

Last year the Construction Specifications Institute, CSI, released for sale the newly-expanded MasterFormat™. This means that the old Specification numbers as you once knew them are now gone.

The CSI MasterFormat™ focuses on improving work results through better processes and increased communication among team members. Thanks to the forward thinking leadership at CSI, the new edition will help you deliver a technology-rich project on time and within budget. It offers an improved structure for you to better organize project manuals and develop scope of work documents that result in far better coordination between the trades.

Our systems have always been sort of an afterthought in new construction. We have a lot of work to do in getting our technologies brought to the forefront in designing buildings. In any given commercial project, technology should be no more risky than bricks and mortar. And while this hasn't always been the case, it now can be. Systems that were once categorized under divisions 11, 15, 16 and an occasional division 17 may now be found within the Facility Services Subgroup. When coordinating intelligent building materials your plans should include integrated automation (25) communications (27) and electronic safety and security (28).

As the building owners and facility managers' expectations continue to skyrocket, our technology has proved to be as vital a function as lighting, HVAC, plumbing and other facility services. And it's expensive. Audio, video, communications, security and data networks and other electronic systems now represent the fastest growing piece of the resource-allocation pie. It's important that you learn about this in order to capitalize on the opportunity early.

Building owners are becoming very interested in what we do and this new tool is an ideal way to offer your expertise in the programming phase in a new-build or renovation project. Provide real value, and impress your local architects by getting your systems considered this before the walls are going up – not after they have cut holes into them.

Building technology is also a practical and effective way for you to improve your chances at repeat business. Even if the technology is furnished by owner, you can make provisions that will be useful when the technology is purchased at a later date. Comprehensive technology plans for your clients increase the longevity of a facility's life cycle. And when you present ways in which a building's life cycle may be maximized, you're sure to enhance client satisfaction.

Many agencies and A/E firms are transitioning over to the new MasterFormat 04 model. Don't be left behind. Visit [www.csinet.org](http://www.csinet.org) to learn more about how the technologies that are represented under Divisions 25, 27 and 28.