DELTA IBT · PARTNER WEBINAR · JUNE 2026

The Future of Buildings

From building automation to autonomous operations — where the industry is headed, and how Delta IBT is helping shape what comes next.

Strategy · AI in operations · Building Canvas · Live Q&A

OUR CLAIM

By 2030, it will be inconceivable to operate a portfolio of buildings that don't operate themselves.

That is a deliberate claim, not a slogan. We can make it with confidence because an industry next door just lived through the same transition.

~5 yrs

for cars to go from
“impossible” to “assumed”

2–3 yrs

buildings trail cars
on the same curve

Now

the window to lead,
before the inflection

INDUSTRY TRENDS

A category change, not a feature change

The industry's vocabulary is shifting from “building automation” to “autonomous operations” — and the language reflects a real change in architecture.

BUILDING AUTOMATION

The last three decades

- Predetermined schedules and rule-based control
- Set a setpoint, trigger an alarm, open a damper at a threshold
- Reliable — but structurally similar to the 1980s

AUTONOMOUS OPERATIONS

What customers are now asking for

- Perceives its own state
- Learns from its own history
- Acts on its operating goals

The standard every building system will soon be measured against.

INDUSTRY TRENDS

Four architectural shifts, converging now

Rules → Neural

AI-native systems learn how a specific building behaves — thermal mass, occupancy rhythms, quirks — and adapt continuously.

Silos → Unified platform

From dozens of firmware islands (BAS, lighting, security, access, energy) to one software-defined platform treating the building as one system.

Static → Compounding

From ship-and-walk-away products to systems that improve with every operating hour, because every hour generates data.

Closed → Agentic

From scripted manual interaction to agents that act on intent: given a goal, they discover systems, negotiate constraints, orchestrate the outcome.

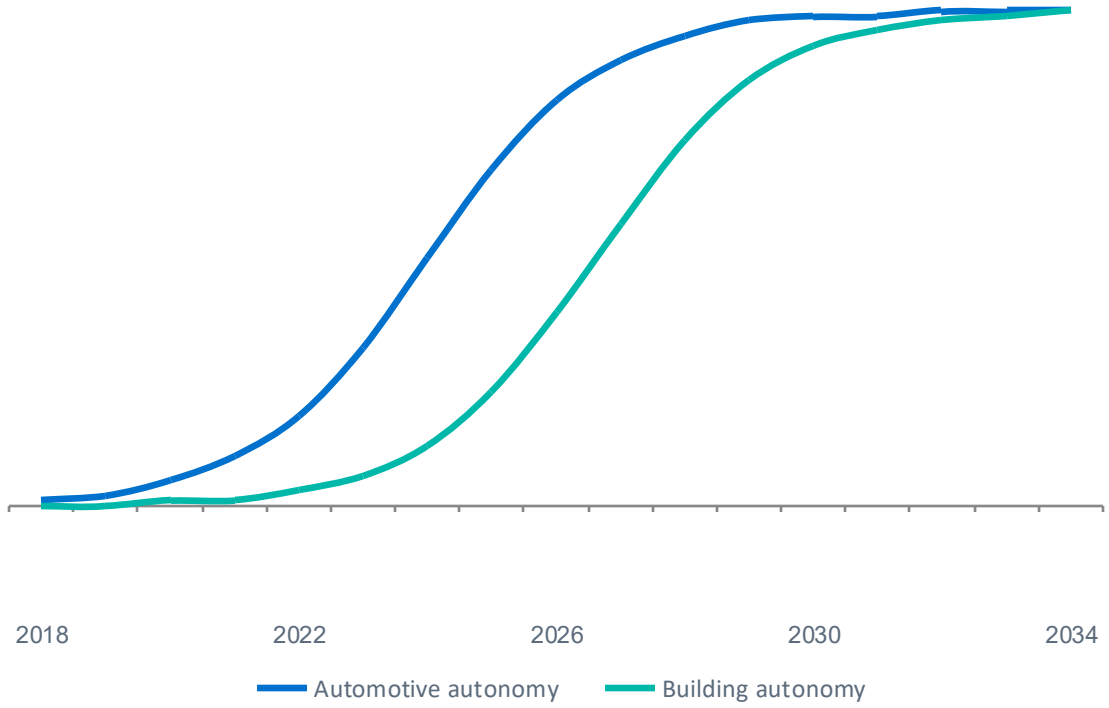
THE PROOF NEXT DOOR

What cars just taught us

The auto industry has already split into winners and losers. The winners:

- Rebuilt perception and planning on neural networks
- Replaced 100+ control units with zonal architectures on one OS
- Built data flywheels — every mile improves every vehicle
- Earned monthly updates: “when's the next recall?” became “when's the next update?”

Neural. Unified. Compounding. Agentic. The same four shifts.



“You are here” — just before the inflection point on the buildings curve.

Autonomous Buildings are like Autonomous Cars

A continuous learning system, with processing at the edge and reliant on sensor fusion

SHARED FOUNDATIONS

The hospital does not move through the city — people, air, energy, risk, and clinical demand move through the hospital.

Data-Driven Decision Making	**Key Technologies:** Lidar, Radar, Cameras, GPS	**Key Technologies:** Cameras, Sensors, Actuation
Sensor Fusion & Big Data	**Environment:** Highly Dynamic, Unpredictable, Mobile, Outdoor	**Environment:** Fixed assets, dynamic weather and occupancy
AI / Machine Learning	**AI / ML Focus:** Perception, Path Planning, Real-time Navigation	**AI / ML Focus:** Predictive Logic, Self Optimization, Pattern recognition
Real-Time Adaptive Control	**Actions:** Spatial Movement – Steer, Brake, Accelerate	**Actions:** System Integration and Intent Based Optimization
Redundancy & Optimization	**Primary Goal:** Safe, Efficient, Point-to-Point Transport	**Primary Goal:** Sustainability, Efficiency, Occupant Comfort

INDUSTRY TRENDS

AI grows this market — and splits it in two

+330M

sq ft of new U.S. commercial demand from AI over the next decade

+12%

lift in total net absorption vs. the pre-AI forecast

2019

last time AI companies signed office leases at today's pace

Source: Cushman & Wakefield, "AI Impact on Commercial Real Estate" (2026). Their conclusion: AI is disruptive, but ultimately additive to real estate demand.

