

BACnet International Survey

BACnet International Survey

Since its formation in 2000, BACnet International (then known as the BACnet Manufacturers Association) has sought to answer the questions: What is BACnet's market share? Where is BACnet being used? What are the trends in BACnet deployment? And so on. These questions are frequently posed to all BACnet frontline volunteers but, without solid data, are impossible to answer.

To get the answers, two previous surveys were conducted, one in 2001, the other in 2003. The present survey is intended to be the first of a series of annual surveys related to BACnet's position in the world market. The survey is being sent to all members of BI as well as to other known BACnet manufacturers around the world.

The accuracy of this survey's results is critical to the credibility of BACnet. Please ensure that information provided is reliable, accurate and not opinion or speculation. This is vital.

To ensure anonymity, this survey will be processed by BACnet International's staff and only the filtered compiled results will be shared.

Thank you for participating in this important effort!

1. Are you answering this survey for:

Region smaller than a country

Single country

Region larger than a country

A continent

Your entire company

Other (please specify)

BACnet International Survey

Total BACnet Devices

What was the number of devices sold by your company in the following categories?

(Numeric answers. If your answer is zero, please input 0.)

1. 2007

BACnet Web Services	<input type="text"/>
B-BC	<input type="text"/>
B-AAC	<input type="text"/>
B-ASC	<input type="text"/>
B-SS	<input type="text"/>
B-SA	<input type="text"/>
B-OWS	<input type="text"/>
Router	<input type="text"/>
Gateway	<input type="text"/>

2. Before 2007 (cumulative number)

BACnet Web Services	<input type="text"/>
B-BC	<input type="text"/>
B-AAC	<input type="text"/>
B-ASC	<input type="text"/>
B-SS	<input type="text"/>
B-SA	<input type="text"/>
B-OWS	<input type="text"/>
Router	<input type="text"/>
Gateway	<input type="text"/>

BACnet International Survey

Communication 1 of 2

Excluding stand-alone routers and gateways, some BACnet devices support a single LAN technology, some support a choice of one-of-N LAN technologies in use at any one time, and some controller/router devices support two or more (multiple) simultaneous LAN technologies.

In each of those three categories, how many BACnet devices were sold by your company in 2007 that included the following LAN technologies?

For devices that support one-of-N or multiple LAN technologies count one device per LAN type.

(Numeric answers. If your answer is zero, please input 0.)

1. BACnet over Single LAN

Ethernet 8802-3	<input type="text"/>
BACnet/IP	<input type="text"/>
MS/TP	<input type="text"/>
ARCNET	<input type="text"/>
PTP	<input type="text"/>
LonTalk Foreign Frames	<input type="text"/>

2. BACnet over One-of-N

Ethernet 8802-3	<input type="text"/>
BACnet/IP	<input type="text"/>
MS/TP	<input type="text"/>
ARCNET	<input type="text"/>
PTP	<input type="text"/>
LonTalk Foreign Frames	<input type="text"/>

3. BACnet over Multiple LANs

Ethernet 8802-3	<input type="text"/>
BACnet/IP	<input type="text"/>
MS/TP	<input type="text"/>
ARCNET	<input type="text"/>
PTP	<input type="text"/>
LonTalk Foreign Frames	<input type="text"/>

BACnet International Survey

Communication 2 of 2

Excluding stand-alone routers and gateways, in each of those three categories, how many BACnet devices were sold by your company prior to 2007 that included the following LAN technologies?

For devices that support one-of-N or multiple LAN technologies count one device per LAN type.

(Numeric answers. If your answer is zero, please input 0.)

1. BACnet over Single LAN

Ethernet 8802-3	<input type="text"/>
BACnet/IP	<input type="text"/>
MS/TP	<input type="text"/>
ARCNET	<input type="text"/>
PTP	<input type="text"/>
LonTalk Foreign Frames	<input type="text"/>

2. BACnet over One-of-N

Ethernet 8802-3	<input type="text"/>
BACnet/IP	<input type="text"/>
MS/TP	<input type="text"/>
ARCNET	<input type="text"/>
PTP	<input type="text"/>
LonTalk Foreign Frames	<input type="text"/>

3. BACnet over Multiple LANs

Ethernet 8802-3	<input type="text"/>
BACnet/IP	<input type="text"/>
MS/TP	<input type="text"/>
ARCNET	<input type="text"/>
PTP	<input type="text"/>
LonTalk Foreign Frames	<input type="text"/>

BACnet International Survey

Application Areas

How many BACnet devices did your company sell in the following application areas?

