

BUILDING TECHNOLOGY BIZBITS

INBAC BUSINESS BUZZ: YOUR SOURCE FOR UPDATES!

- Building Automation
- Business
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- World

POWERHOUSE OF NEW OPPORTUNITIES





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INBAC'S FIRST-EVER MUMBAI EVENT: A RESOUNDING SUCCESS

The Indian Building Automation Council (INBAC) made a historic debut in Mumbai with a highly successful event organized by Gaurav Karale and Akash Kothari. This landmark gathering brought together industry experts, architects, MEP consultants, and developers to discuss the future of building automation and smart infrastructure.

The event featured two insightful panel discussions and a technical keynote, covering key trends, challenges, and innovations in intelligent building systems, energy efficiency, and sustainability. Experts shared real-world applications, best practices, and the growing role of ESG in automation.

A highlight was the technical session by a renowned expert, offering deep insights into AI-driven automation and digital transformation in building management systems.

The enthusiastic participation and positive feedback reaffirm INBAC's commitment to fostering innovation and industry collaboration. With this remarkable debut, INBAC has set a new benchmark for future events, driving the conversation on smart and sustainable infrastructure forward.

Sincerely,
Dr. Amit Chaudhari (CFPS, LEED AP, PMP)
Editor-in-Chief
Building Technology BizBits Magazine



TRANSCRIPT OF THE SPEECH OF MR. VINAYAK PAI AS CHIEF GUEST AT BAC E&C 2024

Good Morning Pune!!

Extremely Glad to be here today to address on this occasion INBAC!!

To be honest till Sakhee came up with invite. I was not aware of INBAC, whole concept of INBAC. I am glad that I took up the invite and learned so much while preparing for this as well as when I came in, I saw lot of stuff.

So, as Sakhee said lot of people closer to the ground, know much more will be talking later. I just wanted to touch upon few things. On this whole topic of building automation, I would probably break it up in 3 parts.

1. Why are we doing this. Why its important?
2. What to do?
3. How to do it?

So, Why? And my friend Akash just talked about 30% of the global population going to cities. Its much higher in India. In India its actually 33%. 1/3rd of our population is already in cities. It has increased from 25%-27%. And by 2030, 40% of the people are going to cities. So, in the backdrop of that, "Why" is much easy to define. Also easy to define is the fact that the population demographics are changing.

We have to cater to the needs, I always feel that we are of us certain people who actually drive the industry and make decisions are at certain age brackets and will look things from our perspective but large part of that population is Gen Z, the youngster, their needs are different.

The other change in dynamic is, there are lot of people from outside India who will come and live in these cities, who are already living in these cities.

India is growing at, we all know, 7% to 8 % economic growth. The mount of investment in infrastructure in India is tremendous. The amount of investment is almost 8 % which is almost 300 million dollars in India, that just the government infrastructure, private sector infrastructure and real estate investment.

So, if we look at the whole picture, there are lot of global companies, who want to come to India and want to be part of Indian stories. We all know, especially people who are of our generation, it was very difficult to go overseas in 90's. If companies would come from overseas, it was great interacting with them. Those were people who were probably engineers, managers, if they come, we would feel great about them.

Since, in this new century, since 2000's, more and more senior people have started coming. The CEO's direct reports, who run global businesses, find now India as a part of their global business coming out of opportunities. So those global head of businesses really come to India to find out what's happening, how can we really grow the business.



In the last couple of years, the no. of CEO'S who are coming to India have increased dramatically.

Satya Nadella comes in every January in India. He actually said that he follows what Chandra told him, Mr. Chandrasekharan, Chairman of tata group. He was leading B20 when India was

hosting G20 presidency in India. So, Chandra used to say that many CEO's of the company asked me "how to grow businesses in India". He said the only way to do it is to park yourself in India for an extended duration every year. Don't be a visitor, don't come on Monday and fly on Wednesday.

If you really want to understand India, come and stay here. Actually Satya Nadella too it hard he spends 10 days every January he typically always comes to Bombay and talks to us and gives insights and it's great to learn from him and then people like that comes the boards come the number of boards.

The last few months the Lufton board was in India all want to meet us and understand how the country is growing what's happening in the space all board of directors of company called Rambol from Sweden they were from Denmark they were here so the amount of interest in India.

Getting back to my point, will drive more and more global people coming and not only visiting India but staying also. So when that happens the why about automation and to make a great experience is absolutely imperative and doesn't need to be depletive for it.