Surging

Prime, tech-forward, recently retrofitted buildings — rising value and occupancy.

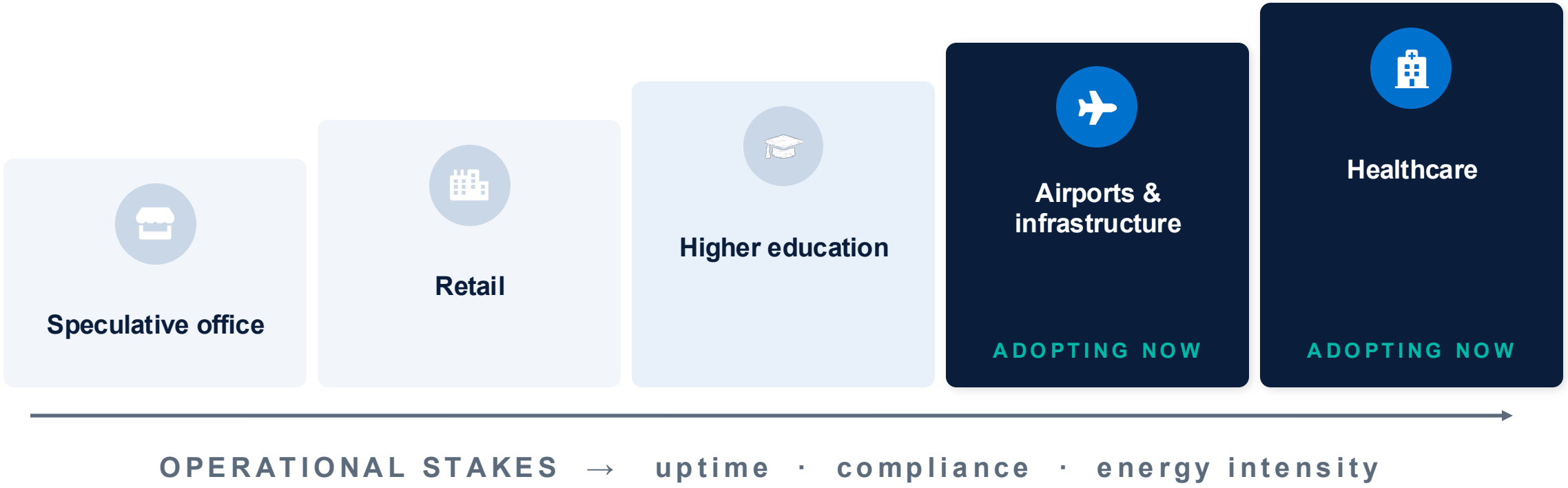
Obsolescing

Tired Class B and C properties with no smart-upgrade story.

INDUSTRY TRENDS

Adoption follows operational stakes

The front line of the autonomous transition isn't the speculative office tower. It's facilities that run around the clock, carry life-safety obligations, and feel the skilled-labor shortage most acutely.



What autonomy is actually worth

Energy & carbon

Buildings consume ~1/3 of the world's energy and ~1/4 of energy-related emissions. AI-driven optimization routinely delivers double-digit HVAC energy reductions — from smarter operation of equipment already installed.

People & expertise

The skilled-trades workforce is aging out faster than it's replaced. Autonomy lets one operator manage a portfolio by exception — and great operators' expertise compounds across every deployment instead of staying trapped in one head.

Asset value

In a splitting market, autonomous operation moves a building to the winning side: premium rents, sustainability-mandated tenants, and a de-risked capital plan via predictive maintenance.

And underneath it all: the occupant, who never sees the system. *The best autonomous building, like the best autonomous drive, is the one you stop noticing.*

STRATEGIC UPDATE

Who wins — and why Delta is built for this

Control of the sensing layer	Smart lighting fixtures as sensor nodes; cameras turning video into structured data.
Control of the inference layer	BMS and edge controllers handle inference on-site — where the building lives.
A data flywheel	Building Canvas plus our installed base: learning that compounds across deployments.
Vertical integration	One business unit spanning lighting, BMS, security, and energy — by design, not as an undigested acquisition.

These pieces weren't assembled by accident — they're the result of a ten-year strategy that anticipated this moment.

PLATFORM SPOTLIGHT

Building Canvas: AI-powered engineering

Delta's engineering platform — and the heart of the data flywheel. Changing how buildings are designed, deployed, and managed.

Digital twin

A living model of the building — the shared source of truth from design through operations.

Automation

AI-assisted engineering that automates configuration work integrators do by hand today.

Workflow efficiency

Streamlined design, deployment, and commissioning — faster project delivery, fewer reworks.

Compounding learning

Every deployment feeds the flywheel: data from operating hours makes the next project better.

WHAT IT MEANS FOR YOU

Every layer of the value chain moves up

	FROM	TO
Manufacturers	Ship devices	→ Embed intelligence directly in devices
System integrators	Configure point-by-point	→ **Specify intent, not configuration**
Service teams	Reactive repair	→ Predictive maintenance
Facility managers	Babysit one building	→ Run portfolios by exception
Occupants	Adapt to the building	→ Environments that adapt to them

Autonomy elevates roles. It doesn't eliminate them.

A CREDIBLE VISION

What 2030 won't look like

- Buildings will not run unattended
- People will not disappear from operations
- Not every building transitions on the same schedule

Autonomy in buildings, as in cars, arrives level by level — with human judgment in the loop for years to come:

1 Supervised

System recommends; humans approve and act

→

2 Conditional

System acts within defined envelopes; humans handle exceptions

→

3 Increasingly complete

Portfolios run by exception; human judgment on what matters

But the direction is no longer in question — and the pace is being set by an industry next door.

