The Commercial Real Estate Industry now sits at the intersection where policy, tech and leadership are needed in the right proportion to affect change.

NXTEK takes aim at exploring the adoption of PropTech to help create a path to innovation by focusing on how technologies can help solve operational challenges AND integration within legacy systems, help drive building performance and asset value and ultimately enhance the occupant experience.

The Second, Annual NXTEK Forum reinforces BOMA Toronto’s leadership role and commitment to providing its members and stakeholders in the CRE Industry with the educational tools and insights needed to engage and discover your place in this tech journey.

ARE YOU MANAGING THE SHIFT?
This year’s NXTEK Forum will address the Shift. Rapid advancement in building technologies that create both opportunities and challenges for building owners and managers is now the new normal. Industry leaders and innovators will take attendees on a journey through shifts in PropTech, addressing four key themes:

**NXTEK FORUM THEMES**
1. **Inspiration** – The path to innovation
2. **Aspiration** – Insights from industry leaders who have embraced innovation, both in technologies and corporate culture
3. **Innovation** – What’s around the corner?
4. **Evolution** – The pace of innovation, adoption and operationalization

**DOWNLOAD THE NXTEK APP NOW!**

**MAKE TODAY’S FORUM MORE ENGAGING!**
KEEP THE NXTEK APP OPEN AND GET READY TO ANSWER LIVE POLLING QUESTIONS

Special thanks to the on-site tech team at EventMobi for their assistance today!

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• TYPE IN THE EVENT CODE: NXTEK2019
• LAUNCH THE APP!
Thano Lambrinos  
Vice President, Smart Building Technology, Digital Innovation  
QuadReal Property Group

Thano has over 15 years experience in the construction and building technologies space, and leverages digital transformation learnings across vertical markets to drive change in commercial real estate. As Vice President of Smart Building Technology, Thano leads QuadReal’s Digital Innovation team and is focused on the overall digital strategy in new real estate developments, and within existing built environments - supporting QR’s digital aspirations across all asset classes, both domestically and internationally. His goal is to identify and implement technologies that drive key business outcomes, bringing significant value to the assets that QR manages.

Prior to QuadReal, Thano was a key leader responsible for the development of the Digital Services group at a large multi-national construction organization, serving the healthcare, data centre, energy, and commercial real estate markets.

Casey Witkowicz,  
President & CEO, RYCOM Corporation

Casey Witkowicz is the Founder, President & CEO of RYCOM Corporation. A true leader and innovator, Casey has been at the forefront of transformative technology solutions for companies across North America for over 30 years. With a relentlessly entrepreneurial spirit and industry-leading capabilities, Casey doesn’t stop at “good enough” – he looks to push the bar higher in everything he does. As RYCOM’s fearless leader and the former Vice-President of Motorola and AT&T, who has held top engineering and marketing posts at AT&T, Allstream and Unitel, there’s no doubt Casey is wired for results.
NXTEK FORUM AGENDA

MORNING

7:00 – 8:00  Registration & Wellness Breakfast

8:00 – 8:10  Welcome & Opening Remarks: NXTEK Co-Chairs Thano Lambrinos & Casey Witkowicz

8:10 – 8:45  Keynote: Making magic: changing business models to meet market demands
Rosemary Feenan, Head of Global Research, Quadreal Property Group

Rosemary will explore how key influences on the markets are evolving, at some aspirational solutions to today’s urban challenges and the type of innovation the future customer will be demanding.

8:45 – 9:30  Panel: Reach for the Stars, The Innovation Process
Moderator: Jennifer Sicilia, Vice President & GM, RYCOM
Panelists:
Marlene Farias, SVP, Central Region, Triovest Realty Advisors Inc.
Anushka Grant, VP, Innovation and Sustainability, RioCan REIT
Mike Murray, President, Central Canada, GDI Integrated Facility Services
Joe Brown, Director, Building technologies, KingSett Capital

Reach for the stars! The innovation process has more to do with an organization’s long-term vision, culture, willingness to fail and prevail, backed by commitment and resources. Innovation is not just a function of hardware and resources alone. It is a transformational process that takes time, and it is achievable by any organization that truly wants it.

