



## The first thing you need to build is alignment

Navigation is impossible when you can't see where you're going. Technology navigation is no different. Organizations embarking on a construction event, whether new or retrofit, are under enough pressure. Budgets are limited but building and occupant needs are not. Building alignment, consensus and understanding of key issues and priorities can be a significant challenge. Key stakeholders are forced to balance their day jobs with the planning involved in the new construction project. And as their vision evolves from designing space, to defining technologies, and then project execution, they soon realize they have more questions than answers. Yet failing to gather quality input can result in blown budgets and unhappy stakeholders.

Managing the myriad details, budgets and stakeholder needs while enabling technology to support the building's purpose can be a daunting process. Because Johnson Controls has been designing and delivering converged technology solutions for more than a decade through building wide systems integration, we've developed proven methods to achieve complex technology convergence in ways that simplify, secure and optimize your intelligent infrastructure while reducing technology cost and risk.

## How to gather detailed input without stalling the project

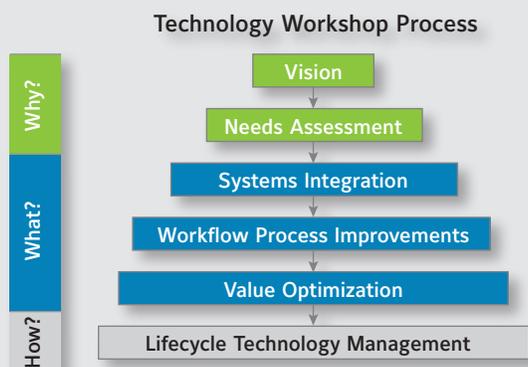
Maximizing stakeholder involvement is critical to the success of any project because without it, consensus and accountability within the cross-functional teams deteriorates rapidly. Over the past decade, Johnson Controls has conducted over 400 Technology Navigation workshops with over 6,000 participants, providing a structured, interactive process for collaborative planning and prioritization of needs and investments. The workshops address how to leverage smart building technology and integrations to address the most important needs of the organization with the most positive impact, defining a long-term roadmap for technology systems integration in the process.

### Technology Navigation sessions help you maximize stakeholder engagement and return on involvement. Workshops...

- provide engaging, interactive planning sessions led by professional facilitators
- involve owner's cross-functional teams, design and construction project teams
- determine key metrics
- consider process improvements to reduce costs
- help organizations use their project dollars more effectively
- include integration strategies that provide the biggest impact
- address challenges and future growth potential
- develop technology roadmaps for design-assist phase of new construction, retrofit or technology refresh projects

## A workshop that ensures your new shop will work

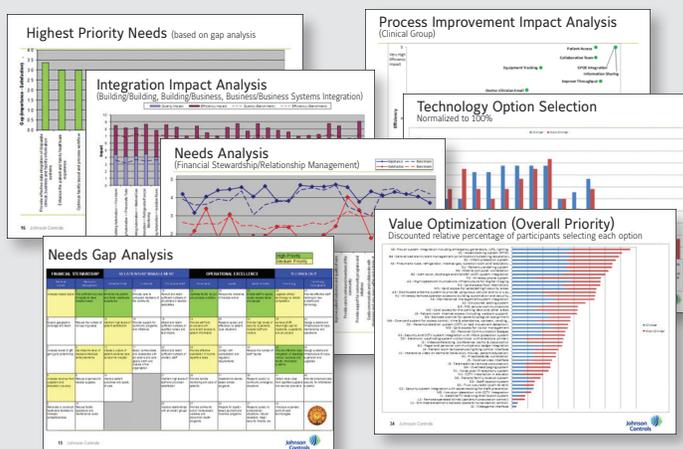
### The Workshop Approach



- The workshop begins by defining the critical measures of success for the project.
- Participants assess a comprehensive set of organizational needs to identify key technology drivers.
- Participants evaluate the impact of vertical market specialty, business and building systems, as well as supporting applications, devices and infrastructure.

### The Workshop Output

- Robust reports, including benchmarking of results across departments or against similar organizations, facilitates strategic decision-making.



*Exercises are all-encompassing and vendor-neutral as it relates to content*

As the world's largest supplier of commercial building services, HVAC equipment, security, fire, and building control systems, Johnson Controls has more than a decade of experience designing and delivering converged technology solutions to produce smarter buildings. The Technology Navigation workshops we use to help customers assess and prioritize technology needs and investments are foundational to our success. Our proven methods achieve complex technology convergence where traditional approaches fall short.

Let Johnson Controls help you bring your vision to life with a technology plan that meets your needs today and supports future innovations.