THE TRANSITION IS REAL — AND IT'S HAPPENING NOW

By 2030, buildings will operate themselves. The only open question is whose name is on the system that runs them.

Delta has spent ten years building toward that answer — and every part of our organization, from lighting to security to energy to building management, holds a piece of it today. So do our integrator partners.

Delta Intelligent Building Technologies

The Future of Buildings

Autonomous Buildings, AI & the Future of Healthcare Operations

Intelligent. Efficient. Innovative. Sustainable.

Hospitals are becoming too complex to operate with static controls and alarm queues.

Hospital infrastructure is mission-critical operating infrastructure — balancing clinical reliability, energy, carbon, cyber risk, and staffing at the same time.

Patient Safety Airflow, pressure, IAQ, and thermal reliability — continuous monitoring and controlled response

Uptime No surprise failures in critical environments — predictive maintenance and fault prioritization

Operating Cost Energy intensity reduction without sacrificing comfort or safety

Carbon Continuous energy and carbon tuning across plant, zones, and schedules

Staffing Expert labor is scarce — AI copilots and automated triage reduce manual burden

Autonomy is valuable only when it strengthens these five outcomes for the clinical owner.

The hospital operator’s challenge is to protect care delivery while improving energy, carbon, cost, and staff leverage.

Autonomy is only valuable when it strengthens the five outcomes that hospital operators are accountable for every day.

Disproportionate Energy Intensity Healthcare buildings consume far more energy per square foot than any other commercial building type

HVAC Is a Clinical System Ventilation, pressure relationships, filtration, and humidity directly affect infection control and patient safety

Three Converging Forces Clinical complexity, decarbonization targets, and shrinking expert labor all demand a smarter operating model

Delta Intelligent Building Technologies

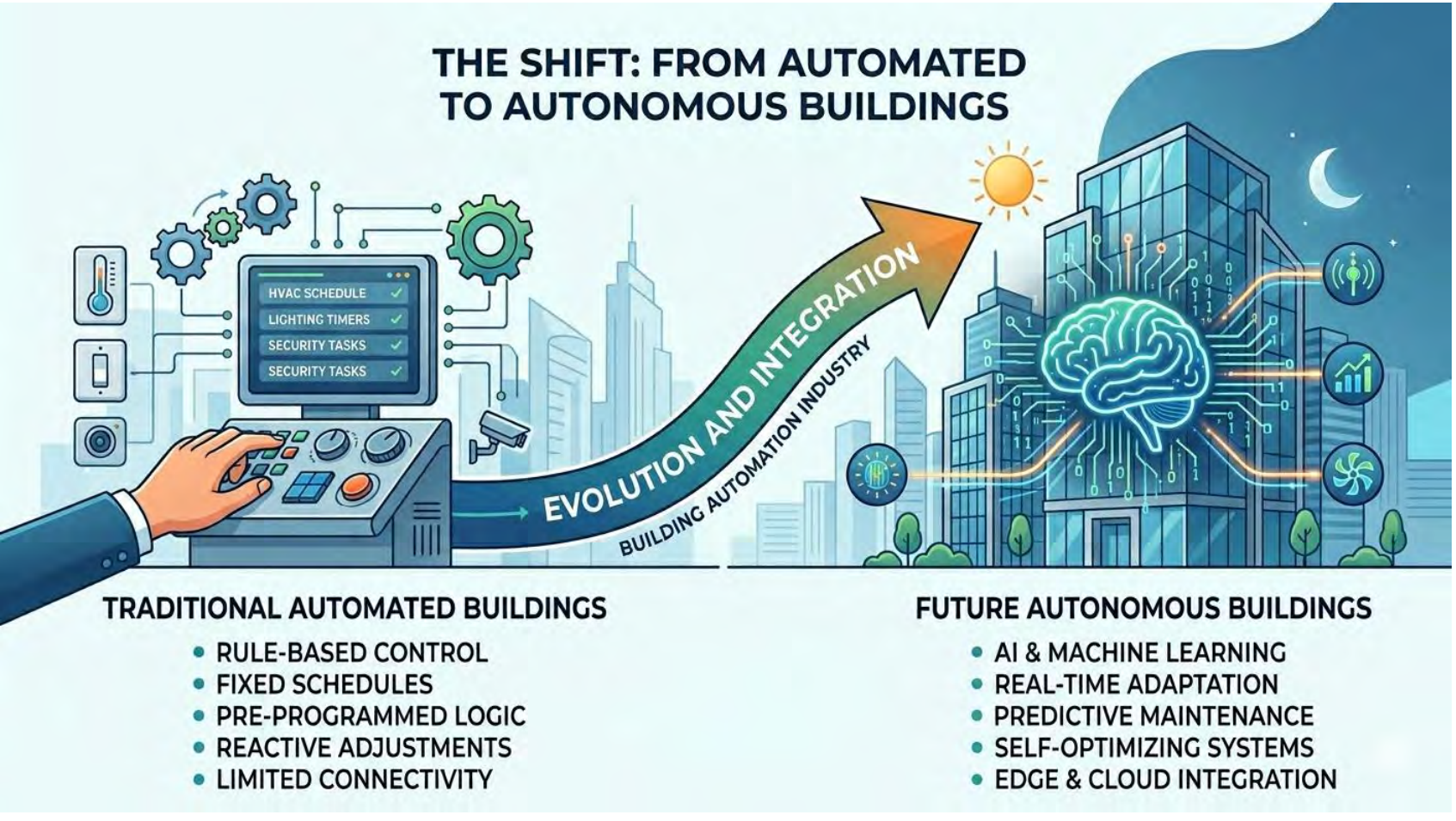
Autonomous Buildings

Autonomous Buildings, AI & the Future of Healthcare Operations

Intelligent. Efficient. Innovative. Sustainable.

Autonomous Buildings are the future

Unlike today's automated buildings—which rely on pre-programmed sequences and require ongoing human tuning—Autonomous Buildings are intent-driven, self-optimizing systems that continuously learn, adapt, and coordinate their behavior to achieve desired outcomes.

