. And I think that'll give you guys a lot when it comes to how to position this in the market and why it's important. So with that, that, we will close out. And I'm sorry that I didn't get to hear all your pretty voices today, but we really appreciate it. And if you guys need anything, you have all of our contact info. Be on the lookout for the next one. Oh, John, John, I'll connect with you offline. I'll connect with you.

Cool. Okay. That was all. I appreciate it, everybody. I'm going to go ahead and close out the meeting now. Thank you all for joining. Thanks, Hanbo. Thanks, Jason. Thanks, Dave. Thanks, Zach, even though you stole it.

 **Zach Stevens** 1:08:04

Good job, Hanbo.

 **Hanbo Li** 1:08:09

Thank you, guys. Have a great day.

 **David Paquin** 1:08:09

Doc's never invited again.

EM **Emily Malin** 1:08:09

Zack.

Yeah, seriously, Zack and his little...

ZS **Zach Stevens** 1:08:12

I'll let myself, I'll let myself out. Okay, see ya.

EM **Emily Malin** 1:08:14

You're graphics nerds. All right, bye everyone.

ZS **Zach Stevens** 1:08:21

Well, when...

● **Zachary Mui** stopped transcription