Digitization is Driving IT/OT Convergence Momentum
Number of Internet of Things (IoT) connections worldwide

Connected devices in billions

Year	Value
2022	13.8
2023	15.9
2024*	18
2025*	20.1
2026*	22.4
2027*	24.7
2028*	27.1
2029*	29.6
2030*	32.1
2031*	34.6
2032*	37.1
2033*	39.6
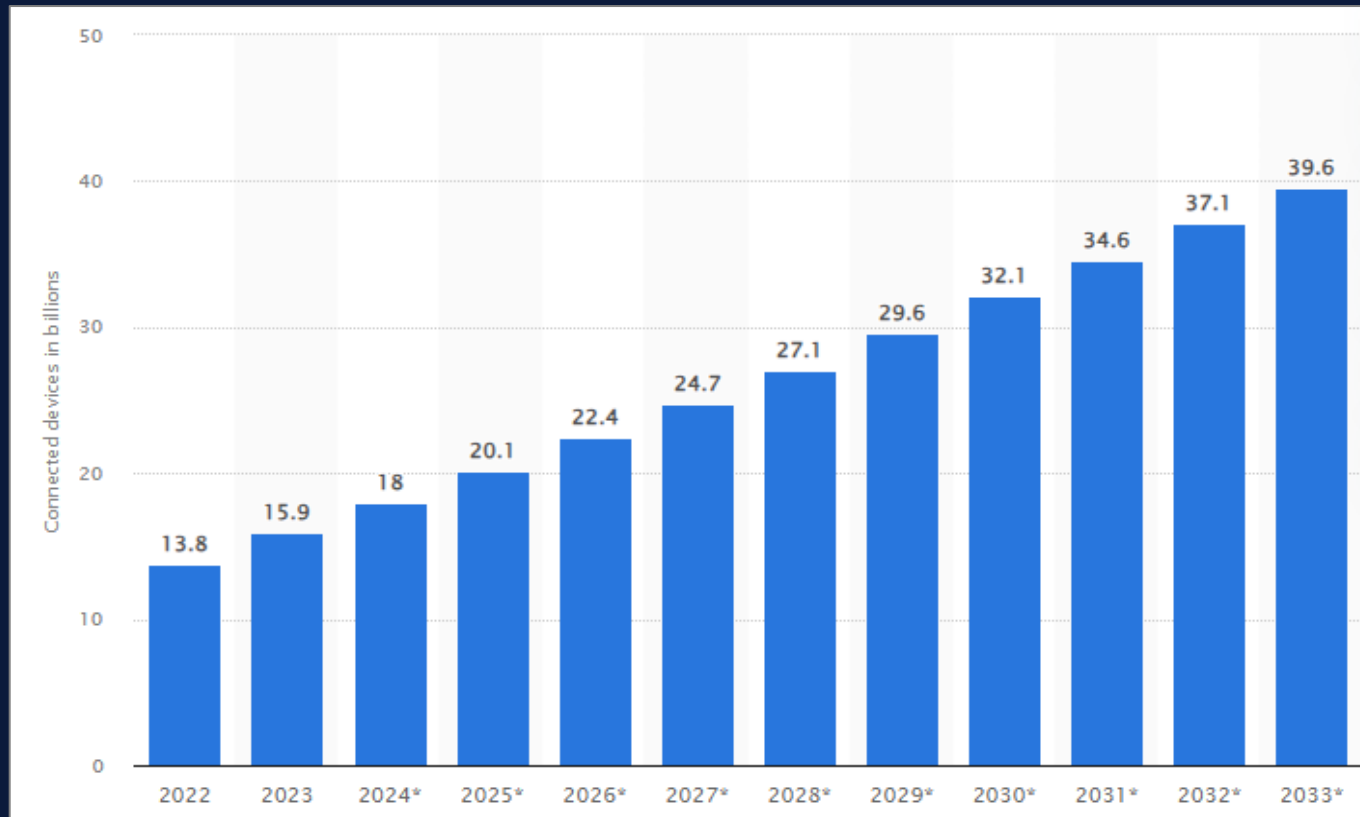
32.1 billion IoT devices by 2030*