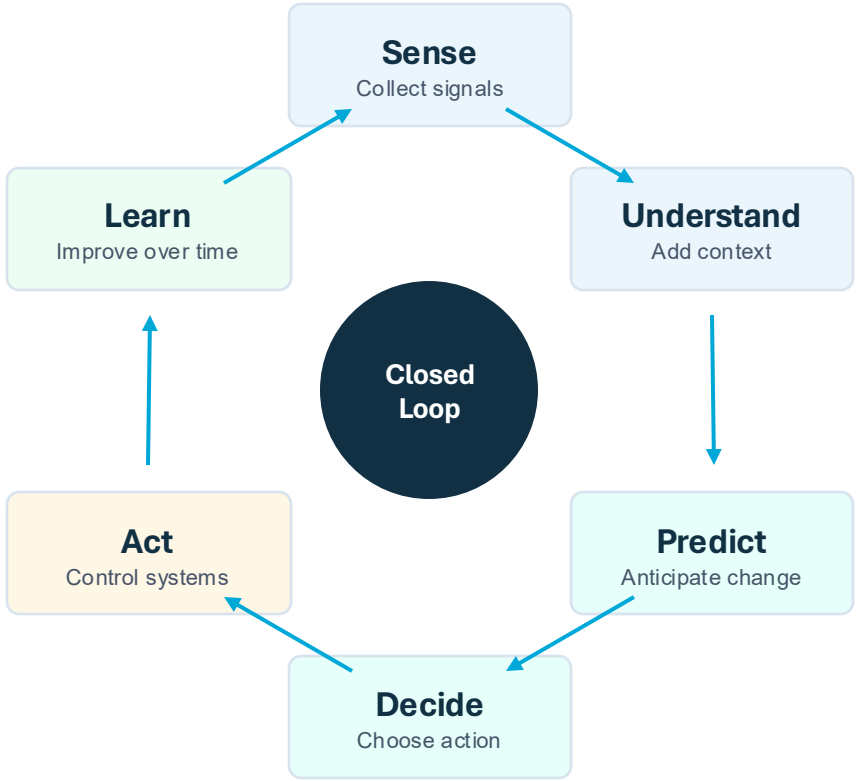


Key Characteristics

(distinguishing autonomy from "advanced automation")

+ **Intent Aware**
  The building understands why it operates (comfort targets, energy budgets, emissions goals, occupant schedules), not just what to control.
+ **Model-Driven**
  Decisions are made against a living semantic model and digital twin, not hard-coded logic alone.
+ **Self-Optimizing**
  Control strategies adapt continuously based on performance feedback, changing conditions, and learned behavior.
+ **Self-Diagnosing / Self-Healing**
  The system detects faults, degradation, and inefficiencies then corrects and explains root causes in human terms.
+ **Human Governed, not Human Dependent**
  Humans set goals, constraints, and policies; the building executes and optimizes within them.
+ Operators move from managing points and alarms to supervising outcomes, enabling FM teams to run more complex buildings with greater confidence and consistency.

Autonomous buildings use a closed loop: sense, understand, predict, decide, act, and learn.



Senses Controllers, sensors, meters, cameras, and nodes continuously read building state

Understands A semantic digital twin maps context, relationships, and intent

Predicts Anticipate changes, faults, or failures

Decides AI recommends or executes actions within owner-approved guardrails

Acts Edge controllers execute locally — safe and deterministic even during cloud disconnection

Improves Performance data flows back to the digital twin for continuous learning and refinement

Autonomy does not remove people. It moves them up the value chain: humans define outcomes and constraints; the building executes within those guardrails.

Inputs
Occupancy, IAQ, weather, equipment health, energy demand, pricing and grid signals.

Control layer
Coordinated decisions across HVAC, lighting, access, energy assets and operational workflows.

Outcomes
Comfort, uptime, efficiency, carbon reduction, resilience and operator productivity.

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The Autonomous Hospital

Autonomous Buildings, AI & the Future of Healthcare Operations

Intelligent. Efficient. Innovative. Sustainable.

A 2:00 AM OR pressure event shows the difference between automation and autonomy.

The value is not “AI magic.” It is faster diagnosis, safer response, less alarm noise, better documentation, and continuous learning.

SCENARIO: 2:00 AM OR PRESSURE DRIFT

Alarm	**Traditional BAS:** Pressure alarm appears in operator queue	**Autonomous Hospital:** System detects drift; airflow, damper position, door events,
Diagnosis	**Traditional BAS:** Operator investigates manually across disconnected systems	**Autonomous Hospital:** AI identifies likely root cause with confidence level
Action	**Traditional BAS:** Operator calls technician or applies manual override	**Autonomous Hospital:** System recommends correction or acts within approved guardrail
Documentation	**Traditional BAS:** Manual note or service ticket, if created at all	**Autonomous Hospital:** Event log, compliance record, and follow-up task generated automatically
Learning	**Traditional BAS:** No systemic improvement; the pattern repeats	**Autonomous Hospital:** Pattern updates the digital twin; improves future diagnostics

Controllers become adaptive edge decision nodes, not commodities.

From fixed logic to learning controllers that reason locally and act in real time

Today's Controller

Executes fixed sequences

Point-level logic

Commissioned once

Reactive

Local device

Autonomous-Era Controller

Executes adaptive policies

Model-aware control

Continuously tuned

Predictive and anticipatory

Edge intelligence node

In a Hospital

Adaptive policies: HVAC balances energy targets and decarb goals

Model-aware: OR pressure holds across surgical phases

Continuously tuned: Chillers re-optimize as load and weather shift

Predictive: Imaging suites preconditioned to scan schedule

Edge intelligence: Patient rooms keep running models through network blips

The more intelligent the building becomes, the more it needs reliable local execution.

Software becomes a living digital twin and AI operating layer, not another dashboard.

