

ARTICLE

DUCKER  CARLISLE

Ducker Carlisle Insights from AHR Expo





Ducker Carlisle participated at the AHR Expo in Orlando last week, the leading HVACR show in North America. Unsurprisingly, energy efficiency, electrification, and AI were key topics, as the HVACR industry is a critical player in helping realize the clean, energy efficient future towards which all are driving.



We identified some key takeaways:

01

It is increasingly difficult to evaluate HVACR solutions in isolation from broader ecosystems:

Obviously, the trend continues of HVACR solutions being further integrated into building management systems with a focus on occupant comfort and energy efficiency. Some forward-thinking sessions discussed the opportunity for integrating HVAC sensors into lighting solutions, which ties to topic #2 following

02

Data is currency, and sensors are the golden goose as AI penetration increases:

Any building management system, with burgeoning AI capabilities, requires extensive data to inform models. The value of AI solutions stems from their ability to analyze and respond to very large amounts of data. Thus, sensors and sensing technology are critical to provide HVACR and building management AI solutions with the amount of accurate data needed to function as designed. Think of sensors and sensing technologies as a dollar-printing press or a goose laying golden eggs for AI solutions.



03

Leading companies are still early in the journey to leverage AI capabilities:

Visiting exhibits of various leading manufacturers providing building energy management solutions, AI solutions are being leveraged to help sort data, develop insights, and act as an assistant to humans in taking corrective action across 1 or many building assets. A next step will be for AI to support or drive corrective actions and overall optimization of processes and systems.

Notably, **Ducker Carlisle's Sparkwise AI Consulting Services** can help HVACR solutions providers advance their AI capabilities and harness the power of quickly advancing capabilities in this space:

[SparkWise Data & AI Solutions | Ducker Carlisle](#).

04

Aging HVACR tech pool is creating a skills gap:

Experienced techs are retiring without adequate replacements; manufacturers are looking to incorporate more technology and automation into HVACR systems as a way to streamline installs/diagnostics to accommodate less experienced techs and reduce labor required. As mentioned above, this creates more opportunities to strategically leverage AI.

05

Electrification is a primary focus:

The future of HVACR solutions must account for ongoing electrification, whether this is more electrified solutions (e.g., heat pumps), or contributing to better energy efficiency and carbon reduction. At times, I wasn't sure if I was at an HVACR event or an Electrical Industry event! This shows that the desired future vision requires companies serving all building systems to collaborate to realize optimal outcomes.



Authored by:



Kevin Sarb

MANAGING DIRECTOR | COMMERCIAL

ksarb@duckercarlisle.com

Kevin is a Managing Director at Ducker Carlisle, leading the Industrials Practice. He has nearly 20 years of management consulting experience and has led a multitude of engagements focused on profitable revenue growth across several industrial sectors, including chemicals, climate technologies, electrical products and services, manufacturing equipment, materials processing, security solutions, and water management. Clients value Kevin's capabilities devising market- and customer-backed growth strategies and building leading commercial capabilities to maximize profitable growth and market share gains. Kevin holds a B.S. in Medical Science and History from the University of Notre Dame, an M.A. in Applied Economics from the University of Michigan, and an MBA from the University of Chicago Booth School of Business. Kevin is an active member of the Association for Corporate Growth (ACG).

DUCKER  CARLISLE

GLOBAL CONSULTING, STRATEGY AND M&A SERVICES

CONTACT US 