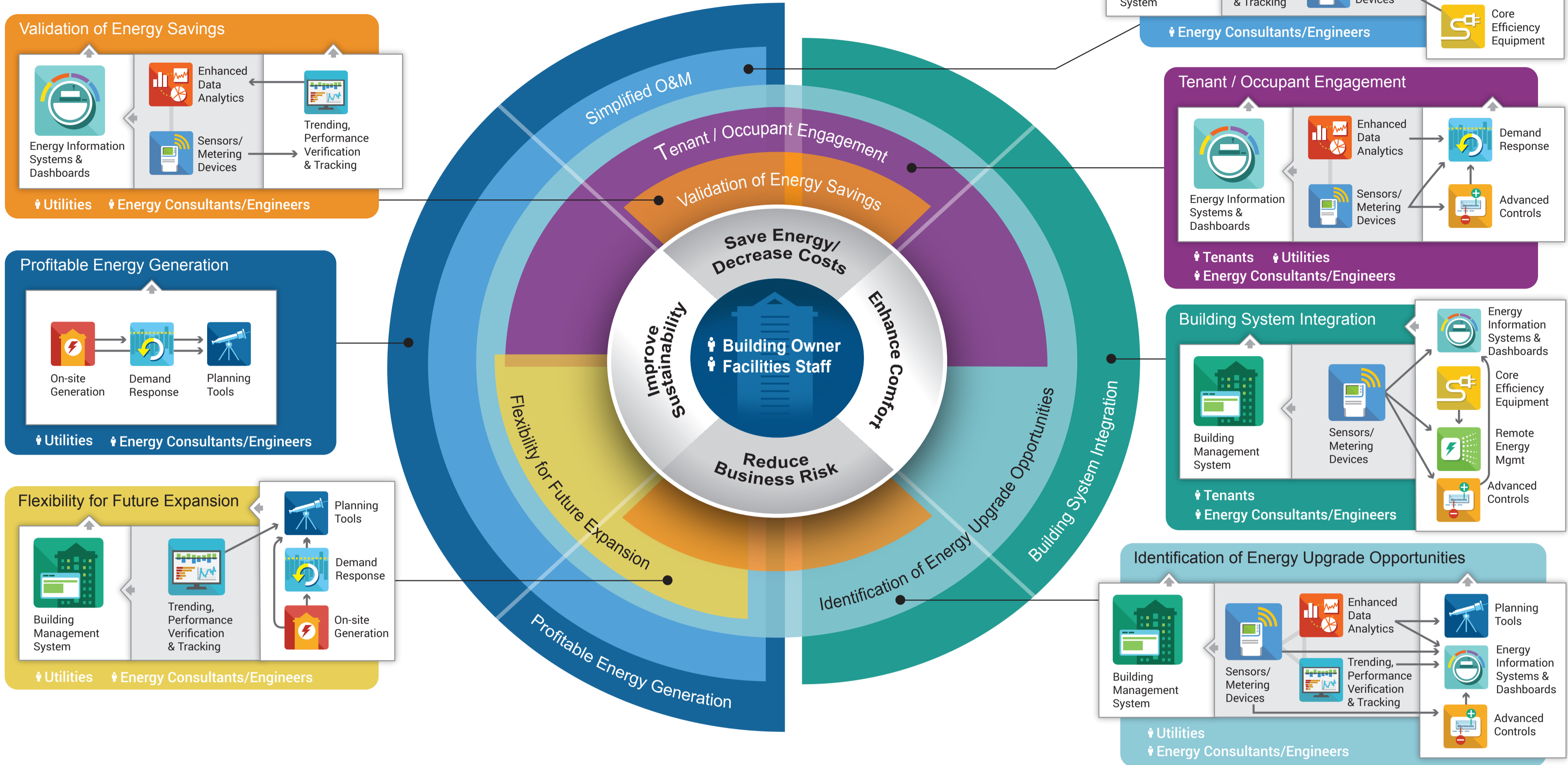


# Smart Buildings Industry: Technology Relationships and Value Propositions

**Stakeholders.** Primary stakeholders in the smart buildings technology industry are depicted in the center of the wheel. We recommend you start there and move outward. Other key stakeholders relative to specific technology benefits are shown within the colored technology icon boxes.

**Technology Value Propositions & Benefits.** Four core value propositions of smart buildings technology are depicted in white and gray. Specific benefits enabled by technology are represented by color-coded wedges and are linked to one or more of the core values, shown by the quadrants.

**Technologies.** Each specific value proposition has associated technology categories, identified by icons. Many technology categories are connected, shown by their positions and arrows indicating the flow of information.



<b>38 ZEROS</b>	38 ZEROS		Sensors/ Metering Devices	<b>lucid</b>	Lucid		Energy Information Systems & Dashboards		Enhanced Data Analytics
<b>COMMERCIAL BUILDING ENERGY ASSET SCORE</b> SCORE: FULL BUILDING	Asset Score		Planning Tools	<b>Metric Insights</b>	Metric Insights		Fault Detection		Energy Information Systems & Dashboards
<b>ENERGYScoreCARDS</b>	Bright Power EnergyScoreCards		Energy Information Systems & Dashboards		Planning Tools		Sensors/ Metering Devices		Remote Energy Mgmt
<b>buildpulse</b>	BuildPulse		Enhanced Data Analytics		Trending, Performance Verification & Tracking		Enhanced Data Analytics		Energy Information Systems & Dashboards
<b>Comfy</b>	Comfy		Building Management System		Advanced Controls		Energy Information Systems & Dashboards		Planning Tools
<b>confluenc</b> SHARED INSIGHTS. CLEAR DIRECTION.	Confluenc		Planning Tools		Trendr		Sensors/ Metering Devices		Energy Information Systems & Dashboards
<b>EnergyRM</b>	EnergyRM DeltaMeter		Trending, Performance Verification & Tracking		Verdigris		Sensors/ Metering Devices		Enhanced Data Analytics
<b>ENERGY STAR PortfolioManager</b>	EnergyStar Portfolio Manager		Trending, Performance Verification & Tracking		Planning Tools		Energy Information Systems & Dashboards		Enhanced Data Analytics
<b>Green Button Download My Data</b>	Green Button		Planning Tools	<b>FirstView</b>	FirstView		Enhanced Data Analytics		Planning Tools
<b>HydroFLOW U.S.A.</b>	HydroFLOW		Sensors/ Metering Devices						