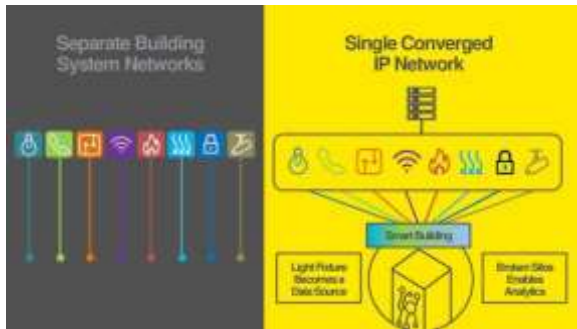




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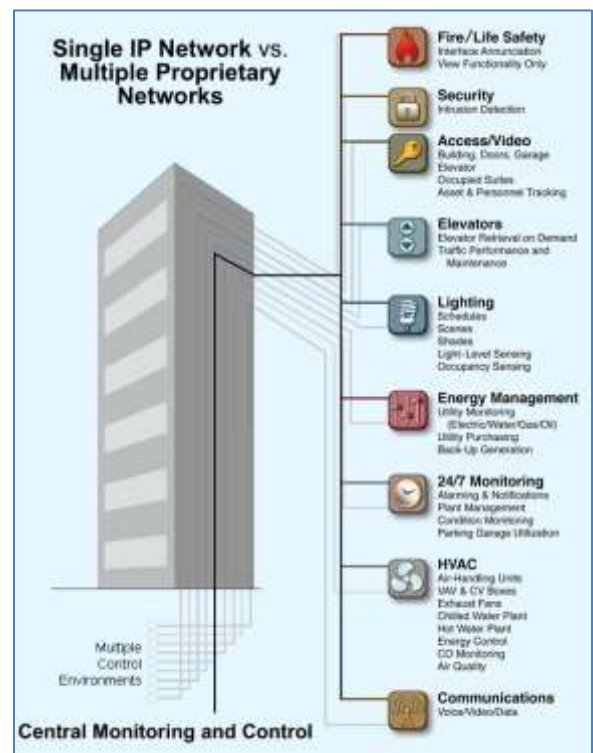
EDGE BUILDING INTELLIGENCE: Master System Integrator



EDGE is a Building System Solutions Architect, Master Systems Integrator (MSI) and Value Engineer for real estate development. Craig Getchell, EDGE Building Intelligence COO, authored [The Master Technology Planning Process \(MTP\)](#) made standard by Cisco Systems' Smart & Connected Real Estate Division, for which Craig led delivery for 8 years. MTP delivers superior ROI by making projects more operating-efficient, occupant-responsive and desirable while reducing cost. As MTP's author and with more than 100 completed projects, EDGE Building Intelligence is a leading MTP authority.

YOU WON'T NEED TO BREAK DOWN THE WALLS OF DATA SILOES IF YOU DON'T ERECT THEM IN THE 1ST PLACE: EDGE designs open-system IP alternatives to traditional designs. Open IP systems have superior security, economy network integration efficiency, data uniformity and extensibility as compared to traditional proprietary siloed building systems. EDGE enhances Schematic Design, Design Development and Construction Document Sets to incorporate these benefits to the extent possible given preconditions required by the developer, local and other practical considerations.

INTEGRATED NETWORK: By standardizing on IP-PoE building systems, MTP transforms building system network design from a disparate collection of smart systems into a highly secure, uniform, and integrated network.



LOWER 1ST COSTS & GREENER DELIVERY: Construction material and costs reduced by \$2-\$5/sf.

NON-DISRUPTIVE TO EXISTING TEAMS: MTP combines real-world local considerations and technology-adoption sequencing to minimize disruption to the normative construction process.

IP-PoE: DC powered Building System devices under 72watts including LED lights, TVs, cameras, speakers, thermostats may be powered PoE and won't require dedicated power or *bolted-on* controls.