9:30 – 9:45  BREAK

9:45 – 10:30  Panel: One-on-One Discussion with CRE Industry Leaders
Moderator: Michael Brooks, CEO, REALPAC
Panelists:
Stéphan Déry, Assistant Deputy Minister, Real Property Services, Public Services & Procurement Canada
Brian Rosen, COO, Colliers International
Dean Hopkins, COO, Oxford Properties Group

It takes deep knowledge, long-term vision and incredible foresight to manage risks and lead large organizations through change and growth. These leaders of the Commercial Real Estate industry are constantly pushing the envelopes of innovation and organizational culture to bring greater value to their stakeholders and investors, and above all, creating an exceptional occupant experience.

10:30 – 11:15  Panel: What’s Around the Corner?
Moderator: Subhi Alsayed, Startup Advisor and Venture Acceleration Expert
Panelists:
Bill MacGowan, Director – Smart Connected Real Estate, Cisco
Rick Huijbregts, VP, Strategy and Innovation, George Brown College
Samer Geissah, Director, Technology Strategy, TELUS

Autonomous vehicles, buildings, cities and supporting services utilities, transportation, health & safety. With everything interconnected, we are converging most things through data, computing, AI, ML, and connectivity. This hybrid functionality opens a world of new possibilities. This panel will discuss predictions for the future.

11:15 – 11:45  TEK Blitz Part 1: Moderator: Bala Gnanam
Tek firms showcase their technologies in a rapid presentation format to capture your imagination
NXTEK FORUM AGENDA

AFTERNOON

11:45 – 12:15       LUNCH

12:15 – 12:45       TEK Blitz Part 2: Moderator: Bala Gnanam
Tek firms showcase their technologies in a rapid presentation format to capture your imagination

12:45 – 1:30        Keynote: A Roadmap for Smart Technology Adoption in Existing Buildings
Jennifer McArthur, Associate Professor – Department of Architectural Science, Ryerson University
A Roadmap for Smart Technology Adoption in Existing Buildings. “Smart Buildings” is a broadly interpreted term and often misunderstood, however, there is a consensus that a smart building is one where available data is leveraged to optimize performance. A consortium has been established to develop a coherent and comprehensive strategy to guide and support widespread Smart Building Adoption across Ontario. Jennifer will provide insights into the road map for Smart Technology Adoption in existing buildings.

1:30 – 1:45         BREAK

1:45 – 2:30         Panel: Pace of Innovation and Adoption of Smart Technologies
Moderator: Lachlan MacQuarrie, Head of Platform Services, Oxford Properties Group
Panelists:
Siri Agrell, Executive Director, OneEleven 111
Jake Cassaday, Relay Ventures
Accelerators play an important role in the evolution of intelligent buildings. If start-ups are the seeds of innovation, then accelerators are the safe greenhouses where innovation germinates and takes root. Buildings are the fertile grounds to which ideas and technologies are transplanted and where innovation flourishes and continues to add value. For ideas and technologies to survive, accelerators must understand the needs of landlords and must add value.

2:30 – 3:15         Keynote: Parallels of the digital transformation between the Financial Industry
Robert Park, CTO, IEX, Digital Transformation Expert, NY Times best seller, “Flash Boys” is based on Rob’s tech journey
Rob Oversees the full spectrum of IEX’s technology functions, from development, user experience to technology operations and is also responsible for exploring opportunities for the adaptation of the IEX technology stack to deliver value in adjacent industries like Commercial Real Estate.

Rob was instrumental in the transformation of the financial markets, a fascinating story, and subject of NY Times best-seller, “Flash Boys.” Through his personal experience, Rob will discuss the parallels that can be drawn from the day-to-day world we live in, the transformational challenges that he faced when building IEX and how lessons learned can be directly applied to the Commercial Real Estate Industry.

3:15 – 3:30         CLOSING REMARKS & SURVEY
Rosemary Feenan, Head of Global Research, Quadreal Property Group

Rosemary Feenan joined QuadReal as Executive Vice President, Global Research in May 2018. She focuses on strategic research and analysis in support of QuadReal’s international investment objectives. Her particular interest is in city competitiveness in the digital world and real estate’s role in delivering performance through productivity, while promoting health and well being.

She was formerly Director of Global Research Programmes at JLL, concentrating on urbanisation and smart cities and the impact of technological advances on real estate. Rosemary is also a Trustee of ULI and is a member of the World Economic Forum’s Regional Futures Council. She has also served on several international advisory councils regarding urban and real estate futures.

Rosemary holds a Master’s in Environmental Planning from Nottingham University UK.