Now what part? What are we doing I believe that as I was listening to some the comments and I was co-relating to the vision which we have set for Tata projects which is delivering predictable and sustainable projects using technology that's our vision. So the need for predictable projects are absolutely critical because if we look at the statistics of the number of projects the delays on projects the cost over on so projects is stackering.



The central statistics organization publishes annually data of the projects and detailers are more than 65% of projects are delayed. The average delay is 12 to 18 months and 20% of that projects don't have a completion date at all they are still not able to predict their completion.

So that's the predictable and then the cost average 15 to 20% cost over the projects. So we have to keep it upon us to have a vision to drive improvement in this and we felt that to do it we also have to drive sustainability and technology that's the only way to take this head on.

03

So the use of technology so what are going to do? It will be going to be very different what we have done in the past and I think sustainability and technology are intertwined extremely today we will talk about sustainability co-operations have there EHD goals which are primary they have to be listed every shareholder wants to know EHD goals of company.

So sustainability is absolutely critical and top of everyone's radar but we realized that sustainability and technology are extremely flatched up together give you an example which has always been till 2018 hardly sustainability was top 3 parameters of any global company. Today every global company has sustainability among their top 3 priorities.



When we started at that I was at USA when this concept started coming and we started studying we looked at all the data of is the energy transition really going to happen we all talk about the energy transition the race to net 0 the cops summits which takes place is it really going to happen? And lot of debates lot of opinion on that but I found one piece of information which is actually insightful, and they showed a picture a certain street corner.

In 1911 it was on a particular day of 1911, They took a picture of the street and New York is great the two intersecting and it was full of horse cars and there was one car in between and they took at a picture of the same place after two years in 1913 and there was one horse car all the other so when the tipping point comes the transition happens and it happens rapidly and by the way that transition happened because the New Yorkers stay with the smell of manure which came from that halt cars and really its seems

funny we are going through today with the weather disruption we will find it very difficult to live with this long. So the energy transition has to happen and happen rapidly.

So that's real but then the sustainability even the motorcar would not survive by itself not for technology automation. The cars of 1930 In that picture the cars of today are tremendously different in terms of technology evolution. the connectedness between automation stare the safety feature which are there the company which is there and that's the only way like without use of technology you can't influence and make it sustainable.

So again relating our smart cities we cannot sustain the technology if these elements the technology embedded in the

way which is designed from the beginning. So I think that's where I believe you all need to reflect on and lastly how are we going to do this more than once refer to a term which I love very dearly when it comes to the things like more than once I heard that.

Individually we are not going to get there in this technology race and you know go creation is the only example the faster we learn it the better it will be our problem typically is that we all look at the projects in phases when it will come first conceptualize than the designers will come and the design than the people will come put the automation and the constructor will come.

According to me the best way is everything gets together on day one, now most of the people will do it point at the procurement and processes than it's not possible, I would say just figure it out. Like many things in business you figure it out how to do it because again there is a business case for this.

You know, in all these lag of predictability and businesses, there is one stand out example of a project that was done on time. And ahead of time, in a very difficult situation/ circumstances. Yeah, which is again unfortunately goes back to New York, The Empire State Building, New York. The Empire State Building was built in 1928-1929, in the middle of great depression, when the economy was not doing well. The Empire state building at that point of time was 100 storey building and was the tallest building in the world.



In fact, while constructing, they realize that Crister Building was coming higher, then they added spire at the top to still remain it higher. We all know how difficult it is to put all the buildings in pace. Do you know how much time it took, from the time it started the construction to completion?

Any guess??
It took 13 months...

Go and look up the record, go and look up the Wikipedia. Everyone, included in the construction/ project, they were a US Senator who took it up himself to drive this project. It brought everyone involved in the project on 1 table on day 1, including the architects. The constructors...

So, again there is a lesson how to do it. Today, sitting at the time of 2021-22, we never thought that there will such a boom in real estate as it is now. It's a great initiative of INBAC to drive this. The Automation related certification is there. Lot of people claim many things, but it is real or not, don't know.

