



Intelligent Building Systems

7th edition

SERVICE, INDUSTRIAL AND PUBLIC
BUILDING PERFORMANCE TRADE FAIR

Build smart, for a smart future



2 days - 20 Conferences - 20 workshops – 180 companies – 6 000 visitors

PARIS EXPO PORTE DE VERSAILLES
8 & 9 NOVEMBER 2016

www.ibs-event.com



SERVICE, INDUSTRIAL AND PUBLIC
BUILDING PERFORMANCE TRADE FAIR

IBS puts your ambition on display:

Promote your skills and market your products to the biggest budgets and most powerful players in the industry.

We're expecting 6000 purely professional visitors this year. Come and meet our carefully selected roster of professionals at that crucial time of year, when they're plotting their budget for 2017 and making all their technical decisions.



Save the date

A key event for the autumn season
November 8 and 9, 2016
Paris – Porte de Versailles – Hall 2.2
-> 6 000 visiteurs

Find the program on
www.ibs-event.com

Intelligent building : the innovation energy

*Connected buildings, energy transition, localised services, supervision, flexibility, safety, smart meters, connected objects, data... Using major industrial standards and professional expertise, the "system-building" is now the ultra-connected epicentre of the enormous data flows circulating between the objects within it. **This is the spearhead, leading the transformation of cities and neighbourhoods.***

*Thanks to their improved flexibility and their hyper-connectivity, **buildings are giving rise to a new generation of "Smart Services"** which are adapted to current uses and issues: health and comfort, productivity, mobility and sharing, commerce, operating performance, energy efficiency, safety...*

*A tidal wave of interconnected and remotely operable objects has contributed to the new digital era and has already revolutionised the way we look at buildings and the need to integrate our existing infrastructure, standards and skills. The smart building, the connected objects within it and their information, optimised via Big Data, are also being used to enrich the digital model of these homes and structures. This is leading to "**efficient**" **technical building management** and more services for the occupants.*

This wave of digital technology affects everyone, from the user to the major operators, and is changing the way we look at design, installation and operation. The traditional sectors of industry and integration are adapting their practices to the new state of the art and the new protocols to guarantee that their new installations run effectively over the long term.

***The biggest names in IT and the giants of the web have staked their claim and are now changing the game** through innovative services, controllable and interactive inter-communicating equipment and new economic models.*

IBS is now more than ever the key Smart Building event. We keep track of the latest developments, round up all the new innovations and offer professionals and major users the tools they need to understand them and make the right decisions. Whether industrial, tertiary or local authority, Intelligent Building Systems provides concrete, reliable answers for everyone who comes. Since 2010, we have been the standard-bearing event for the sector – often imitated, never duplicated!

Alongside IBS, the Smart City – Smart Grid trade show will be here for the third year running. These two shows go together perfectly, covering all the latest news in smart building and smart town planning and meeting the needs of everyone in the sector.

***The 7th IBS trade show will be held on the 8th and 9th of November 2016 in Paris, at the Porte de Versailles convention centre.** This is a great opportunity to spread the word about your expertise and boost the image of your company... and above all, grow your business.*

Become an IBS Exhibitor Partner and meet the 6000 high-powered visitors we're expecting this year!

This brochure will explain how...

Yours,

Stéphan SARAF
Exhibition Manager

Sylvain ARQUIÉ
President, IBS Events



Visitorat : Growth in double figures since we first opened, the 6 000 will mark 2016 !



More than 6 000 qualified decision-makers are expecting !

In 2015, the trade exhibitors stated that they welcomed **professional, goal-driven visitors** at their stands, seeking detailed information for **real projects to undertake**.



Geographical origin

Paris & IDF : 65,92 %
Régions : 30,37 %
abroad : 3,71 %

A strong growth of international and regional visitors with 34,08 % (vs 29,70 % in 2014)

Company size

More than **50% of the visitors** belonged to companies with a workforce from 50 to over 1000.

Medium and large businesses came out in force.



Type of visitor

Depending on whether they represent large or smaller companies, our visitors' positions are divided into two distinct segments and targeted using specific promotional tools. Sorted according to position in the company, our top three visitor groups are General Managers (22.5%), Engineers (18.04%) and Project Leaders (18.71%).

General Manager	22,05 %
Engineer	18,04 %
Project leader	18,71 %
Information	6,97 %
Technician	9,30 %
Consultant/Journalist	4,86 %
Self-employed	1,85 %
Training staff	2,19 %

Which fields are represented?

The companies can be split into 5 major groups: Integrators, Contractors, Product/Service Providers, Contracting Authorities and Operators. Software Developers/ICT Service Companies (5%) can be grouped with the Contractors.