Jennifer Sicilia, Vice President & GM, RYCOM

Jennifer Sicilia is the Vice President and General Manager of RYCOM Corporation. Building on over 20 years of experience, Jennifer works with property owners and managers across Canada to drive business results through innovative smart building solutions so they can rest easy knowing their building’s technology infrastructure is in good hands. Jennifer is a true partner to our clients – working closely with them from initial strategy to ongoing optimization to ensure their strategy, technologies and systems are all aligned to drive ROI and help achieve their short- and long-term business goals. Jennifer is proud to be a part of a hardworking and dynamic team that is equally motivated by helping clients succeed.

Marlene Farias, Senior Vice President, Property Management, Central Region, Advisors

Marlene Farias joined Triovest in 2002. She has over 25 years of senior building operations and property management experience and is responsible for overseeing the day-to-day operations of approximately 10 million square feet of industrial and commercial real estate in the Greater Toronto Area.
Anushka Grant, VP, Innovation and Sustainability, RioCan REIT

Anushka Grant is the Vice President of Innovation and Sustainability at RioCan. She joined RioCan in 2015 as the Assistant Vice President of Sustainability and Strategic Initiatives. In her current role, Anushka is responsible for the Sustainability program, overseeing Ancillary Revenue and creating and advancing the new Innovation mandate within the company. Prior to joining RioCan, she worked at Deloitte as a Management Consultant for fourteen years within the Corporate Strategy Group and in her last year in Human Capital. Anushka holds a Masters in Business Administration from the Richard Ivey School of Business at Western University and a Bachelor of Arts from the University of Waterloo.

Mike Murray, President, Central Canada, GDI Integrated Facility Services

Mr. Murray joined GDI in July 2018 as Senior Vice President, Central Canada, was appointed Executive Vice President, Central Canada Region on December 1st, 2018 and then President, GDI Central Region in April 2019. Mr. Murray is a key member of the senior management team based out of the Toronto office. As President, Mr. Murray has an overall responsibility for all elements of operations, employee development and financial growth. Mr. Murray joined GDI with more than 20 years’ experience within the service and facility industry. Most recently, he was responsible for contract management with Healthcare Services Group and Compass Group Canada. Mike’s drive for customer service, balanced with company objectives has led to a successful

Joe Brown, Director, Building technologies, KingSett Capital

Founded in 2002, KingSett has raised $11 billion of equity for its Growth, Income, Urban and Mortgage strategies. Currently, KingSett owns interests in a $13.7 billion portfolio of assets. Joe is responsible for enhancing technology, innovation, resiliency and sustainability, driving value across KingSett’s real estate portfolio. He began his career consulting on energy projects and building commissioning and has spent the last 10 years in building technology and operations through various roles. Joe holds a Bachelors of Applied Science in Mechanical Engineering from the University of Waterloo.

Michael Brooks, CEO, REALPAC

The CEO of REALPAC, the senior Canadian trade association for large public and institutional investment real estate companies, Michael is also an Adjunct Professor at the Ted Rogers School of Management, Ryerson University, and a former commercial real estate lawyer (Aird & Berlis LLP). He is a special advisor to the United Nations Environment Program Finance Initiative (Property Working Group), a former member of the Global Reporting Initiative’s Construction and Real Estate Sector Supplement team, and a former Director and Treasurer of the Canada Green Building Council. REALPAC was the first to publish a green lease in North America, brought the first Corporate Social Responsibility standards to Canadian real estate companies, and developed numerous industry guidance publications on sustainability and energy and carbon management. Michael is the author of “Canadian Commercial Real Estate: Theory, Practice, Strategy”, the first national textbook of its kind in Canada.
Stéphan Déry, Assistant Deputy Minister, Real Property Services, Public Services & Procurement Canada

As ADM for Real Property Services (RPS), Public Services and Procurement Canada (PSPC), Stephan Déry leads an organization of over 3800 experienced employees that provide real property services and office accommodation to over 260,000 federal public servants who deliver programs to Canadians through some 100 client departments and agencies. RPS manages one of the largest office portfolios (7 million m2) in Canada with program expenditures, including leases, in excess of $3.7B and real property services in excess of $2B annually. It does this through experienced professionals in six regional offices effectively leveraging the private sector to service more than 1554 locations across the country.

Stéphan brought his private sector entrepreneurial skills to the federal public sector applying them to various dynamic roles involving the development, negotiation and execution of major government programs related to real property, acquisitions, corporate administration and recently linguistic services. In each of these roles, he developed and implemented effective strategies that helped transform each of the organizations that he led. The success of these initiatives is largely due to his strategic thinking and his ability to bring together people from all levels, with diverse goals to collaborate on common initiatives and achieve results. His achievements in many of these initiatives earned him several awards of excellence.