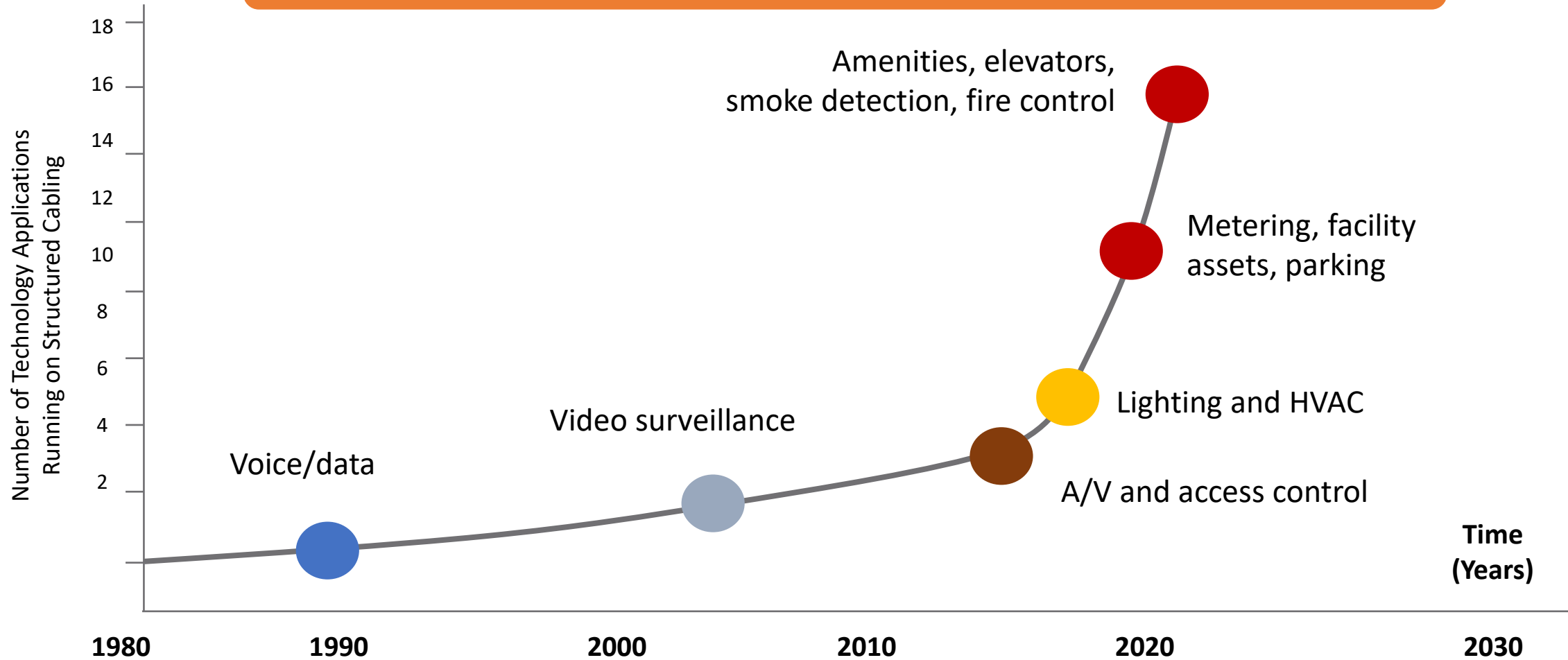*Source: Statista IoT Connected Devices, September 11, 2024

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Convergence of Connected Systems

"[systems] convergence requires the creation of larger, more complex networks, and this increasing complexity means more risk (cyber and physical), and that means more opportunity for the security industry to provide value."

Source: SIA's 2024 Security Megatrend Report

Number of Technology Applications Running on Structured Cabling (y-axis: 2, 4, 6, 8, 10, 12, 14, 16, 18)

Time (Years) (x-axis: 1980, 1990, 2000, 2010, 2020, 2030)

- Voice/data
- Video surveillance
- A/V and access control
- Lighting and HVAC
- Metering, facility assets, parking
- Amenities, elevators, smoke detection, fire control

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IT/OT Convergence* of Connected Systems Creates New End-User Challenges

Multiple applications must be managed separately creating inefficiency ("swivel chair")

