



▷ **Our Mission**

We are passionate about helping people use technology to bring buildings to life.

▷ **Our Company**

Mode 3 Partners, LLC is a technology consulting company based in Nashville, TN founded by Matt Barber and Kevin Cecil. Matt and Kevin have extensive backgrounds in enterprise IT, with combined experience of nearly 40 years. Technology is constantly changing. Our team is a group of innovative professionals, each an expert in their field, who are constantly learning to stay in front of those changes.

▷ **Our Services**

Mode 3 provides professional consulting services to commercial real estate owner/operators. We help clients leverage technology to maximize every aspect of their investment. Smart buildings are a reality. We help make the best technology decisions at the most critical time—during the planning stages of the project to ensure the space meets the demands of the modern workforce. A partnership with Mode 3 to do it right on the front-end eliminates the need to do it over later.

- ▶ Access, security and compliance
- ▶ Architecture/Technology review
- ▶ Audio/Video
- ▶ Backup power
- ▶ Cellular Distributed Antenna Systems (DAS)
- ▶ Conference and pre-function design
- ▶ Demarc, MDF, IDF
- ▶ Digital signage
- ▶ HVAC control and remote access
- ▶ IoT Integration
- ▶ Lighting control and remote access
- ▶ Low-voltage cabling
- ▶ Parking Monitoring
- ▶ Vendor and tenant space
- ▶ White noise
- ▶ Wireless

▷ **Our Market**

The southeastern United States is experiencing rapid growth, with Nashville developing at an unprecedented rate. It is an exciting time and in a competitive market, it is easy to overlook details that impact the final outcome. Property owners that are constructing a new building or renovating an existing structure should be well educated about the technology that needs to be part of a modern building. Through our technology vision workshop, Mode 3 digs deep to determine what is important to the client before making recommendations.

▷ **Our Results**

Mode 3 helps clients meet their technology goals by providing unbiased recommendations so that the right technology is leveraged on each project. We work to couple project needs with the best solution—we focus only on the best outcome. We believe thoroughly understanding the desired outcome creates the best possible result.

THE PROBLEM

Implementing technology in today's buildings looks a lot like it did in the 1980s and 1990s, but with more sensors and an internet connection. While this technically meets the definition of a *smart building*, these buildings are anything but *smart*. Technology is leveraged but poorly planned, solutions are not integrated, typically not managed after the initial installation and are not secure. When will people no longer accept this type of experience in their workplace?





MODE 3

PARTNERS

THE SOLUTION

Building occupants are demanding a building that works for **them**. Technology impacts every aspect of a modern building. The convergence of IT, OT and IoT, complicated by cybersecurity and compliance requirements can no longer be ignored. It is critical to carefully consider every decision. Modern construction and renovation projects need to be planned differently to ensure building occupants have the best experience, driven by real-time data. Casting the overall technology vision for your building during the planning phase will minimize costly change orders, project delays, and cybersecurity and compliance issues.

Mode 3 Partners ensures you create a place that people want to experience. **Every day.**