Brian Rosen, COO, Colliers International

As Chief Operating Officer of the Canadian Business, Brian is responsible for developing and implementing strategies to strengthen Colliers’ position as a leading Canadian real Estate Services firm. Brian is responsible for business development in addition to the day-to-day operations of the Canadian business and the long-term strategic planning process.

Brian most recently served as SVP and General Manager for Iron Mountain Canada, responsible for Sales and Operations nationally. Previously, he started Iron Mountain’s Global Innovation team and throughout his decade plus at Iron Mountain, he successfully accelerated growth in mature businesses, created new teams and management processes, and sold numerous technology solutions including Enterprise Content Management, AI/ML, and Blockchain platforms. Prior to Iron Mountain, he worked in Corporate Strategy and as a Management Consultant. Brian has had extensive experience in both US & Canada, has an MBA from Harvard Business School and studied Molecular Biology at Princeton University.

Dean Hopkins, COO, Oxford Properties Group

Dean Hopkins draws on over 25 years of experience as an entrepreneur, public company CEO, change agent, and thought leader to organizations seeking to leverage technology to achieve their global ambitions. Prior to Oxford, he was the CEO of OneEleven, supporting entrepreneurial technology companies through periods of substantial growth. He spent more than a decade advising Thomson Reuters on global transformation, and he was the CEO & Co-founder of Cyberplex, an early pioneer in InternetStrategies, for 10+ years where he grew the organization from a startup to a successful public company with close to $1B in market capitalization. Dean began his career as a Business Analyst at McKinsey & Company. Dean holds a BASc in Systems Design Engineering from the University of Waterloo and sits as a Board Member at Rugby Ontario.
Subhi Alsayed, Start up Advisor and Venture Acceleration Expert
An accomplished award winner senior executive and advisor in real estate innovation who is passionate about the intersection of real estate, tech, sustainability, and social impact.

He spearheaded the development of the largest utility scale geothermal community in North America, and is a co-founder of netZED, the first branded net zero energy dwelling concept in a residential high-rise development. In his most recent roles as the Vice President of Sustainable Development at Mattamy Homes and prior to that as the Head of Innovation at Tridel, Subhi was responsible for developing innovation concepts through strategic partnerships with CleanTech and PropTech industry leaders.
In addition, Subhi serves as an advisor to several venture capital funds, non-profits and municipal and government boards and steering committees.

Subhi holds an MBA from Ivey Business School, is a licensed Professional Engineer, LEED Accredited Professional and a Certified Energy Manager and cost recently a Clean50 Honouree.

Bill MacGowan, Director – Smart Connected Real Estate, Cisco
William MacGowan is the Director, Digital Buildings for Cisco’s Industry Transformation Division in Canada. William has extensive experience within the AEC (Architects Engineers Constructors) Space and is intimate in the design, implementation and integration of IOT (Internet of Things) building systems. William has been intimately involved with the progress of open data communication standards and converged Facility + IT (4th Utility) Networks. William has deep knowledge in the areas of Use Case Development, Space Utilization and the Delivery of High Performance Building Value. William is an honors graduate of the Queens University Electrical Engineering Program and is a Certified Energy Manager (CEM) with the American Energy Engineers (AEE) Association. William resides in Toronto, Ontario, Canada.

Dr. Rick Huijbregts, Vice-President, Strategy & Innovation
As Vice-President, Strategy & Innovation, Dr. Rick Huijbregts oversees strategic planning and partnership development to ensure George Brown College remains well positioned to evolve and adapt for the digital and rapidly changing future. He strives to advance community and industry innovation while providing students with relevant and hands-on learning opportunities through applied research and entrepreneurship.

Rick holds a Doctorate from Harvard University Graduate School of Design, a Master’s of Science from Delft University, and a Bachelor’s degree in Construction Management from the Tilburg Polytechnics College in the Netherlands.
Samer Geissah, Director, Technology Strategy, TELUS

As a member of TELUS’s CTO office and as Director, Technology Strategy, IoT and Emerging Technologies, Samer is leading a team of Principle Technology Architects and Business Development leaders to define the strategy, business model and technology options of TELUS’s technology road map.

