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Smart Buildings

SHOW

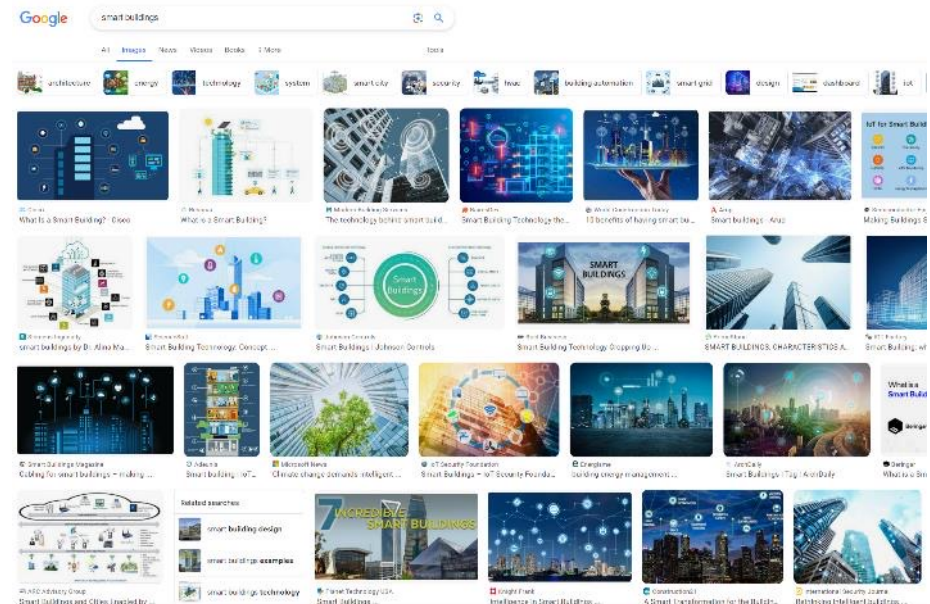
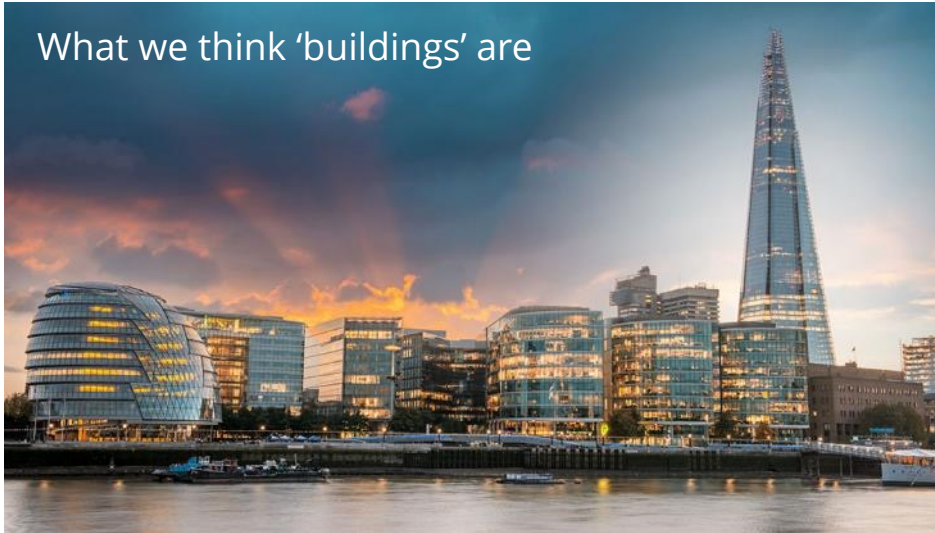
18-19 October 2023 • ExCel London

Case Studies - Digital Transformation from Across the Globe

Paul Rogers – EMEA Managing Director

There are lots of buildings.....

