



Disruptive Change Coming Your Way

Mark Crosier and Jake Kolojechick
Bessemer Alliance, Presented by Southwire

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Introduction

- Kathy Jo Van – Senior Vice President, Southwire
- Tom Feissle – VP Business Development, Southwire
- Richard Temblador – Director, Contractor Services & Field Research, Southwire
- Russ King – Manager Contractor Solutions Professionals, Southwire
- Russ Sabo – President, Bessemer Alliance
- Mark Crosier – Senior Consultant, Bessemer Alliance
- Jake Kolojejchick – Senior Consultant, Bessemer Alliance

Topics

- Impact of Solar Energy and D.C. Storage - Mark Crosier
- Impact of Digital Office Space (PoE) - Mark Crosier
- Data Security and Management (Cyber Security) - Jake Kolojejchick

Meeting Flow

- 3 Presentations
- Discussion/Q&A on Technology Disruptions
- Participant electronic voting on opportunities that have been identified and wrap up.

Impact of Solar Energy and D.C. Storage

Mark Crosier

Overview of solar market, evolution of D.C. storage and implications of these future changes in power generation and distribution in facilities

Impact of Digital Office Space
Mark Crosier

Building system connectivity, PoE and
system interoperability

Impact of Digital Office Space
Jake Kolojejchick

Cyber security threat facing building
owners and implications on systems

Questions

Up Next: Interactive Break in the Cibolo Canyon Ballroom

- TravelFit
- Workout Challenge
- Tips & Tricks for Taming Your Inbox
- 5 Ways to Keep Hackers Away From Your Personal Info

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