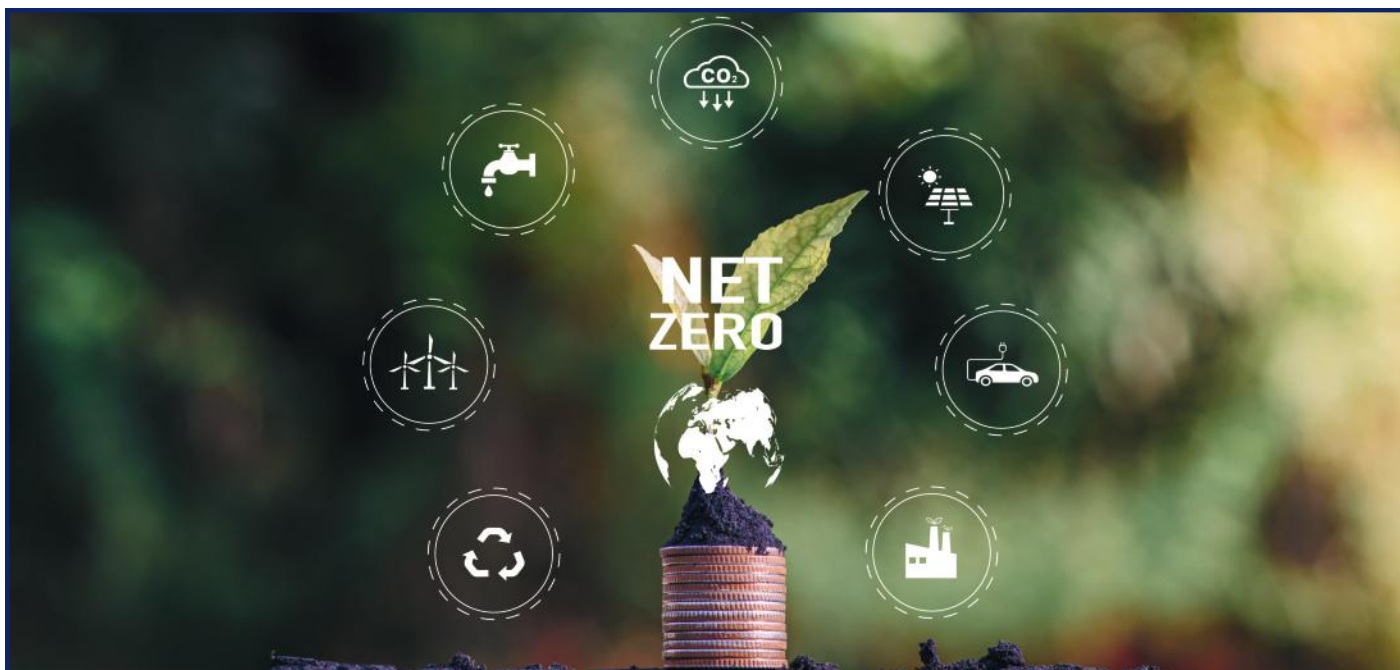
So, I am very glad that we have a common framework which will enable people to rate themselves on a common platform. Its so very important to drive the whole automation forward. So, once again I wish this function All the Best!!

BY MR. VINAYAK PAI
MANAGING DIRECTOR AND
CEO
TATA PROJECTS
(SPEECH OF MR. VINAYAK PAI
AS CHIEF GUEST AT BAC E&C
2024)



**YOUR
GATEWAY TO
SMART
FUTURE**

Building Automation Community Expo & Connect-
Convention is a platform for three fundamental change
makers - Trust, Technology and Togetherness!



FUTURE IS TOWARDS NET ZERO

India today is the world's fourth-largest greenhouse gas (GHG) emitter, contributing 7.08% of all global emissions. As the country progresses towards its Net Zero target by 2070, the building sector—one of the highest (40%) contributors to CO2 emissions—must transition to sustainable practices. Incorporating Net Zero and green concepts from the design stage and selecting eco-labeled low-carbon products and materials can significantly reduce both carbon footprints and overall costs.

The Business Case for Net Zero

The demand for low-carbon products and materials is increasing globally and locally. Achieving Net Zero is not just an environmental necessity; it also makes business sense by creating a win-win for all stakeholders. Effective strategies include:

- Supply Chain Mapping & Management
- Assessment of Current Emissions & Impact Identification
- Goal & Target Setting
- Stakeholder Engagement
- Continuous Monitoring & Reporting

Global Commitments and Regulatory Frameworks

At COP28, nearly 200 countries pledged to:

- Tripling renewable energy capacity and doubling energy efficiency improvements by 2030
- Phasing out fossil fuel dependency
- Accelerating the adoption of low-emission hydrogen and carbon capture technologies

Key Drivers for Net Zero Transition

1. Carbon Border Adjustment Mechanism (CBAM)

The European Union (EU) is implementing CBAM to prevent carbon leakage by ensuring that imported products comply with EU climate policies. This will directly impact Indian exports, necessitating sustainability measures across industries.

2. Green Credit Programme (MoEFCC)

The Ministry of Environment, Forest, and Climate Change (MoEFCC) has launched the Green Credit Programme, encouraging businesses to adopt environmentally responsible practices, enhance green initiatives, and support the transition to a green economy.