Building Owner and Operators world

What changed since commissioning?
Track drift between the digital twin and the field

- Continuously monitors against the design model
- Explains what changed, when, and why

Why is this room unstable?
Root-cause analysis using equipment relationships and live telemetry

- Semantic relationships between equipment, spaces, and sequences
- Explains root cause in plain language

Which alarms matter first?
Prioritizes by clinical, comfort, energy, and asset impact

- Alarm prioritization engine
- Clinical, comfort, energy, and asset risk scoring
- Reduces noise; surfaces critical issues first

What should we fix this week?
Predictive maintenance and risk-ranked worklist

- Canvas thinks. Controllers act. Humans govern.

Delta Responds

- Drift detection against the design-time model validation

- Predictive fault detection
- Evidence-based maintenance scheduling

- Risk-ranked worklist for facility teams
- Simulation before action
- Continuous commissioning

- Building performance operators
- Cyber-physical systems managers
- AI model supervisors
- Remote operations analysts

Facility teams move from alarm response to performance operations.

The point is not fewer people — it is better leverage. Smaller teams can manage more complexity with greater consistency and confidence.

From Alarm Response... Operators chase individual alarms, perform manual triage, and troubleshoot point-by-point across disconnected systems

...To Outcome Supervision AI-prioritized issue ranking, root-cause explanation in system context, and predictive maintenance by evidence

Greater Confidence Small teams can manage greater complexity with better consistency. The owner does not need more staff — it needs better leverage

High-value hospital use cases should start where risk is high, value is clear, and governance is possible.

Six clinical and infrastructure use cases that tie directly to patient safety, uptime, cost, carbon, and staff workload

Operating Rooms

Maintain OR pressurization and humidity, detect drift, and recommend corrective action in real time.

Patient Rooms

Adjust temperature setback and recovery within approved clinical policies to save energy.

Chiller Plant Optimization

Coordinate heat-pump chillers, schedules, and loads to minimize energy cost and carbon across the campus.

Alarm Noise Reduction

Prioritize alarms by clinical, comfort, and energy impact to reduce noise for staff and patients.

Imaging Suites

Predict fan, valve, sensor, and loop degradation in MRI and CT suites before failure causes downtime.

Delta IBT’s architecture is simple: Canvas thinks, controllers act, humans govern.

Canvas / AI Layer Captures owner intent, builds the semantic model, recommends actions, and explains every decision

Digital Twin Maintains the live building model from design through operation — the single source of truth

Controllers / Edge Layer Executes deterministic local control and adaptive policies; operates safely during cloud disconnection

Human Governance Defines goals, constraints, approvals, audit rules, cybersecurity posture, and clinical boundaries

Canvas thinks. Controllers act. Humans govern.

Delta Intelligent Building Technologies

The hospital of the future should get smarter every year it operates.

Bigger Than Buildings

Autonomous buildings sit at the center of the energy, climate, workforce, and infrastructure story

Buildings consume ~40% of global energy. When buildings become autonomous, everyone benefits.

A Facilities Story

Energy bills and HVAC tuning

Equipment uptime

Compliance reporting

Tenant comfort calls

Capex cycles every 10–15 years

An Infrastructure Story

Energy transition and electrification of demand

Grid stability, demand response, and load shaping

Decarbonization mandates and ESG accountability

Workforce shift to performance-based operators

AI-driven infrastructure for modern cities

PLATFORM SPOTLIGHT

4

Building Canvas

Delta's AI-powered engineering platform — digital twins, automation, and workflow efficiency.

Delta Intelligent Building Technologies

A Market Problem DIBT Faces Today

DIBT, as a purely sales organization, offers less value than our Tier 1 competitors.

COMMODITY

Anyone can install

A collection of disparate technologies dropped into a building. This is what every integrator can do today.

DIFFERENTIATOR

Few can integrate

Weaving the technologies into one intelligent building platform that delivers the business-level outcomes owners actually want.

WHAT WE NEED

A common delivery method

Today there is no advantage for system integrators to choose any one of these brands over anything else in the market.

FIVE BRANDS UNDER DIBT TODAY — INDIVIDUALLY STRONG, NOT YET UNIFIED

amerlux
A Delta Group Company

AMERLUX

Enhancing spaces with cutting-edge, high-performance LED lighting.

Delta CONTROLS
A Brand of Delta

DELTA CONTROLS

Optimizing energy use with advanced building management systems.

LOYTEC
A Delta Group Company

LOYTEC

Seamlessly integrating building automation for optimal performance.

MARCH networks
A Delta Group Company

MARCH NETWORKS

Providing security solutions with powerful analytics for proactive protection.

VIVOTEK
A Delta Group Company

VIVOTEK

Elevating safety with high-quality cameras and intelligent monitoring.

A lot of building technologies to sell. But it's not easy.

Smart Grid

Total solution for building energy generation, storage and management

Energy Storage

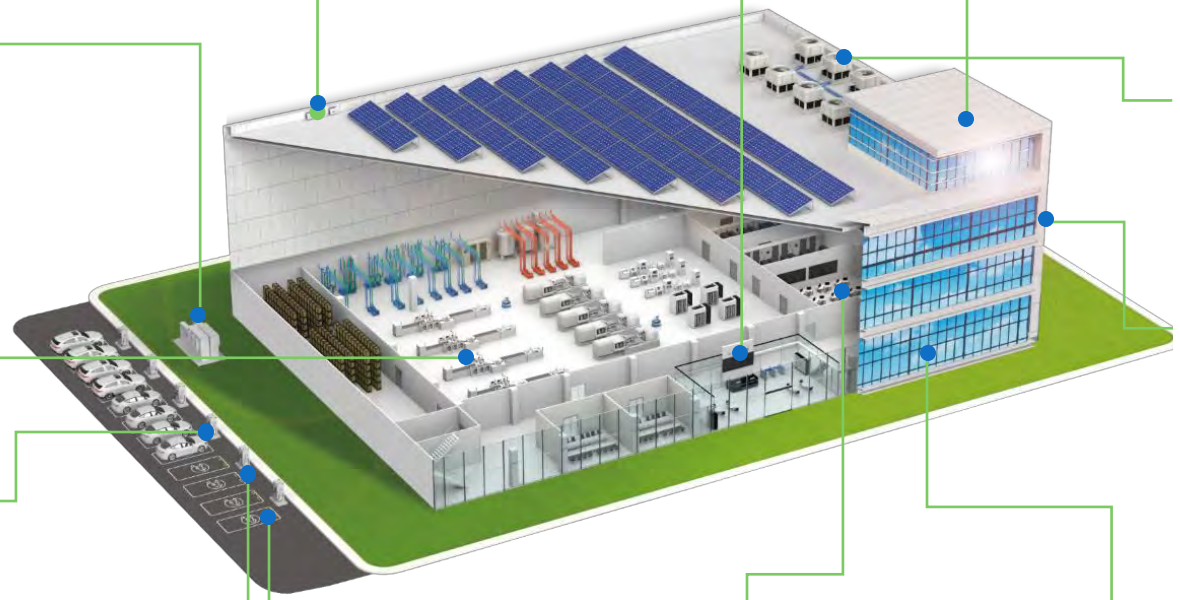
- Ensure reliability and safety.
- Peak shaving and load shifting.
- Emergency backup power.