Installers-Integrators	13,40%	13,40%	Integrators
Engineers - Design Offices	15,15%	20,10%	Contractors
Contractors	1,66%		
Purchasing Advisors - Architects	1,67%		
Contractor Assistance	1,62%		
Equipment Offerors	11,27%	29,09%	Eco-Systems
Technology Suppliers	7,97%		
Wholesalers/Distributors	2,20%		
Utility - Energy Operators	3,40%		
Service Operators	4,25%		
Contracting Owners	2,43%	14,45%	Contracting Owners
Public Contracting Authorities	2,39%		
Admin./Local Authorities	5,49%		
Investors	2,16%		
Purchasers/Promoters	1,10%	12,50%	Operation
Users	0,88%		
Operation/Maintenance	7,28%		
Facility Management - Multi-services	3,47%		
Asset and Property Management	1,75%	4,00%	ICT Systems
Software Developers	2,04%		
ICT Service Companies	1,96%	4,12%	Press - Consultants
Consultants - Journalists	4,12%		
Training - Teaching	2,34%	2,34%	Training



Why they came (Multiple choice question)

Technological innovation remains the main attraction.

As such, 31,8 % of the visitors to IBS 2015 came to discover the latest technologies and innovations in energy efficiency/production/storage/renewable energy. 35,26 % of them were interested in innovations in BMS/CMS, and 24,36 % came in search of information about making their buildings automatic. Energy efficiency and energy control, intelligent building design and economics, supervision and monitoring were the reason that 50% of visitors came. Smart Grids and Smart Metering got a good score too, as did Communication (21,35 %), Automated Information Feedback/M2M and Building ICT Systems (18,68 %).



IBS : the advantages of a specialist trade fair



A 100% beneficial sales and marketing investment!

High quality visitors only

0% tourists, 100% professionals

We take special care to filter out all non-professionals (and anyone else just waiting to see the latest trend!) by

- Our direct marketing and promotion targeting policy,
- Careful selection of our media partners,
- Systematic visitor sorting at the entrance to the trade fair.

As such, the CNIT Paris La Défense is particularly well placed, with a catchment area that includes the biggest French and International companies.

For this seventh show, Intelligent Building Systems has:

- Paris – Porte de Versailles.

When an exhibition grows, it requires a top-level event site with powerful international identity, one which is popular with all professionals from the building industry.

- November 8 and 9, 2016.

These dates are better suited to achieving maximum communication with visitors and are more convenient when organising your participation.

- A winning combination: IBS + Smart Grid/Smart Cities...

Improvements to two complementary events and an expanded conference/workshop cycle to meet all of this industry's expectations and to cover news from the smart construction and urban planning sectors.

Varied and complementary attractions:



A focus on content

All of the latest news from the industry is presented in a series of 20 conferences

prepared by our leading experts and covered by key specialists. By taking part in the profession's flagship event and its various features tailored to your particular activity, you will be projecting an expert image to your clients, prospects and visitors. The conferences can be attended free of charge by the visitors, guaranteeing you a large and well-targeted audience.

Reaffirm your status as an expert by showing that you are at the very heart of the latest action and by associating yourself with high profile stakeholders!

Main conference themes in 2015

- Protocols and interoperability: where are we now?
- The digital operation of buildings: for what sources of savings? Concrete solutions by a team of specialists
- Although just beginning to manage, multi-counting of predictive models: what solutions for which services?
- The Smart Building the Heart of the energy equation of the Smart City
- The wireless in the Smart Building: which technologies for what purpose?
- Is the only driver energy performance of Smart Building?
- The future of intelligent building software?
- To upgrade a commercial building
- Occupants actors operating performance
- Design, implement and operate a Positive Energy Building
- The innervation of a commercial building, hospital, stadium, hotel etc ... fiber. A sustainable alternative and optimized copper wiring.
- Halton Vario solution is part of the digitalization of upscale office
- ACTIVE by Btib, advanced functions for building management: dynamic views, automatic reports, configuration tools for operator interface HTML5 ...
- Innovative tools for integrating energy performance of equipment in your maintenance policy
- Comfort management and repartitioning to everyone with LROC, zone control system based on IP and open to all market standards
- Certification CCTV installers
- AMR electric and gas in small buildings, a real headache? Discover the remedy "Intelligent Optical Sensor" + "connected objects" (SigFox, LoRa, m2ocity ...)
- Build a complete supervision from the installation tool in ZONES: the new GTB Development Studio ABB group
- KHORUS: Energy mastery by active control of buildings in a bid " as Service Building "
- The Digital Revolution Building the benefit of managers and fleet operators real
- The GTB Intelligent Building: skills and expertise
- Place objects connected in the Smart Building
- The rise of the approach services: Customer experience feedbacks
- Commissioning of building systems
- How to move towards a Smart Building lot in the CCTP renovation as new?
- Connected buildings and sustainable city: what markets
- Health, comfort, well-being and productivity: the latest advances in the control and optimization of commercial buildings
- ...



IBS is the only specialist trade fair where your offer meets their demand

Discover the advantages of a specialist trade fair:

7 reasons to become a trade exhibitor at IBS 2016...



1

Where we stand

By directly targeting your visitors, you get the best out of a specialized professional event: the chance to discover **the best tested and proven practices for service, industrial and public buildings**.

2

The quality of our visitors

IBS 2016 will bring to you **6000 hand-picked small, medium and large-budget companies, 100% professionals, for a quick return on your investment**.