3. Corporate Net Zero Targets

Several industries are setting Net Zero targets and working on decarbonization strategies across their supply chains. For example, the automotive industry has pledged to reach Net Zero by 2050.



At COP26 in 2021, the Government of India announced its Panchamrit action plan, committing to:

Decarbonizing the Building Sector

Buildings account for nearly 40% of global CO2 emissions, making them a priority in the transition to Net Zero. Few strategies include:

- Net Zero Carbon, Energy, Water, and Waste Strategies
- Maturing the Ecosystem to Support Net Zero Goals
- Supply Chain Readiness and Transparency
- Developing Skilled Workforce and Frameworks

Challenges

While the transition to Net Zero presents challenges such as:

- Lack of awareness in the supply chain
- Transparency issues
- Absence of proper regulatory frameworks
- Finance



The Role of HVAC in Net Zero Buildings

HVAC systems are among the largest energy consumers in buildings. Sustainable HVAC strategies may include:

- Passive Design Strategies: Using natural light, insulation, and shading.
- Active Design Strategies: Leveraging advanced HVAC technologies to improve efficiency.
- Building Automation Systems (BAS) & Integrated Building Management Systems (BMS): Smart controls, automation, and real-time monitoring to optimize energy use.

Compliance with standards such as ASHRAE, ISHRAE, Energy Conservation Building Code (ECBC), LEED, and IGBC is crucial for achieving Net Zero goals.

High-Performance Buildings (HPBs)

HPBs are emerging as a solution to climate challenges, integrating energy efficiency, resource conservation, and resilience into design. Policies, incentives, and financial mechanisms are making them viable:

- Germany, Denmark, and the U.S.: Stringent codes and incentives for green buildings.
- European Union's Green Deal: Large-scale retrofits for climate neutrality by 2050.

India: ECBC, GRIHA, IGBC, and city-level incentives for HPBs

HPBs incorporate:

- Sustainable Materials: Low embodied carbon materials to improve durability and indoor air quality.
- Water Conservation Strategies: Rainwater harvesting, greywater recycling, and low-flow fixtures.
- Resilient Design: Climate adaptation through durable materials and renewable energy backups.

The Future of Sustainable Building Design

A holistic, performance-based design approach is key to sustainability. Key focus areas include:

- Cross-discipline collaboration across stakeholders
 - Whole-life carbon performance considerations
 - Material efficiency and circular economy principles
 - Smart technology integration to enhance building efficiency
- By mainstreaming Net Zero practices, India and the world can transition to a greener, more resilient built environment, ultimately leading to a sustainable future.

Conclusion

The journey to Net Zero is an urgent and necessary transition that requires collaboration, innovation, and strong policy frameworks. With increasing regulatory pressures and market incentives, businesses and industries must proactively adopt Net Zero strategies. India's commitment to sustainability, along with global best practices, can position the country as a leader in sustainable development. Through strategic planning, technology integration, and workforce development, a Net Zero future is not just achievable but also beneficial for economic growth and environmental preservation.



BY MS. MAMTA RAWAT
FOUNDER AND CEO AT
CLIMATENAMA PVT. LTD.

WHY INBAC?

- Lead smart infrastructure of Digital India
- Represent India on global platform
- Global collaborations and strong networks
- Drive the future of sustainable smart buildings



ABOUT US

We are a non-profit community of building automation stakeholders, with the vision to facilitate an ecosystem that supports efficient, safe, healthy and connected buildings through globally accepted ISO based open standards in India.

To see India as a leader on the Building Automation world map, is deeply embedded in the DNA of INBAC.



TECH REVOLUTION IN BUILDING AUTOMATION

Introduction:

Building Automation Systems (BAS) are no longer a futuristic concept. They're rapidly transforming how we design, construct, and manage buildings, ushering in an era of unprecedented efficiency, comfort, and sustainability. So far Automation in Buildings was mainly focusing on efficiency improvement with limited user experience. Data from various building systems is often isolated and not effectively integrated and analyzed.

With rise in technology revolution, Building Automation Systems (BAS) have evolved from rudimentary control panels to sophisticated networks of interconnected systems, driven by a surge in technological advancements. The future buildings will be highly intelligent, efficient, and user centric. The focus will be on prioritizing personalized experience and sustainability across all aspects of operations. Real-time data analysis will inform building management decisions, optimizing energy use, improving occupant comfort, and enhancing building performance. Smart buildings will play a crucial role in achieving sustainability goals, with a strong emphasis on renewable energy integration, water conservation, and waste reduction. This article delves into the key technological revolutions shaping the future of BAS.



