



Edward Reilly of Intelligent Building Solutions

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What are your predictions for commercial real estate in 2012?

The mission critical facility market has been less impacted by the economic slowdown than other sectors of the industry. This trend is going to continue. I predict 14% growth in data center development in 2012 and an accelerated growth in the next five years.

What was your greatest professional accomplishment in 2011?

2011 was a year of a rapid growth for our Mission Critical engineering and project management firm. Our clients continue to retain us for new assignments, both in the U.S. and internationally. IBS hired 10 more mission critical engineering professionals, doubled its revenues and expanded its headquarters offices. We broadened the scope of services and made significant investments in software to streamline and accelerate the design and project management processes. Our services now include Computational Fluid Dynamics (CFD) modeling and Data Center Infrastructure Management (DCIM).

What was your most notable project, deal or transaction in 2011?

IBS served as project director for the conversion of a 220,000 s/f office building into a data center in Wakefield, MA. IBS developed the master plan and managed the phased redevelopment program. The conversion program encompassed an 8,700 s/f Data Center, 8MW electrical service, 2,000-ton central cooling plant, structural upgrades, and core and shell modifications.

What are some of your resolutions for 2012?

In 2012, we will focus on expanding our client base in the United States and internationally, particularly in the real estate, finance, telecommunications/media and enterprise sectors. We will continue to expand the scope of value-added services offered to developers and users of data centers in order to maintain our position as the leading turn-key consultant to the mission critical facility industry.