

## The Smart Building to Smart Grid Interface Business

**Description:** This Report is a Definitive Guide to Assessing the Future of this Fast Growing Business. Within its 89 pages and over 10 charts and tables, the report delivers key information to industry executives and investors;

The technology is already in place for both Smart Grid and Smart Buildings to benefit from interfacing and integration. It will not require vast sums of money to bring it about; we estimate approx. 1% of the total Smart Grid investment budget. The likely slowing down of the development of Smart Grid, due to the present poor economic conditions, could serve to enhance the prospects of this business.

The authors estimate that in the US, 80,000 sites in the commercial sector offer a high propensity for Smart Building to Smart Grid interfacing. The world population will be over 250,000 buildings.

In many developed countries Industrial and Commercial Buildings consume 40% of all generated electrical power. Interfacing with this building stock provides large scale opportunities to balance supply and demand particularly as Smart Buildings are already fitted with fully automatic DDC controls.

The size of the world market for Building Energy Management Systems (BEMS); DDC controls that monitor and control environmental plant in commercial and industrial buildings, was \$13.39 billion in 2011.

Current global spend on interface products for Smart Buildings is not likely to be exceeding \$100 million. We estimate that the average annual aggregated spend on both the Smart Grid side and Smart Building side for interface software will be approximately \$1 billion in 2016 and demand will peak in 2020 at \$2.2 billion.

Sales to the Retrofit Market will account for 65% of this business during the next 5 years. Of this 40% will pass through Specialist IT Integrators. Energy Service Management Companies will take 40% and the balance of 20% will be direct business between the buyer and software supplier.

Conserving energy through distributed generation coupled with efficient balancing of supply and demand in the Smart building is the most cost effective solution. This must be one of the most attractive businesses to be a part of today for it benefits society, delivers an attractive Return on Investment and has excellent future growth potential.

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