(Numeric answers. If your answer is zero, please input 0.)

1. 2007

HVAC	<input type="text"/>
Lighting	<input type="text"/>
Physical Access Control	<input type="text"/>
Security	<input type="text"/>
Fire Detection/Smoke Control	<input type="text"/>
Vertical Transport	<input type="text"/>
Other	<input type="text"/>

2. Before 2007

HVAC	<input type="text"/>
Lighting	<input type="text"/>
Physical Access Control	<input type="text"/>
Security	<input type="text"/>
Fire Detection/Smoke Control	<input type="text"/>
Vertical Transport	<input type="text"/>
Other	<input type="text"/>

Embedded Controls

1. How many BACnet devices did your company sell embedded with (shipped with) the mechanical equipment it controls?

(As opposed to added later by a controls vendor)

(Numeric answers. If your answer is zero, please input 0.)

2007

Before 2007

BACnet International Survey

BACnet Projects

1. What is the total number of BACnet projects your company sold BACnet products to?

(Numeric answers. If your answer is zero, please input 0.)

2007

Before 2007

2. What was the total number of projects your company was involved in that were known to be multi-vendor (multiple BACnet vendors) integration?

(Numeric answers. If your answer is zero, please input 0.)

2007

Before 2007

3. Many manufacturers do not know exactly how their products are integrated by other parties.

Please indicate your confidence in the answers on this page so that BACnet International can appropriately weight these two responses.

	High confidence	Medium confidence	Low confidence
Question 1 (this page)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Question 2 (this page)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

BACnet International Survey

Global Reach

What was the total number of BACnet projects your company was involved in on the following continents?

(Numeric answers. If your answer is zero, please input 0.)

1. 2007

Africa	<input type="text"/>
Antarctica	<input type="text"/>
Asia	<input type="text"/>
Australia\Oceania	<input type="text"/>
Europe	<input type="text"/>
North America	<input type="text"/>
South America	<input type="text"/>

2. Before 2007

Africa	<input type="text"/>
Antarctica	<input type="text"/>
Asia	<input type="text"/>
Australia\Oceania	<input type="text"/>
Europe	<input type="text"/>
North America	<input type="text"/>
South America	<input type="text"/>

1. In what countries has your company participated in BACnet projects?

AFRI CA

- | | | |
|---|--|--|
| <input type="checkbox"/> Algeria | <input type="checkbox"/> Gabon | <input type="checkbox"/> Niger |
| <input type="checkbox"/> Angola | <input type="checkbox"/> Gambia | <input type="checkbox"/> Nigeria |
| <input type="checkbox"/> Benin | <input type="checkbox"/> Ghana | <input type="checkbox"/> Rwanda |
| <input type="checkbox"/> Botswana | <input type="checkbox"/> Guinea | <input type="checkbox"/> Sao Tome and Principe |
| <input type="checkbox"/> Burkina | <input type="checkbox"/> Guinea-Bissau | <input type="checkbox"/> Senegal |
| <input type="checkbox"/> Burundi | <input type="checkbox"/> Ivory Coast | <input type="checkbox"/> Seychelles |
| <input type="checkbox"/> Cameroon | <input type="checkbox"/> Kenya | <input type="checkbox"/> Sierra Leone |
| <input type="checkbox"/> Cape Verde | <input type="checkbox"/> Lesotho | <input type="checkbox"/> Somalia |
| <input type="checkbox"/> Central African Republic | <input type="checkbox"/> Liberia | <input type="checkbox"/> South Africa |
| <input type="checkbox"/> Chad | <input type="checkbox"/> Libya | <input type="checkbox"/> Sudan |
| <input type="checkbox"/> Comoros | <input type="checkbox"/> Madagascar | <input type="checkbox"/> Swaziland |
| <input type="checkbox"/> Congo (Republic of the Congo) | <input type="checkbox"/> Malawi | <input type="checkbox"/> Tanzania |
| <input type="checkbox"/> Democratic Republic of the Congo | <input type="checkbox"/> Mali | <input type="checkbox"/> Togo |
| <input type="checkbox"/> Djibouti | <input type="checkbox"/> Mauritania | <input type="checkbox"/> Tunisia |
| <input type="checkbox"/> Egypt | <input type="checkbox"/> Mauritius | <input type="checkbox"/> Uganda |
| <input type="checkbox"/> Equatorial Guinea | <input type="checkbox"/> Morocco | <input type="checkbox"/> Zambia |
| <input type="checkbox"/> Eritrea | <input type="checkbox"/> Mozambique | <input type="checkbox"/> Zimbabwe |
| <input type="checkbox"/> Ethiopia | <input type="checkbox"/> Namibia | |