Key Enablers of the BAS Revolution:

Several technological advancements are fueling the BAS revolutions. Following are the major key players:

Smart Sensors:

Smart sensors are the backbone of modern BAS. They go beyond traditional sensors by offering enhanced capabilities like:

Data Collection:

- **Real-time Monitoring:**

- Constantly gather data on various parameters like temperature, humidity, light levels, occupancy, air quality, and many more.
- High Accuracy: Provide precise measurements for better control and decision-making.
- Data Logging: Store historical data for analysis and trend identification.

- **Connectivity:**

- Wireless Communication: Transmit data wirelessly, reducing installation costs and increasing flexibility.
- Network Integration: Seamlessly integrate with Building Management Systems (BMS) and other IoT devices.

- **Intelligence:**

- Built-in Processing: Some sensors can perform basic data processing and decision-making at the edge, reducing the load on the central system.
- Machine Learning: Advanced sensors can utilize machine learning algorithms to identify patterns, predict future conditions, and optimize building operations.
- Energy Efficiency: Automatically adjust lighting and HVAC systems based on room occupancy and minimizing reliance on artificial lighting. By leveraging AI, smart sensors can transform building automation, creating more efficient, sustainable, and comfortable environments for occupants.

Internet of Things (IoT):

This is the foundation of smart buildings. IoT involves a network of interconnected devices (sensors, actuators, etc.) that collect and exchange data. In a smart building, IoT enables real-time monitoring and control of various systems like HVAC, lighting, security, and more. This connectivity enables:

- **Real-time Data Acquisition:** Continuous monitoring of building systems, providing valuable insights into energy consumption, occupant behavior, and equipment performance.

- **Remote Control and Monitoring:** Remote access and control of building systems through mobile devices and web interfaces, enhancing operational efficiency and flexibility.
- **Predictive Maintenance:** Analyzing sensor data to predict equipment failures, minimizing downtime and reducing maintenance costs.



Artificial intelligence and Machine Learnings:

AI and ML algorithms are revolutionizing how BAS optimize building performance. By leveraging the power of AI and machine learning, BAS can become more intelligent, efficient, and responsive, creating a more sustainable and comfortable built environment. AI can learn individual occupant preferences for temperature, lighting, and other environmental factors, allowing for personalized comfort settings. By analyzing historical data and real-time conditions, AI can predict occupant comfort levels and proactively adjust building systems to ensure optimal comfort throughout the day. These technologies enable:

- **Predictive Modelling:** Developing models to predict energy consumption, occupant comfort levels, and equipment failures, allowing for proactive adjustments to building systems.
- **Adaptive Control:** Automating building systems to adapt to changing conditions, such as weather patterns, occupancy levels, and energy prices.
- **Personalized Experiences:** Personalizing environmental settings for individual occupants based on their preferences and work styles.

Cloud Computing and Edge Computing:

Cloud-based Building Management System is a modern approach to managing and monitoring building systems. Cloud computing provides scalable and cost-effective storage and processing power for the massive amounts of data generated by modern BAS. Edge computing brings data processing closer to the source, enabling faster response times and improved real-time decision-making. This combination of cloud and edge computing to the following:

- **Enables Advanced Analytics:** Facilitates the analysis of complex datasets to identify trends, optimize operations, and improve building performance.

- **Improves System Reliability:** Ensures continuous data flow and system operation even in cases of network disruptions.
- **Enhances Cybersecurity:** Provides enhanced security measures to protect sensitive building data and systems from cyber threats.



Data Analytics:

Data analytics in building automation involves collecting, analyzing, and interpreting data from various building systems to gain valuable insights into building operations. Provide tools for data visualization, analysis, and reporting. Utilize machine learning algorithms for predictive maintenance, demand forecasting, and anomaly detection. Building Intelligence (BI) tools generate reports and dashboards to communicate insights to stakeholders.

Integration with Smart Cities:

The integration of BAS with smart city infrastructure is emerging as a key trend. This integration enables:

- **Optimized resource management:** Coordinating building energy consumption with the overall energy grid to reduce peak demand and improve grid stability.
- **Improved urban sustainability:** Contributing to citywide sustainability goals by reducing energy consumption, minimizing environmental impact, and enhancing the quality of life for urban residents.