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DATA NORMALIZATION: MTP requires all vendors and internal groups to rely to the extent possible on open-API IP systems. This ensures that all systems are naturally data-normalized. We resolve other challenges by proven sequencing and other strategies developed thru our 100-project experience.

UNIFIED DATA / API SANDBOX: MTP naturally results in the delivery of a uniform Open-API Sandbox for optimally efficient data management, analytics, ongoing development, future introduction of AI-driven and other advanced technical systems. A Secure, Open-API IP, Building System Architecture minimizes the cost and complexity of data sharing across building systems, and simplifies use-case development, delivery and flexibility. It permits easy data collection from all systems in a data repository called an API Sandbox and facilitates simpler implementation of Single Pain of Glass monitoring and management.

EFFICIENCY IMPACT: By designing a uniform network and data standards, we create opportunities to create tightly efficient integration that will improve control, flexibility and security. MTP enables (but does not require) integration of disparate building systems on one physical layer. IoT systems such as PoE LED lighting will cost \$2-3 per square foot less to implement and replaces *cost-plus* controls with superior software-based native IP network controls saving another \$1 per square foot.

DESIGN thru COMMISSIONING: EDGE Building Intelligence provides support from design thru commissioning and into operations, bringing innovation, expertise, and increased capabilities to our clients as they work to create intelligent and sustainable real estate portfolios.

EDGE PROJECT EXAMPLES

100 Adelaide – Toronto, ON (Office Space)
1000 Continental Drive – King of Prussia, PA (Office) 18 Tremont – Boston, MA (Office Space)
19 West 20th St – New York, NY (Residential) 551 West 21st St – New York, NY (Residential) 801 Barton Springs – Houston, TX (Office Space)
Alfa Aesar - Sparks, NV (Hazardous Chemical Storage) Bank of Canada (Office Space)
Barbizon63 – New York, NY (Residential) Bloomberg Center at Cornell - New York, NY (Education)
Bremner Towner - Toronto, ON (Office Space) Briar Lake – Houston, TX (Office Space)
CAF Banco DE Desarrollo – Caracas, Venezuela (Ofc. HQ)
CAMH Mental Health Ctr. - Penetanguishene, ON (HC) Charlestown HS - Boston MA (Education)
Chicago Lakeside District, Chicago, IL (Master Com Plan) Commonwealth Centre – Chantilly VA (Office Space) Darlington Complex – London, ON (Healthcare)
Delta Hotel – Toronto, ON (Hospitality)
Devon Tower – Calgary, Alberta (Office Space) Dynamic Funds Tower – Toronto, ON (Office Space) Floral Vale - Yardley Township, PA (Office Space) Georgia Pacific –Atlanta, GA (Office Space)
Halton Healthcare – Oakville, ON (Healthcare)
Health Education Campus – Cleveland, OH (HC & Edu) Humber River Regional –Toronto, ON (Healthcare) International Monetary Fund – Washington DC (Office Space-HQ Madison Centre – Seattle, WA (Office Space) Market Street Landing, Seattle WA (Office Space) MetLife – Cary, NC (Office Space)
Morgan Stanley – New York, NY (Office Space) Neuberger Berman – New York, NY (Office Space – HQ) Oxford Properties (Portfolio Standards – Master Planning)
Palmetto Primary Care – Summerville, SC (Office Space) PWC 18 York St – Toronto, ON (Office Space)
Regional Mental Health Care – St. Thomas ON (Healthcare)
Regional Mental Health Centre - London, ON (Healthcare)
San Manuel Band of Mission Indians - Highland, CA (Community Planning)
Skybox 186-188 Eleventh Ave – New York NY (Residential)
South Centre Mall - Calgary, Alberta (Retail) Southgate Towers – Miami, FL (Residential) TD Tower – Edmonton, Alberta (Office Space)
Union Station – Toronto, ON (Transportation & Retail)