1. In what countries has your company participated in BACnet projects?

AFRICA

- | | | |
|--|--|---|
| <input type="checkbox"/> Afghanistan | <input type="checkbox"/> Jordan | <input type="checkbox"/> Qatar |
| <input type="checkbox"/> Bahrain | <input type="checkbox"/> Kazakhstan | <input type="checkbox"/> Russian Federation |
| <input type="checkbox"/> Bangladesh | <input type="checkbox"/> Korea (north) | <input type="checkbox"/> Saudi Arabia |
| <input type="checkbox"/> Bhutan | <input type="checkbox"/> Korea (south) | <input type="checkbox"/> Singapore |
| <input type="checkbox"/> Brunei | <input type="checkbox"/> Kuwait | <input type="checkbox"/> Sri Lanka |
| <input type="checkbox"/> Burma (Myanmar) | <input type="checkbox"/> Kyrgyzstan | <input type="checkbox"/> Syria |
| <input type="checkbox"/> Cambodia | <input type="checkbox"/> Laos | <input type="checkbox"/> Tajikistan |
| <input type="checkbox"/> China | <input type="checkbox"/> Lebanon | <input type="checkbox"/> Thailand |
| <input type="checkbox"/> East Timor | <input type="checkbox"/> Malaysia | <input type="checkbox"/> Turkey |
| <input type="checkbox"/> India | <input type="checkbox"/> Maldives | <input type="checkbox"/> Turkmenistan |
| <input type="checkbox"/> Indonesia | <input type="checkbox"/> Mongolia | <input type="checkbox"/> United Arab Emirates |
| <input type="checkbox"/> Iran | <input type="checkbox"/> Nepal | <input type="checkbox"/> Uzbekistan |
| <input type="checkbox"/> Iraq | <input type="checkbox"/> Oman | <input type="checkbox"/> Vietnam |
| <input type="checkbox"/> Israel | <input type="checkbox"/> Pakistan | <input type="checkbox"/> Yemen |
| <input type="checkbox"/> Japan | <input type="checkbox"/> Philippines | |