Conclusion:

Building Automation is not just about technology; it's about creating smarter, more sustainable, and more human-centric built environments. The seamless integration of various technologies is a hallmark of the building automation revolution. As technology continues to evolve, BAS will play an increasingly critical role in shaping the future of our cities and the way we live and work. By embracing these advancements, building owners and operators can achieve unprecedented levels of efficiency, sustainability, and occupant comfort. Looking ahead, the integration of 5G technology promises to revolutionize building automation further. With faster data transfer speeds and reduced latency, 5G will enable even more sophisticated systems and applications. However, it is crucial to address the challenges associated with data security, system interoperability, and the ethical implications of AI and ML in building control.



BY MR. KIRAN VICHARE
SR. DGM, DESIGN ENGINEERING
(MEP), LEAD ELECTRICAL, L&T LTD.

INBAC INNOVATE 2025



The INBAC INNOVATE 2025 event, organized by the INBAC Mumbai Chapter, was a grand success thanks to the incredible stakeholders—architects, developers, consultants, and building automation experts. It was a perfect blend of knowledge, networking, and new opportunities.

Join INBAC and be a part of a community that's shaping the future of innovation.

FOLLOW US ON



**Unlock the market potential
with the Community**



CELEBRATING INTERNATIONAL WOMEN'S DAY: EMPOWERING EACH OTHER, INSPIRING CHANGE

As we celebrate International Women's Day on 8th March, I'm reminded of the incredible progress women have made in various fields, from construction to technology, and beyond. However, We are also aware of the challenges that still lie ahead.

Despite the advancements, women continue to face inequalities, biases, and obstacles that hinder their growth and success. As someone who's passionate about empowering women, I believe it's essential that we acknowledge these challenges and work together to create a more inclusive and equitable society.

That's why The Real Woman Awards on 8th March 2021 were founded. A platform that recognizes and rewards outstanding women in construction who have demonstrated exceptional leadership, innovation, and dedication to their work.

The Real Woman Awards are unique in that they're non-paid, ensuring that the recognition is purely based on merit. Over the years, the awards have become a benchmark of excellence, inspiring women to strive for greatness and push beyond their limits.

The Real Woman Awards are just the beginning. In June 2023, next step was taken of launching

The Real Woman Global Community, a platform dedicated to empowering women in construction and beyond. This is a space for women in construction to share their experiences, learn from each other, and grow both personally and professionally.



This year, we are excited to announce the 7th edition of The Real Woman Awards, scheduled to take place today, 8th March 2025, at Bharat Ratnam Mega CHS, from 9:30 am to 5:00 pm. The event will be inaugurated by Vinayak Pai, MD & CEO, Tata Projects Limited.

We are very happy to have INBAC Association as our supporting partner.

In addition to the awards, we're also hosting the 3rd edition of Celebrating Women in Construction, a platform that brings together women from across India to network, share their experiences, and learn from each other.

If you're a woman in construction, I invite you to join us. Don't miss this opportunity to connect with like-minded individuals, learn from industry experts, and celebrate your achievements.

Together, let's create a brighter, more equitable future for all women. Let's celebrate our successes, learn from our failures, and keep moving forward.

Happy International Women's Day!

BY MS. SHEETAL BHILKAR
FOUNDER, THE REAL WOMAN AWARDS, AND FOUNDER & PRESIDENT, THE REAL WOMAN GLOBAL COMMUNITY, FOUNDER, DIRECTOR, URJA BUILDING SERVICES CONSULTANTS PVT LTD





Belden

CABLE CERTIFICATION + INSTALLER CERTIFICATION IS A WINNING COMBO

Cable certification isn't the only thing you can do to put customers' minds at ease. To stand out, you can also certify your installation work.

Once a cabling project is complete, everyone involved—manufacturers, installers, owners, end-users, etc.—wants clear answers to the same list of questions.

- Is the cabling installed correctly?
- Is the cabling connected correctly?
- Can the cabling support the right applications?
- Will everything work when devices are connected to the network?

There's only one way to know these things for sure: cable certification.

Whether it's for copper or fiber systems, cable certification involves testing to verify that installed cabling is performing in compliance with industry standards.

Conducting certification testing on the installed system gives everyone peace of mind:

- Manufacturers know their cabling products are performing.
- Installers know they did good work.
- Owners know their investment is paying off.
- End-users know they can use the system without problems.

Nearly all reliable, high-quality cable manufacturers require installers to certify the cabling systems they install in order to gain access to the long-term warranties their customers want.

Belden, for example, offers a 25-Year Product Warranty and Lifetime Application Assurance that installers can pass along to their customers upon the completion of testing for cable certification. This combination ensures that the installed system will meet or exceed industry standards for at least 25 years, as well as support future standards and protocols.

But certification testing isn't the only thing you can do to put customers' minds at ease. To really stand out, you can also certify the work of your installation team.