What we think 'buildings' are

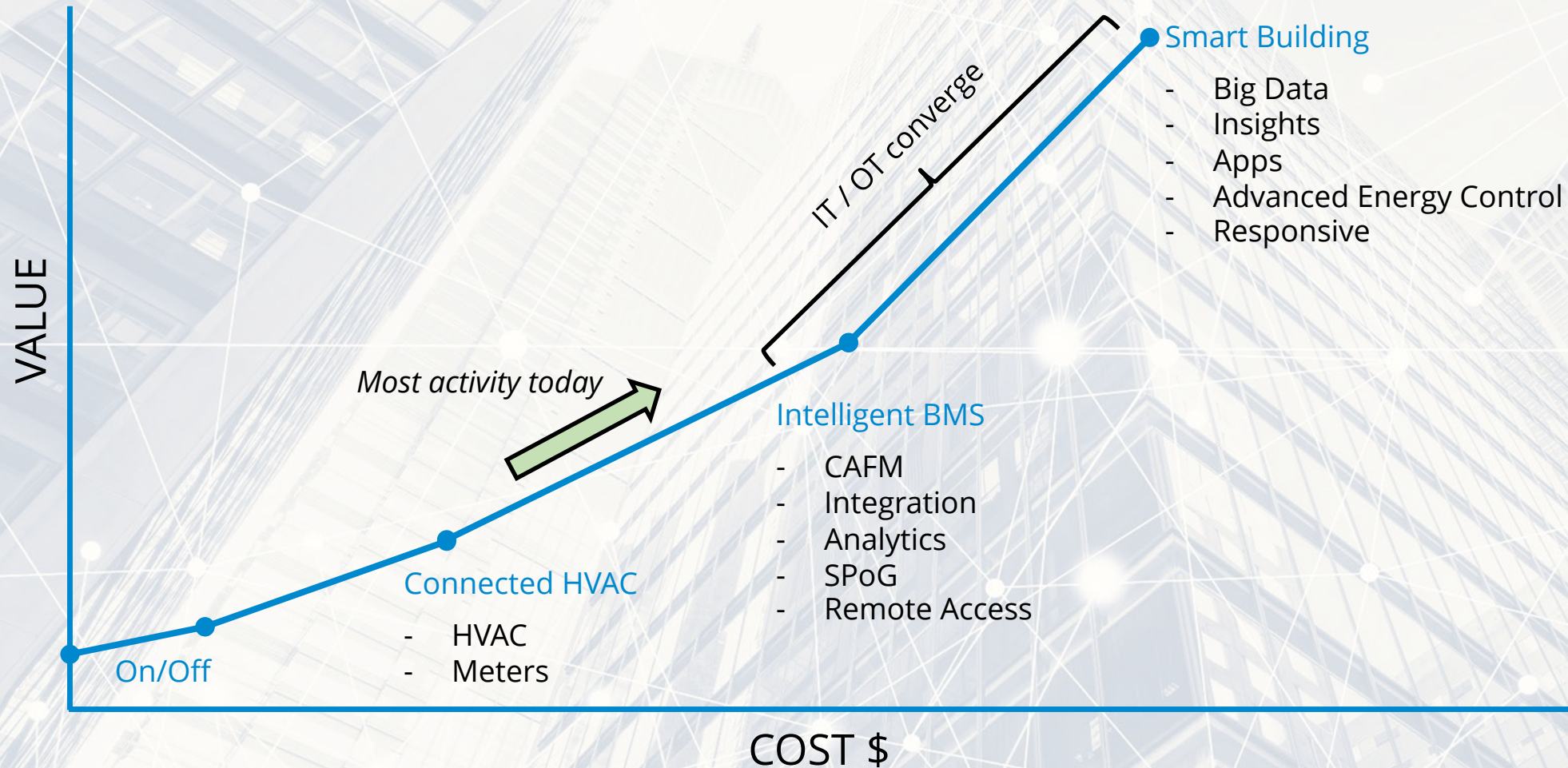


But, there are lots of buildings

- Low cost
- Not part of a chain
- Simple on / off
- No room for 'smart'?



Why are there so few Smart Buildings?



Buildings are a Cost & Asset

The same building is a cost to someone, and an asset to someone else

Cost

- Impacts cashflow
- All business want as few as possible
- It's a business need
- COVID impact for commercial buildings
- KIP = Keep cost to minimal

