

# OpenBlue

## Johnson Controls Named a Market Leader in Smart Building IoT



Building owners and operators have their choice of providers for an Internet of Things platform to connect the vast array of building systems and devices across their properties—and a new report names Johnson Controls a leading choice.

*Green Quadrant: IoT Platforms for Smart Buildings 2022* was released in January 2022 by Verdantix, a London-based independent research and advisory firm with expertise in digital strategies for environment, health & safety, operational excellence and smart buildings. The report compares 17 platforms from the world's leading vendors, so that businesses can "understand the leading offerings in the market and the vendors that will best meet their needs."

Johnson Controls was named a leader in capabilities and momentum, based on product demonstrations, a 154-point questionnaire, and a survey of 285 real estate executives. The report includes vendor analyses and selection guidance for buyers.

### Beyond energy efficiency

Verdantix notes that the data gathered from building automation systems, HVAC units, energy meters, security systems and a vast array of sensors is increasingly used to drive key business strategies, including:

- Optimize space use and reduce real estate costs
- Decarbonize to meet sustainability goals and regulations
- Improve occupant health and well-being
- Proactively monitor and maintain assets
- Make building security nimbler and more effective

The report recommends Johnson Controls for large facilities that want comprehensive IoT platforms, businesses managing a diverse set of building assets, and organizations seeking modern, user-centric security solutions.

## Market-leading products

Verdantix highlighted Johnson Controls strengths in four areas.

**Asset monitoring and management.** Johnson Controls earned favorable notice for asset management, monitoring and control, with products that Verdantix says offer “comprehensive functionality.” The report spotlights Johnson Controls [OpenBlue Enterprise Manager](#) for its Asset Manager app, which enables building and facilities managers to track the performance and conditions of building systems. The report also points to Enterprise Manager’s HVAC [fault detection and diagnostics](#) capabilities, and the platform’s ability to use AI to predict energy consumption and demand—factoring in variables such as weather forecasts, utility pricing and calendar information.

### Balancing occupant well-being and energy efficiency.

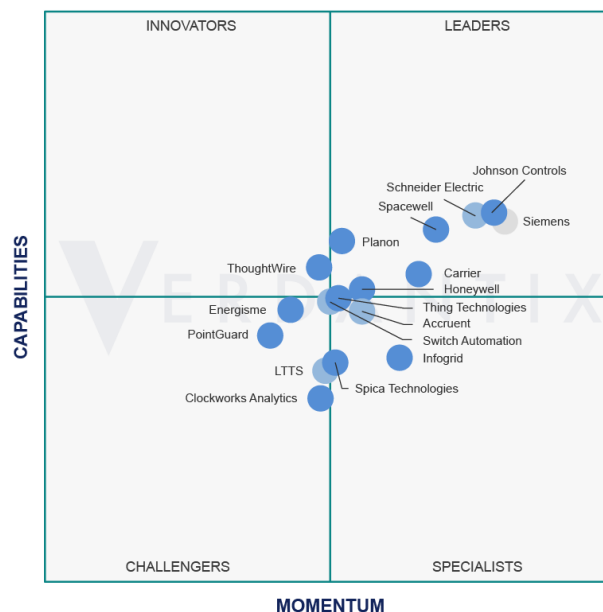
Johnson Controls also helps building managers better balance occupant well-being with energy efficiency, Verdantix says. The report highlights Enterprise Manager’s multi-recommendation tool, which scores operating decisions according to their effect on infectious disease risk, indoor air quality and energy efficiency. For example, when facility managers input an action aimed at reducing energy use, the tool predicts the impact on energy costs—but also the expected change in disease risk and air quality scores. That lets building managers “balance objectives or skew to what they believe is more important,” says the report.

**Space booking and comfort management.** Johnson Controls is noted for workplace services thanks to occupant-facing apps such as [OpenBlue Companion](#), which supports room or desk booking, streamlined building access and wayfinding as well as occupant control over light and heat settings.

**User-centric building security.** The report highlighted the breadth of Johnson Controls security offerings such as the [OpenBlue Cloudvue and Cloudvue Video Surveillance apps](#). These apps can sift through large volumes of footage and retrieve and store important moments, so that security teams can quickly access and view key incidents.



## Green Quadrant IoT Platforms For Smart Buildings 2022



Source: Green Quadrant: IoT Platforms For Smart Buildings 2022  
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## The right solution for the new landscape

Strategic objectives for buildings have been transformed by the COVID-19 pandemic and increased awareness of climate change, the report says. Businesses want technology to ensure employee well-being as they adapt to hybrid work models. Many firms are also committing to net zero initiatives. “All these use cases are propelling interest around IoT solutions,” says the report.

At the same time, Verdantix says, companies want platforms that can deliver fast return on investment. “Executives are looking for the most tangible and impactful use cases to target first ... with the success of these initial deployments supporting the business case for future, more expansive technology investments,” says the report. The Johnson Controls platform supports this approach, empowering firms to take their best next step toward IoT success.

For the full Verdantix report, visit:  
[www.johnsoncontrols.com/openblue/verdantix-green-quadrant-report](http://www.johnsoncontrols.com/openblue/verdantix-green-quadrant-report)