3

Intelligent content

- A full program of **20 ground-breaking conferences**, put together by the hard work of the Planning Committee
- **20 Exhibitor Workshops**, to meet and convince your customers.

4

Highly effective trade fair partner packages

At IBS, **you get exactly what you pay for**. The packages on offer cover all the aspects of your trade fair: your stand, your presentations, your conference participation, and your marketing tools before, during and after the salon.

All of this comes at an exceptional **"full package"** fee from 4650 €.

5

High-value coverage and media promotion

The proven direct marketing and advertising plan:

- 12 waves of promotional e-mails sent to a contact list of 70,000, **so more than 840,000 e-mails sent**;
- **85,000 hand-picked invitations sent** to professionals in our database, and sent by our exhibitors and partners;
- **a specialist public relations agency** is backing our exhibitors;
- **a powerful media strategy** and an array of advertising slots;
- **active participation by our media and institutional partners**.

6

Added value on-line

Our website and intranet site have been specially developed to be a **real hub for information and contacts, and is active all year long**: sign up for conferences and events, exchange contact details, news... This is all on offer to get you an immediate return on your investment.

7

Specialist host services

- Logistics arranged by a **trade fair specialist**.
- **A SMART VIP club with an exclusive open bar**, gratuities...
- **Our CLUB LOUNGE**, a business meeting space for everybody to use.

Choose the best stand and conference for you!

Call us on +33 1 44 78 99 30

Intelligent Building Systems

SERVICE, INDUSTRIAL AND PUBLIC BUILDING PERFORMANCE TRADE FAIR

When? **November 8 and 9, 2016**
How often? **annual**
Where? **PARIS – Porte de Versailles**
Area: **6 000 m²**
Number of visitors: **6 000**
Number of companies exhibiting: **180**

Our exhibitors and partners in 2015

1100F • ABB France • ACTIVE3D • ACTSYST • EWON/2AR GROUPE • ALERTEO • ALTRICS • ANIXTER • APILOG AUTOMATION • ARC INFORMATIQUE • ARCOM • AREAL • BACNET • BELIMO • BELPARTS • BTIB • CAP TECHNOLOGIE • CAREL • CARL SOFTWARE • CARLO GAVAZZI • CESI ASSOCIATION • CIRCUTOR • CODRA • COEXENS/ACTIVE DBS • COMPTEUR-ENERGIE.COM • CONNECTILED • CONTROL & PROTECTION • DATAPRINT • DECELECT • DEVEKO • DISTECH CONTROLS • DISTRAME • E+E ELEKTRONIK • EBV ELEKTRONIK • ECHY/DURAPOLE • EFFIPILOT • EGREEN • EHS & ENERGY SOLUTIONS • ELA INNOVATION • ENGIE • EXAKOM AUTOMATION • ENOCEAN/BBC • FEDERATION FRANCAISE DOMOTIQUE • F&F FILIPOWSKI • FIPTHPLAY/DOMBOX • FIDELIX • FLUDIA • FTZ • GA-MM • GREEN PRIZ • GREENGEST • GTBAT • HAGER • HALTON • HDL DCE • HELVAR • IBM • ICONICS • IGNES • IP SYSTEMS • IRLYNX • IXEL • J3E • JOHNSON CONTROLS • JOURNAL DES COLLECTIVITES LOCALES • KALYSEO • KEOLYA • KEP FRANCE • KIEBACK & PETER • KNX • LE MONDE DE L'INDUSTRIE • LES ECHOS • LONMARK • LOYTEC • M2OCITY • MAINTENANCE ET ENTREPRISES • METZ CONNECT/BTR NETCOM • MICRONISER • MICROSENS • MIV-SOFT • MULTITECH • NEST LABS • NETSEENERGY • NEWRON • NKE WATTECO • NORIAK DISTRIBUTION • NT CONSEIL ON SEMICONDUCTOR • PHILIPS • PHOENIX • PRIVA BUILDING INTELLIGENCE • PRODUAL • QUALITE REFERENCE • REGIN CONTROL • RD-TECH • REGULATION • REVAME • REXEL • SAIA-BURGESS CONTROL • SAUTER REGULATION • SBA • SCHNEIDER ELECTRIC • SENSING LABS • SERELEC • SHARINGCLOUD • SIEMENS • SIVECO GPE • SLAT • SMART IMPULSE • SMART USE • SOCOMEC • SOCOREL • SOMFY • SONTAY • SVDI • TECHNI SERVICE INDUSTRIE • TECHNILOG • TELEGARTNER • TENSE INTERRUPTEURS TOP DESIGN • TH INDUSTRIE • THE SIMEON COMPAGNIE • THEBEN • TRANE • TREND • UBIANT • UBIGREEN • USINE NOUVELLE • UBIWIZZ • VERTICAL M2M • VESTA-SYSTEMS • VIA DIRECT • VITEC • WAGO • WIELAND • WIT • ZUBLIN...

For the full program, a list of companies exhibiting and your badge, come to www.ibs-event.com

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