Let's take a closer look at both types of certifications and what they can do for you.

The Ins and Outs of Cable Certification

As we mentioned earlier, obtaining warranties is the biggest reason why installers pursue certification testing. And it can be a big selling point when it comes to choosing a cabling system, helping owners optimize their investment and be confident that they're prepared to support multiple generations of equipment and applications.

But there are other reasons to make cable certification a priority, too.

1. It Protects Your Reputation

Certifying your installation can protect you if performance issues ever arise. You'll have documentation showing that the system was performing as expected when the project was initially completed.

With this information in hand, you can be cleared of mistakes or bad links, which allows owners—sometimes with your help—to spend time looking in the right places to determine why their cabling infrastructure isn't working (water damage from sprinklers, mistakes made by other trades, etc.).

If work done later by another contractor impacts performance, then you have records to show that the system was working when you installed it (before other contractors became involved).

2. It Helps You Resolve Performance Issues

If the cabling system you installed isn't performing as planned, then testing can help you determine what the issue is so certification can be achieved.

If there's an issue, then certification testing can help you figure out why. Depending on the tester you use, for example, you may be able to identify specific defects like incorrect terminations or bad cables (perhaps they were damaged during shipping or installation).

3. It Provides Certainty

Telling someone the system you installed will perform as expected is one thing—but giving them a document that proves it is another.

Some owners want to be certain—and want paperwork to prove—that the installed products will work as promised. This can also help confirm that users won't be disrupted later by unplanned downtime or a slow network.

Expand Your Capabilities with Installer Certification
In addition to certifying the performance of the cables you install, you can also certify the work done by your installation team.

By doing this, you can demonstrate your commitment and dedication to using high-quality products and performing high-quality work. Becoming a certified installer or integrator can also give you a competitive edge.

1. Land More Work

Certified installers frequently learn about upcoming cabling projects sooner. For example, Belden brings certified installers to the table when we're involved in a project. We also list all our certified installers in an online database that owners can use to find qualified installers in their area.

You'll also be the first to know about new products being introduced to the market that you can share with your customers.

2. Improve Profitability

Certified installers may gain access to exclusive promotions and lucrative rebates that can lower overall project costs. If you're a Belden Partner Alliance Installer, then we also work closely with you to develop strategies to help you grow and strengthen your business.

3. Enhance Productivity

- When you go through a manufacturer's certification program, your installers receive training that aligns with up-to-date industry standards and technologies.

Along the way, they learn tips and best practices to install the products they work with, so they can confidently install using methods that save time and reduce costs without sacrificing quality.

As an added bonus, certified installer partners often have a direct connection to the engineers and designers who created the cabling and connectivity solutions being installed. Having access to a product expert can help get your questions answered faster and resolve issues sooner to keep your project moving.

We Can Support Your Certification Efforts

Whether you have questions about cable certification or becoming a Belden Partner Alliance Installer or Integrator, we have team members and resources who can help.

[Learn more about Belden's Partner Alliance program](#)

RON TELLAS
SR. SOLUTION ARCHITECT
BELDEN INC





INVESTING IN INNOVATION AND MAINTAIN HIGH SERVICE STANDARDS TO FORTIFY ITS BRAND POSITIONING

Digital technology propelling growth

The rise of digital technology and cloud computing is a huge growth driver for Acceron Infosol. Businesses are increasingly moving to the cloud, expanding the demand for robust cybersecurity solutions. This shift allows the company to expand its offerings and reach more customers, driving significant growth and innovation in the organization.

Brand Perception

The brand Acceron Infosol is perceived as a trusted and innovative Value Added Distributor in the cybersecurity and IoT space. It continuously gathers feedback from customers and industry peers to understand its standing and areas for improvement. To enhance its perception, the company constantly invests in innovation, maintains high service standards, and engages in industry initiatives to build a positive and strong brand image for the OEM's.

Standing out from the crowd

The main strengths of Acceron Infosol lies in its deep expertise in IT Security, its commitment to customer service, and ability to quickly adapt to new technologies. It seizes market opportunities by offering customized solutions that address specific industry needs, setting the company apart and delivering the solution of preferred choice for the businesses looking for reliable and innovative technology partners.