Smart Facility Management Platform Solution

- Heterogeneous system integration.
- User-friendly Interface.
- 3D digital management.

EV Charging

- AC/DC Charger.
- Management System.



Energy Management

- Efficient and user-friendly energy analysis tool.
- IoT-based integral energy management platform.

IoT-based Building Infrastructure Solution

- Creates synergy by seamless integration of building systems.
- Full interoperability with open protocols support.
- Customized solution packs.
- AI Energy Management.

HVAC Solutions

- Automation Server/ Touch Panel.
- System Controller.
- Ventilation System.
- Supply & Exhaust Fan.
- Indoor Air Quality Control.

Lighting

- Human-centric Smart Lighting Control Solutions.
- Wireless Bluetooth Intelligent Lighting Control System.
- AMERLUX - Designer-Grade Lighting.
- Delta & AMECO – Industry and Commercial Lighting.
- U+ and ActiveCLEAN™ Disinfection Lighting Series.

Smart Street Light

Security

- Intelligent surveillance system.
- VSaaS for Cloud Services & Management.
- High accurate, Diverse Applications.
- Integrated management platform.

Smart Room Control

Integrates HVAC, lighting, access control, curtains, projection equipment, and more in the room, and automatically adjusts to provide a comfortable environment.

UPS & Datacenter Infrastructure

- Highly efficient and stable UPS Solution.
- Maximizing utility by high power and modular design.

Intelligent. Efficient. Innovative. Sustainable.

DELTA
Delta Intelligent Building Technologies

Physical + Digital Delivery

Through shared delivery, SBS gains access to the customer bases of every line of business

Delta Intelligent Building Technologies

E-Commerce Product Synergy Portal (**Physical** Solution Delivery)

SLS

BABG + Other BGs

VFD, EV Chargers, Energy Storage, Power Confitioning

AMERLUX

Enhancing spaces with cutting-edge, high performance LED lighting.

SBS

DELTA CONTROLS

Optimizing energy use with advanced building management systems.

LOYTEC

Seamlessly integrating building automation for optimal performance.

SSS

MARCH NETWORKS

Providing security solutions with powerful analytics for proactive protection.

VIVOTEK

Elevating safety with high-quality cameras and intelligent monitoring.

Building Canvas (**Digital** Solution Delivery)

amerlux	Delta Controls	LOYTEC		MARCH networks	VIVOTEK	DELTA
CHANNEL	CHANNEL	CHANNEL		CHANNEL	CHANNEL	CHANNEL
CUSTOMER BASE	CUSTOMER BASE	CUSTOMER BASE		CUSTOMER BASE	CUSTOMER BASE	CUSTOMER BASE

Intelligent. Efficient. Innovative. Sustainable.

Delta Intelligent Building Technologies

VISION AND STRATEGY

The digital delivery of Delta Intelligent Building Technologies

Canvas is a unified, AI-powered platform that digitizes and automates the entire lifecycle of intelligent building systems — providing a **common data, programming, and workflow foundation for BAS, lighting, security, and IoT solutions** across the DIBT portfolio.

STRATEGIC INTENT

To create a common digital, system/solution delivery platform for DIBT — enabling the company to scale as a unified organization.

GOALS

What We Must Achieve

TRANSFORM

DCI integrators into full DIBT integrators with minimal ramp-up effort.

REDUCE

Engineering, training, and adoption costs across all DIBT products.

UNIFY

A consistent delivery experience across brands, systems, and integrators.

SCALE

Growth across current and future customers of the DIBT channel.

BRIDGE

The engineering adoption gap through digital-twin automation and AI.

SUSTAIN

Long-term customer value through lifecycle services and portfolio optimization.

PILLARS

How We Achieve Goals

ARTIFICAL INTELLIGENCE

AI-Driven Automation Across Delivery Chain

Use AI to reduce specialized expertise requirements and eliminate engineering bottlenecks.

DIGITAL TWINS

Digital Twin as the Source of Truth

A unified semantic model powering design, programming, deployment, commissioning, and operations.

ALL BRANDS

Unified Multi-System Platform for All Brands

Shared workflows, UI, APIs, and service packs for HVAC, lighting, access, video, and IoT.

REDUCE BARRIERS

Integrator Enablement & Low Adoption Barrier

Tools, automation, and workflows that minimize training effort and simplify multi-system delivery.

VALUE DELIVERY

Lifecycle Value & Portfolio Expansion

Operation and other services that expand revenue and deepen customer relationships.

Sell Canvas as a business advantage — not as another feature list.

Choose Delta when you want the controls platform that helps your integration business scale.

Project Profitability

Protect margin by reducing manual effort, rework, and callbacks.

Ease of Execution

Standardize delivery from model creation through commissioning and handover.

Onboarding

Use guided workflows and AI explanations to ramp new techs faster.

Talent leverage

Make senior techs available for exceptions, not every routine task.

Future Autonomy

Build the data foundation for AI-assisted operations and autonomy.