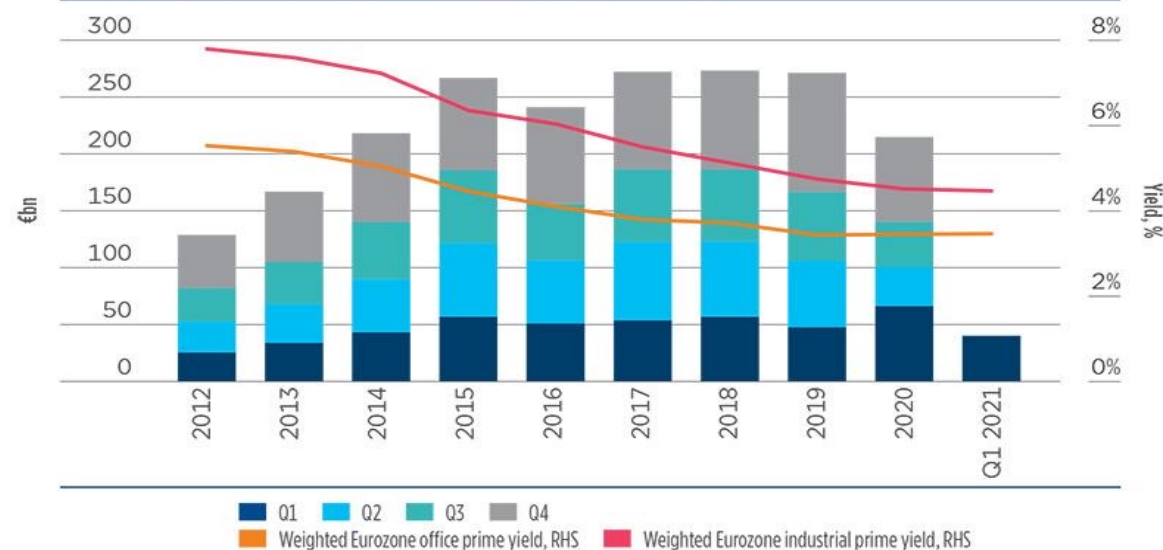
Asset

- Part of the brand (bean bag office)
- Revenue generator for someone
- Point of business or traction
- KPI = % yield (or raw revenue)



Ref: John O'Brien

Figure 4. Commercial real estate investment in Europe



Source: Amundi Immobilier on CBRE Research data (Q1 2021). Data as of 7 May 2021.

So what's your point clever cloggs???

- 1. There are buildings at all price/cost levels*
- 2. The end user / owner has unique needs*
- 3. The KPI's are different for all users*

Live consultations and their challenges

Company A – Higher Education

Requirements

1. Air quality (COVID)
2. Energy monitoring of lecture rooms

Challenges

1. Rooms with high CO2, but no mechanical ventilation
 - **Solution** = Open window & waste heat in winter. Not viable.
2. Lecture room for 100 people, use by 10 people. Poor AHU control (old kit)
 1. **Solution 1** = Replace AHU = Expensive!
 2. **Solution 2** = Only allow bookings of 50 plus people. Possible???

The takeaway

Customers have a mix of buildings, some without HVAC.

Company B – Government Education

Requirements

1. Vape Detection

Challenges

1. Finding Vape detectors
 - Vape detection was not a KPI 3 years ago!
 - Can the existing BMS integrate these new devices?
 - Customer dose not want a cloud based solution
 - New tech with few manufactures – high chance of supplier going bust during rollout
 - **Solution** = Deploy a common IoT platform with software development ability for future proofing.

The takeaway

Business KPI's can change at any time, customers should deploy an open IoT platform/BMS that has software development options to integrate locally.

Company C – Toy manufacture

Requirements

1. Bring all data points into common platform over 5 countries.

Challenges

1. Customer just wants to see the data and analyse internally for next 2 years
2. Led by data scientists
3. Traditional vendors do not want to freely share all the raw data
4. Most vendors only offer gateways only as part of 'Insights SaaS offering'

Solution = deploy open platform that allows data capture from all vendors with no service offerings.

The takeaway

Some customers just want to play with the data and then decide a plan. They don't want a solution now.

Company D – Commercial

Requirements

1. Single time clock / holiday schedule for each country

Challenges

1. Now = each floor has a schedule and needs to be updated manually for holidays
2. Installed by multiple SI's
3. End user did not specify what they wanted at the start and now has mixed UI's
4. They have a 'pilot graveyard' for insights platforms – none gave the KPI's they wanted
5. ROI is now poor due to no clear controls strategy

Solution

- End user will define the control strategy = needs investment (on an already new investment)
- Deploy new technology with open UI to show their unique KPI's