Previously Samer was the Vice President of Innovation at du. Samer was responsible for all new product and service initiatives including new business products and services, digital partnerships, du video strategy du digital channels as well as entertainment and lifestyle products. With over 26 years of experience in the IT and telecommunications world, he was a telecom developer his early career in Vancouver and in Munich, as the Director of Technical Sales for Siemens, eventually becoming Director of Technical Sales in Dubai.

Samer holds a Stanford LEAD: Corporate Innovation Certificate from Stanford University Graduate School of Business, a Bachelor’s of Science in Computer Engineering and a Bachelor’s of Science in Computer Science from North Carolina State University.

Jennifer McArthur, Associate Professor – Department of Architectural Science, Ryerson University

Jenn McArthur is an Associate Professor in the Department of Architectural Science at Ryerson University. She leverages her pre-academic experience as a mechanical design engineer and project manager to improve the holistic performance of the built environment. She is the PI for Ryerson’s Smart Campus Integration and Testing Lab and her research program centers on the development of Smart and Continuous Commissioning applications, a BIM and machine-learning integrated Smart Campus Integration platform, and the development of best practices for workplace design integrating both energy/environmental and health/wellness/productivity considerations. Jenn’s current and recent projects include developing surrogate models for commercial buildings, machine learning classification and prediction of boiler faults, developing a Roadmap-to-2030 strategy for the Toronto2030 district, online model predictive control systems, and developing a cloud-hosted BIM-integrated facility management platform. She is also the project lead for the Making Ontario’s Building Smart initiative, currently under funding review.

Lachlan MacQuarrie, Head of Platform Services

Lachlan MacQuarrie has 20+ years of real estate experience, broadly focused in operations, investments, development and asset management. Lachlan leads the Platform Services function across Oxford Properties globally - focusing on the delivery of best in class efficiency, expertise and governance across all asset classes within Oxford, along functional areas that impact energy, sustainability, emergency and security management, technical operations / preventive maintenance and SMART buildings, national procurement, customer service and Oxford’s leading customer service platform, 310-Maxx. Prior to working at Oxford, Lachlan was the VP Asset Management at a private real estate fund, and has also worked in acquisitions at a private US focused fund. Currently Lachlan sits on the Board of Yorktown Family Services and on the board of GBCI Canada, a joint venture between GBCI and CaGBC focused on certification of green buildings. Lachlan is married to a commercial litigator and has two daughters aged 12 and 14.
Jake Cassaday, Relay Ventures
Jake is a Partner at Relay Ventures where he focuses on investments in PropTech and SportsTech. Jake’s background in product management and marketing provides a strong understanding of rapid product development and go-to market strategy. He supports deal sourcing, due diligence, and portfolio management at Relay.
Jake holds an MBA from the University of Toronto, Rotman School of Management and a BA from McGill University. Jake is based in Toronto.

Siri Agrell, Executive Director, One Eleven
Siri Agrell is the Executive Director of One Eleven, a community of high performing Toronto technology scaleups. She worked previously as Director of Strategic Initiatives to Toronto Mayor John Tory, overseeing his modernization agenda and leading projects including the King Street Pilot project, the Bloor Street bikelane data measurement and the recreation registration overhaul as well files including federal intergovernmental affairs, the refugee influx and Toronto Strong. Siri was Deputy Director of Communications to Premier Kathleen Wynne, overseeing speechwriting, digital communications, strategic positioning and helping pen the remarks that are widely credited with helping her win the Liberal leadership. Siri began her career as a journalist, and worked for the Toronto Star, Ottawa Citizen, National Post and Globe and Mail, where she was the Urban Affairs reporter. She is a published author, sought after public speaker and advisory board member to TechTO, CIX and the Walrus Foundation.

Robert Park, CTO, IEX
As CTO of IEX, Rob oversees the full spectrum of the company’s technology functions, from development, to user experience, to technology operations. In addition to his core responsibilities for the Exchange, Rob is responsible for exploring opportunities for the adaptation of the IEX technology stack to deliver value in adjacent industries such as gaming, transportation, telecommunications, defense, and commercial real estate.

Before co-founding IEX, Rob was the Head of Global Algorithmic Trading for RBC Capital Markets, where his team was instrumental in the creation of client-facing algorithms and smart order routing strategies. Prior to working at RBC, Rob co-founded Quantera Financial Corp., a proprietary high frequency trading firm that specialized in statistical and machine learning algorithms.

THANK YOU TO THE SMART COMMITTEE
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