Inability to holistically look at all applications to drive insights and improved business outcomes
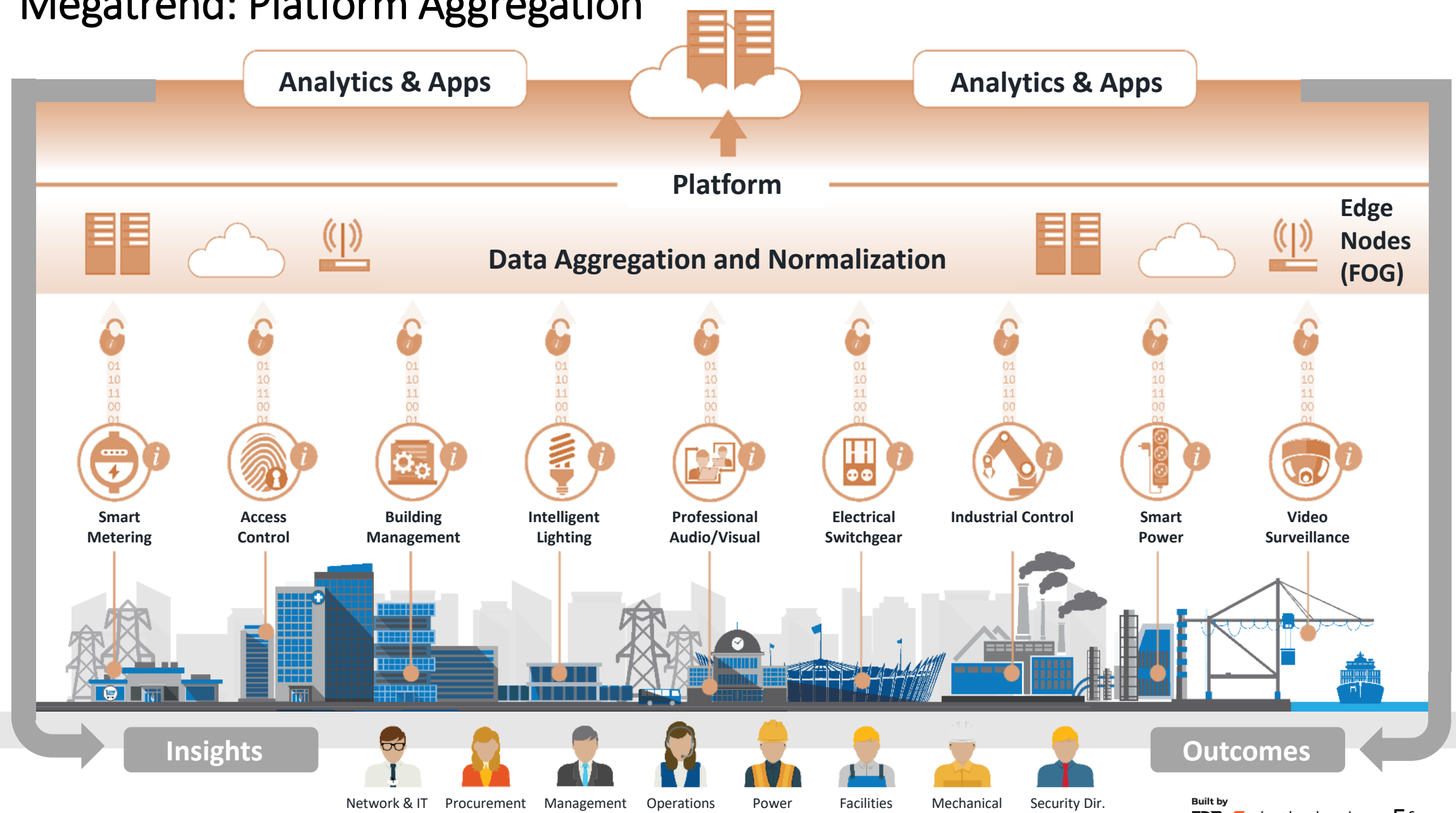
No higher-level view of analytics across subsystems

No "single source of truth" for decision makers to drive collaboration (operations, facilities, network and IT, etc.)

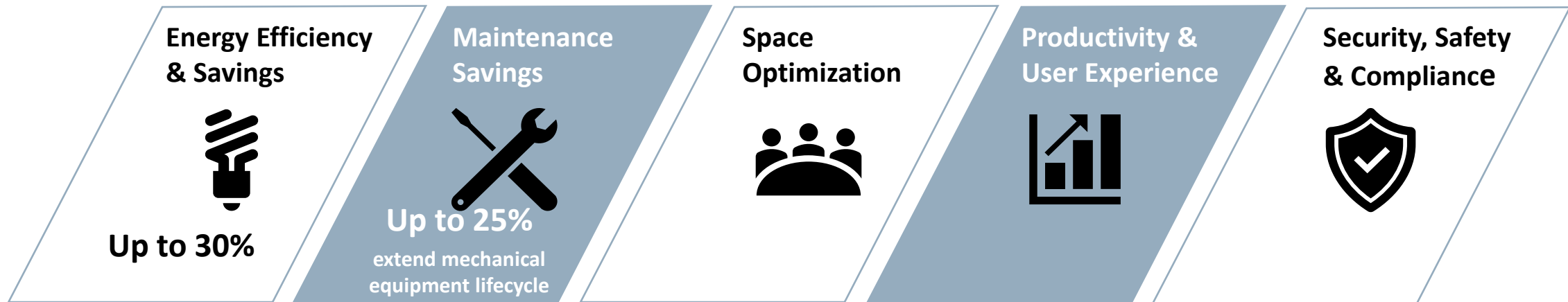More applications being added every single day across the technology stack

*SIA 2024 Security Megatrend

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Megatrend: Platform Aggregation

The Case for Smart Facilities Management
Simplify and optimize building operations

Energy Efficiency & Savings

Up to 30%

Maintenance Savings

Up to 25% extend mechanical equipment lifecycle

Space Optimization

Productivity & User Experience

Security, Safety & Compliance

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Thank you!

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