



**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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