CANVAS turns controls project delivery into a repeatable, profitable process — less rework, faster commissioning, more out of every tech

TODAY

Field-crafted automation

Success depends on tribal knowledge, custom workarounds, and senior-tech heroics.

WITH CANVAS

AI-driven delivery

A repeatable workflow that guides design, configuration, validation, commissioning, and handover.

Canvas is about more than engineering

Nine intelligent modules powered by AI and Digital Twins

ESTIMATE

AI-based BAS Estimating Engine

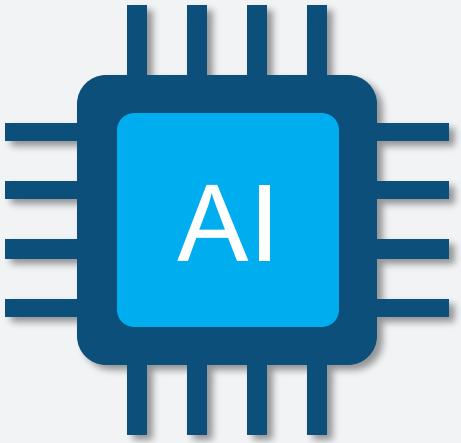
DESIGN

Intelligent BAS Design Environment

ENGINEER

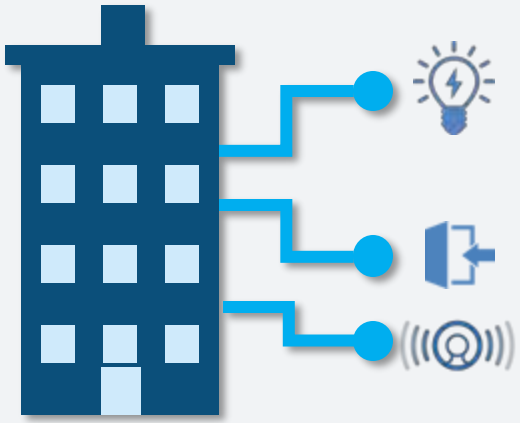
AI-driven Controller Database Generation Engine

CANVAS AI



Central AI Engine powering all workflows

CANVAS DIGITAL TWINS



Living semantic data model of buildings, systems, equipment, and controllers

LIFE-CYCLE

Long-Term Asset and Maintenance Layer

OPTIMIZE

Autonomous Building Optimization Engine

OPERATE

Unified Real-Time Operations Environment

GRAPHICS

Automated Graphics Generation

DEPLOY

Automated Controller Provisioning

COMMISSION

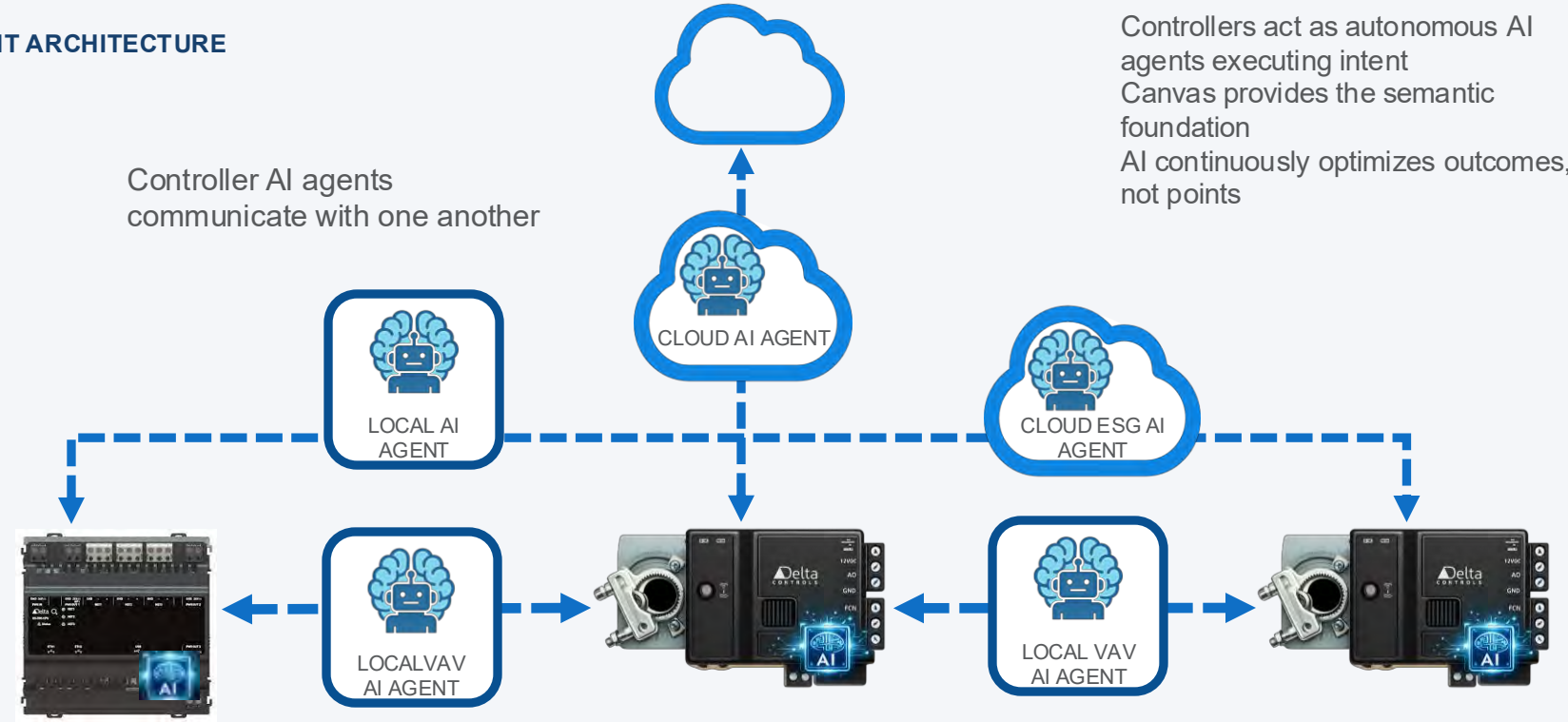
Automated Startup and Verification

Intelligence moves from the cloud to the controller

An autonomous agentic building enables incredible experiences

AGENT ARCHITECTURE

Controller AI agents communicate with one another



Controllers act as autonomous AI agents executing intent
Canvas provides the semantic foundation
AI continuously optimizes outcomes, not points