The takeaway

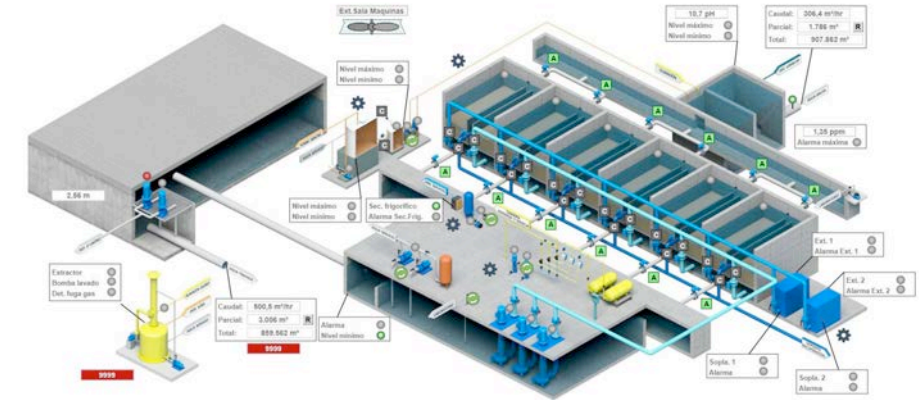
Customers need to define their unique KPI's for their stakeholders.

Completed Project - Spain

Water Treatment - aqualia

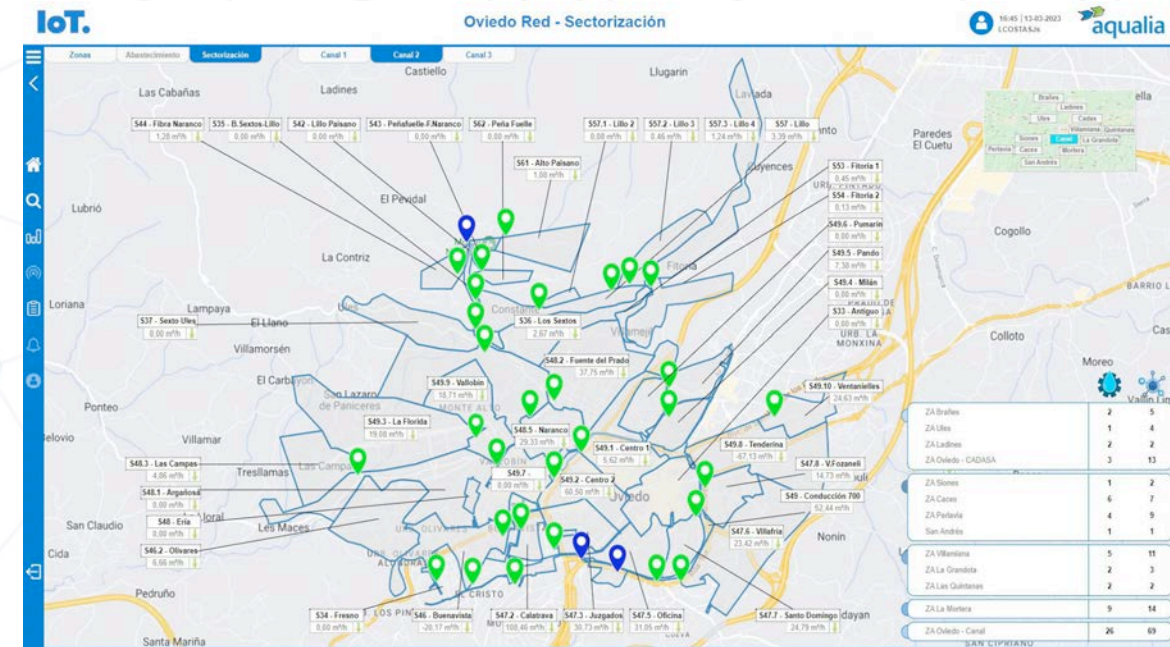
Requirements

1. Connect & control a vast array of sensors and devices into a **common and open IoT platform**
2. Make data available to research institutes.



Results (after Niagara install)

1. Centralized Monitoring
2. Common Database for all parts of business
3. Open Data shared with research partners
4. Alarms Management
5. Analytics Ready
 1. Base technology will allow usage of **any** further platforms



**Digital transformation is UNIQUE
to each customer**



niagara

**OPEN PLATFORM
ENDLESS
POSSIBILITIES**



TRIDIUM

Digital Transformation

- A customer has a **plan** for their assets
- The plan is **unique** in scale, objectives and duration
- The customer wants **multi-vendor** to deliver the plan
- The plan can **change** direction mid way

The Stage Zero

- Get a **connected** base before anything else
- Build on, not replace
- Design a strong & flexible **digital base**
- Reduce whole life costs and technology debt

Our Advice.....

1. Decide what KPI's are important to you
2. Know that your KPI's will change over time
3. Deploy open systems with software development abilities

THANK YOU



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9-10 October 2024 • ExCeL London

We look forward to seeing you in 2024