1. In what countries has your company participated in BACnet projects?

EUROPE

- | | | |
|---|--|---|
| <input type="checkbox"/> Albania | <input type="checkbox"/> Georgia | <input type="checkbox"/> Netherlands |
| <input type="checkbox"/> Andorra | <input type="checkbox"/> Germany | <input type="checkbox"/> Norway |
| <input type="checkbox"/> Armenia | <input type="checkbox"/> Greece | <input type="checkbox"/> Poland |
| <input type="checkbox"/> Austria | <input type="checkbox"/> Hungary | <input type="checkbox"/> Portugal |
| <input type="checkbox"/> Azerbaijan | <input type="checkbox"/> Iceland | <input type="checkbox"/> Romania |
| <input type="checkbox"/> Belarus | <input type="checkbox"/> Ireland | <input type="checkbox"/> San Marino |
| <input type="checkbox"/> Belgium | <input type="checkbox"/> Italy | <input type="checkbox"/> Serbia |
| <input type="checkbox"/> Bosnia and Herzegovina | <input type="checkbox"/> Latvia | <input type="checkbox"/> Slovakia |
| <input type="checkbox"/> Bulgaria | <input type="checkbox"/> Liechtenstein | <input type="checkbox"/> Slovenia |
| <input type="checkbox"/> Croatia | <input type="checkbox"/> Lithuania | <input type="checkbox"/> Spain |
| <input type="checkbox"/> Cyprus | <input type="checkbox"/> Luxembourg | <input type="checkbox"/> Sweden |
| <input type="checkbox"/> Czech Republic | <input type="checkbox"/> Macedonia | <input type="checkbox"/> Switzerland |
| <input type="checkbox"/> Denmark | <input type="checkbox"/> Malta | <input type="checkbox"/> Ukraine |
| <input type="checkbox"/> Estonia | <input type="checkbox"/> Moldova | <input type="checkbox"/> United Kingdom |
| <input type="checkbox"/> Finland | <input type="checkbox"/> Monaco | <input type="checkbox"/> Vatican City |
| <input type="checkbox"/> France | <input type="checkbox"/> Montenegro | |

1. In what countries has your company participated in BACnet projects?

Please check all that apply

NORTH AMERICA

- | | | |
|--|---|---|
| <input type="checkbox"/> Antigua and Barbuda | <input type="checkbox"/> Dominican Rep. | <input type="checkbox"/> Nicaragua |
| <input type="checkbox"/> Bahamas | <input type="checkbox"/> El Salvador | <input type="checkbox"/> Panama |
| <input type="checkbox"/> Barbados | <input type="checkbox"/> Grenada | <input type="checkbox"/> St. Kitts & Nevis |
| <input type="checkbox"/> Belize | <input type="checkbox"/> Guatemala | <input type="checkbox"/> St. Lucia |
| <input type="checkbox"/> Canada | <input type="checkbox"/> Haiti | <input type="checkbox"/> St. Vincent & the Grenadines |
| <input type="checkbox"/> Costa Rica | <input type="checkbox"/> Honduras | <input type="checkbox"/> Trinidad & Tobago |
| <input type="checkbox"/> Cuba | <input type="checkbox"/> Jamaica | <input type="checkbox"/> United States |
| <input type="checkbox"/> Dominica | <input type="checkbox"/> Mexico | |

1. In what countries has your company participated in BACnet projects?

Please check all that apply

AUSTRALIA \ OCEANIA

- | | | |
|---|---|--|
| <input type="checkbox"/> Australia | <input type="checkbox"/> Nauru | <input type="checkbox"/> Solomon Islands |
| <input type="checkbox"/> Fiji | <input type="checkbox"/> New Zealand | <input type="checkbox"/> Tonga |
| <input type="checkbox"/> Kiribati | <input type="checkbox"/> Palau | <input type="checkbox"/> Tuvalu |
| <input type="checkbox"/> Marshall Islands | <input type="checkbox"/> Papua New Guinea | <input type="checkbox"/> Vanuatu |
| <input type="checkbox"/> Micronesia | <input type="checkbox"/> Samoa | |

1. In what countries has your company participated in BACnet projects?

Please check all that apply

SOUTH AMERICA

- | | | |
|------------------------------------|-----------------------------------|------------------------------------|
| <input type="checkbox"/> Argentina | <input type="checkbox"/> Colombia | <input type="checkbox"/> Peru |
| <input type="checkbox"/> Bolivia | <input type="checkbox"/> Ecuador | <input type="checkbox"/> Suriname |
| <input type="checkbox"/> Brazil | <input type="checkbox"/> Guyana | <input type="checkbox"/> Uruguay |
| <input type="checkbox"/> Chile | <input type="checkbox"/> Paraguay | <input type="checkbox"/> Venezuela |

BACnet International Survey

Miscellaneous

1. How many projects was your company involved in that used BACnet Web services?

2006

2007

2. Of the total number of controls products your company sells, what percentage of them are BACnet products?

2006

2007

BACnet International Survey

Final Comments

Thank you for participating in this survey by BACnet International.

Your time and effort are greatly appreciated.

1. Any additional information or comments you care to share?