Unique Value Proposition

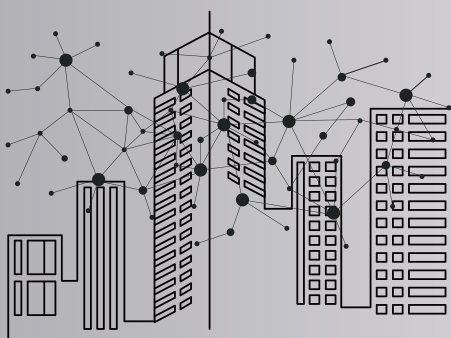
Its value proposition is built on delivering high-quality, tailored cybersecurity and IoT solutions that enhance security and operational efficiency for its clients. Acceron Infosol communicates this through targeted marketing campaigns, customer testimonials, and by showcasing its success stories at industry events, ensuring that its message reaches the right audience and resonates with their needs.

Brand Trustworthiness

Looking ahead, Acceron Infosol plans to adopt advanced AI and machine learning technologies to enhance its cybersecurity and IoT solutions. AI will help the company to predict and mitigate security threats more effectively, personalize customer interactions, and optimize operations. It will also focus on building stronger customer relationships through personalized services and proactive support. Additionally, the company aims to foster brand loyalty by creating more interactive and engaging customer experiences, leveraging digital platforms to connect with and support its customers in new and meaningful ways. By integrating AI-driven insights into its strategies, Acceron Infosol can stay ahead of emerging challenges and continues to provide exceptional value to clients.



BY MR. HARISH RAI
COUNTRY MANAGER ACCERON
INFOSOL PVT. LTD.



Celebrating 5 Years of Togetherness,
Trust and Technology!



VALIDATED INFRASTRUCTURE FOR TECHNOLOGICALLY ADVANCED LIFESPACES

"India's first certification for Building's digital infrastructure, connectivity and technological capacity"

VITAL's history is one of global-firsts. As a business that champions cutting-edge technology, VITAL provides the only two certifications that rate a building's digital infrastructure, connectivity and technological capacity. VITAL is a leading building technology company assessing and improving digital connectivity and smart technology within homes and offices around India.

At its core, VITAL provides clarity about the buildings in which we live and work. VITAL assesses a building's digital infrastructure and certifies its future-readiness through a refined digital lens.

VITAL doesn't just measure a building's technology at face-value, but considers how to better-connect those living and working within the building itself, so our transition into the future is as smooth as possible. Whether it's commercial or residential, an occupied building or a new development, a certification from VITAL will help set you apart from your competitors, and promote your building's digital connectivity and smart capabilities.

THE PURPOSE OF THE SMART DIGITAL INFRASTRUCTURE BUILDING RATING SYSTEM IS TO :

1. Guide the Development of Smart Buildings: Provide a clear framework for integrating digital and smart technologies into building design, construction, and operation, ensuring these technologies enhance performance in areas such as energy management, indoor environmental quality, occupant comfort, and building automation.
2. Assess and Certify Building Intelligence: Establish a standardized methodology for evaluating the digital and smart capabilities of a building, including how well its infrastructure supports data-driven decision-making, automation, and sustainability.
3. Promote Sustainability and Efficiency: Encourage the adoption of digital technologies that optimize resource usage (energy, water, and waste), reduce environmental impact, and contribute to a circular economy.
4. Enhance Occupant Experience and Well-Being: Focus on the human-centered aspect of smart infrastructure by ensuring that buildings adapt to the needs of occupants, improve comfort, safety, and health, and offer seamless connectivity and services.
5. Ensure Future-Proof Design and Scalability: Provide guidance on designing buildings with flexible and scalable digital infrastructures that can evolve with future technological advancements and changing user needs.
6. Align with Climate NET ZERO and Smart City Goals: Support global efforts to create a NET ZERO environment with more sustainable, livable cities by encouraging the integration of smart infrastructure in buildings that align with smart city initiatives and climate action goals



VALIDATED INFRASTRUCTURE FOR TECHNOLOGICALLY ADVANCED LIFESPACES



CREDIT UID	9 Pillars of VITAL	AVAILABLE SCORE
DIC	Digital Infra + Connectivity	20
DRR	Digital Readiness + RESILIENCE	10
H & WB	Health & Well Being	10
SR	Sustainability Reporting	20
O & M	Operations & Maintenance	10
LSS	Life Safety & Security	10
LIFE	Lifestyle for Environment	10
CS & IO	Cybersecurity & Interoperability	4
ITS	Innovative Technologies and Services	6
TOTAL		100
RATING LEVELS		
Certified		50-59
Silver		60-69
Gold		70-79
Platinum		80-100

"INDIA'S FIRST CERTIFICATION FOR BUILDING'S DIGITAL INFRASTRUCTURE, CONNECTIVITY AND TECHNOLOGICAL ADVANCEMENT"

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To know more write to: support@thevital.org or sakhee@thevital.org



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