



Next generation technology in real estate making it happen

August 11, 2010 - Green Buildings

Owners are frustrated; the building technologies available just never seem to deliver on the potential. The technology itself is proven and repeatable in other vertical applications, banks can automatically track the simplest of transactions millions of times a day and yet most property managers keep their maintenance schedules in paper binders. Why can't we get more automated capabilities out of our base buildings without "busting" the budget?

Well, it's the culture and processes associated with a traditional construction effort that causes the challenges. The formats and processes that work so well for bringing several "trades" together to get steel, concrete and glass assembled to construct facilities, creates inconsistency and adds cost when applied to controls and management technologies.

We know we can't change the traditional process because it works for 95% of the project, but we also can't treat technology investments the same as they are critical to how we view and manage our "green and sustainable" properties long term

Working with owners and developers we have created proven and repeatable processes that work within the boundaries of the typical construction efforts but also provide the necessary focus on the technology to ensure that the objectives are met. We know we need to add expertise and focus early, during the design of any project. We then have to work backwards from the end result to "influence" engineers and architects to make technology an integrated part of drawings and specifications before they are bid and procured.

As the "primary" contractor responsible for technology objectives we look across divisions and sections to ensure "consolidation and integration" are part of construction documentation. We then provide the necessary support to carry the technology through procurement, construction, and commissioning.

Owners can spend less on construction and gain efficiencies in operations through proven and available technology, once they embrace a better way to get it done.

Craig Getchell co-founder AREA Solutions, Exeter, NH.

New York Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540