EDGE AI AGENTS CAN…

- **Perceive** their environment
- **Act** autonomously without the cloud
- **Collaborate** with other agents
- **Adapt** to changing directives — without reprogramming

- Controllers act as autonomous AI agents executing intent
- Canvas provides the semantic foundation
- AI continuously optimizes outcomes, not points

ARCHITECTURE

- Intelligence runs on controllers
- Data processed at the source
- Cloud handles training & heavy tasks

WHY EDGE

- Low latency
- Data privacy
- Offline control

CONSTRAINTS

- Limited compute capability
- Smaller, less complex models
- Firmware update complexity

INDUSTRY USE CASES

- Autonomous vehicles
- Smart cameras
- Smart buildings
- Industrial
- Healthcare

Canvas enables occupant experience design

Technologies integrate and interact to achieve a single coherent occupant experience

Identity access

From credentials to continuous identity

Behavioral, contextual, role-based access — no anonymous occupants, no static credentials

Follow-me comfort

Environment follows people, not zones

Light, temperature, and air adapt to each occupant as they move — comfort is personalized, not zone-based

Wellness

Felt, not announced

Air quality, lighting, and acoustics tune to context — no dashboards required, the building just gets it right.

Space elasticity

Spaces reconfigure to intent

Rooms adapt to density, activity, and purpose — wayfinding, booking, and signage follow the workflow.

One experience

Lighting, security, comfort act as one

No app per system — the building is the interface, coherent from front door to desk.

INSTEAD OF PAINSTAKING INTEGRATION AND PROGRAMMING, DESCRIBE THE EXPERIENCE

Canvas enables building owner outcomes

Six categories of outcomes that will shape investment, design, and delivery decisions

ENERGY & DECARBONIZATION

- Net-zero / zero-emission performance
- Real-time carbon tracking and emissions reductions
- Energy cost reduction and efficiency gains
- Buildings as active grid participants
- Renewable energy integration

ESG & COMPLIANCE REPORTING

- Automated, auditable sustainability & ESG reporting
- Regulatory compliance (EPBD, performance standards)
- Digital performance verification
- Cybersecurity and zero-trust compliance

ASSET VALUE & PERFORMANCE

- Asset value shifts from size to digital performance
- Portfolio-level optimization and roadmaps
- KPI-driven building operation
- Owners rewarded for compliance and performance

FINANCIAL MODEL

- Capex → Opex shift (“Buildings as a Service”)
- Outcome-linked, performance-based contracts
- Retrofit economics (~80% of 2036's buildings already exist)
- Recurring revenue and subscription models

OPERATIONAL EXCELLENCE

- Predictive maintenance and self-healing systems
- Continuous commissioning — buildings that keep improving
- Reduced reliance on scarce skilled labor
- Faster deployment, less engineering effort

GOVERNANCE, TRUST & SECURITY

- Cyber-physical security
- Data privacy and explainable AI
- Single source of truth (digital twin)

Canvas enables building operator outcomes

Nine categories of operator-facing outcomes that reshape the role

PREDICTIVE, SELF-HEALING OPERATIONS

- Predictive maintenance and self-healing systems
- “Zero surprise failures” — issues auto-resolved before impact
- Continuous commissioning, not one-time setup
- AI-driven anomaly detection and fault prediction

AUGMENTED WORKFORCE

- Data-literate operators, not wrench-turners
- Remote analysts running multiple sites
- AI model supervisors overseeing the “brain”
- Cyber-physical security managers

ASSET & EQUIPMENT INTELLIGENCE

- Asset tracking and lifecycle visibility
- Equipment health monitoring
- Predictive analytics on load and usage
- Better-informed capital planning

SINGLE PANE OF GLASS

- One platform: HVAC, lighting, access, video, energy
- Digital twin as the single source of truth
- Real-time visibility and centralized control
- Faster issue detection and response

PORTFOLIO-LEVEL OPERATIONS

- Operate multiple sites as one adaptive system
- Remote, multi-site command
- Standardized workflows across the portfolio
- Continuous, system-wide performance improvement

SECURITY & CONTINUITY

- Cyber-physical security (OT is now an attack surface)
- Resilient, redundant systems for business continuity
- Threat, PPE, fire/smoke prediction and detection
- Compliance, fraud, safety agents in the background

OPERATIONAL EFFICIENCY & LOWER OPEX

- Measurable OPEX reduction through AI optimization
- Closed-loop optimization of HVAC, energy, space
- Workflow orchestration and task automation
- Robotics, drones, and autonomous execution

OCCUPANT SERVICE DELIVERY

- Comfort, safety, experience as a measurable service
- “Follow-me” personalized comfort, frictionless access
- Real-time occupancy intelligence, flexible utilization
- Adaptive emergency response

ENERGY & SUSTAINABILITY EXECUTION

- Real-time carbon tracking with recommendations
- Grid interaction and demand response participation
- Continuous people-energy balancing
- Verifiable savings against targets

Anyone can sell boxes.

We sell the platform that scales their business.

01

OWN THE WORKFLOW

Products can be copied.
Workflows can't.

Canvas is how the integrator runs their business — every estimate, every commission, every handover.

02

MAKE INTEGRATORS RICHER

Their margin is
our moat.

Less rework. Faster commissioning. Junior techs doing senior work. Every project more profitable than the last.

03

BUILD THE STICKY PLATFORM

One workflow.
Five brands. One Delta.

Every brand the customer adopts deepens the relationship. Canvas turns one sale into a lifetime of pull-through.

Walk into every customer with this thought:

"We don't just sell you products.
We help you grow your organization and the people in them."

Smarter. Greener. Together

Q&A