

Focus remains on short-term cost, not long-term system benefit for commercial projects

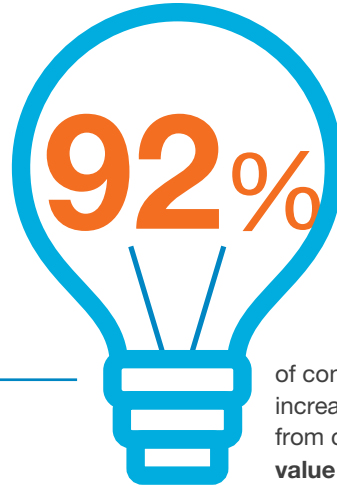
58%

of commercial electrical projects focus on **lowest capital expenditure**



92%

of consultants face increased pressure from clients to deliver **value engineered solutions**



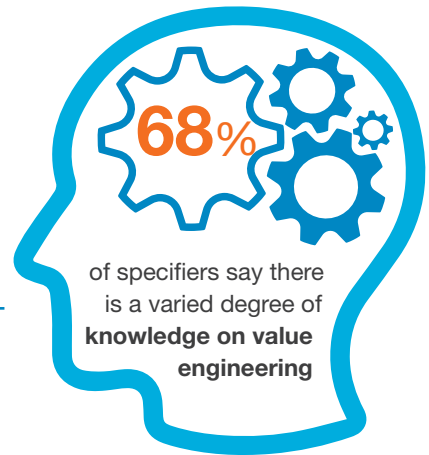
40%

of consultants say commercial clients do not understand what can be achieved with **system connectivity** and the Internet of Things



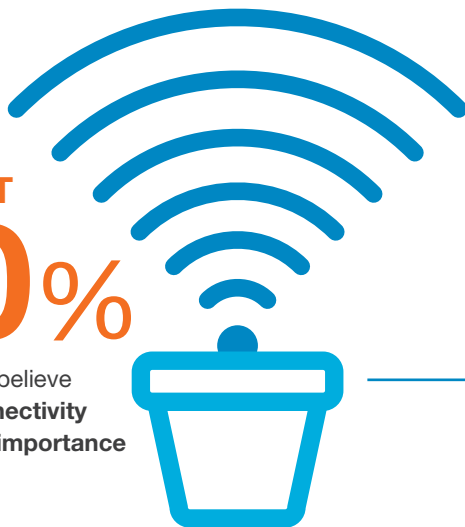
68%

of specifiers say there is a varied degree of **knowledge on value engineering**



ALMOST 80%

of specifiers believe **system connectivity** will grow in importance



54%

of consultants believe a key benefit of system connectivity is better holistic intelligence to **optimise system efficiencies and cut running costs**



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