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Smart
Buildings
SHOW
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Why Do I need a Specialist Systems Integrator for a Digital Transformation project?

Dave Lister – Managing Director
IAconnects Technology Ltd
E- dl@iaconnects.co.uk

Typical Project team (Simplified)

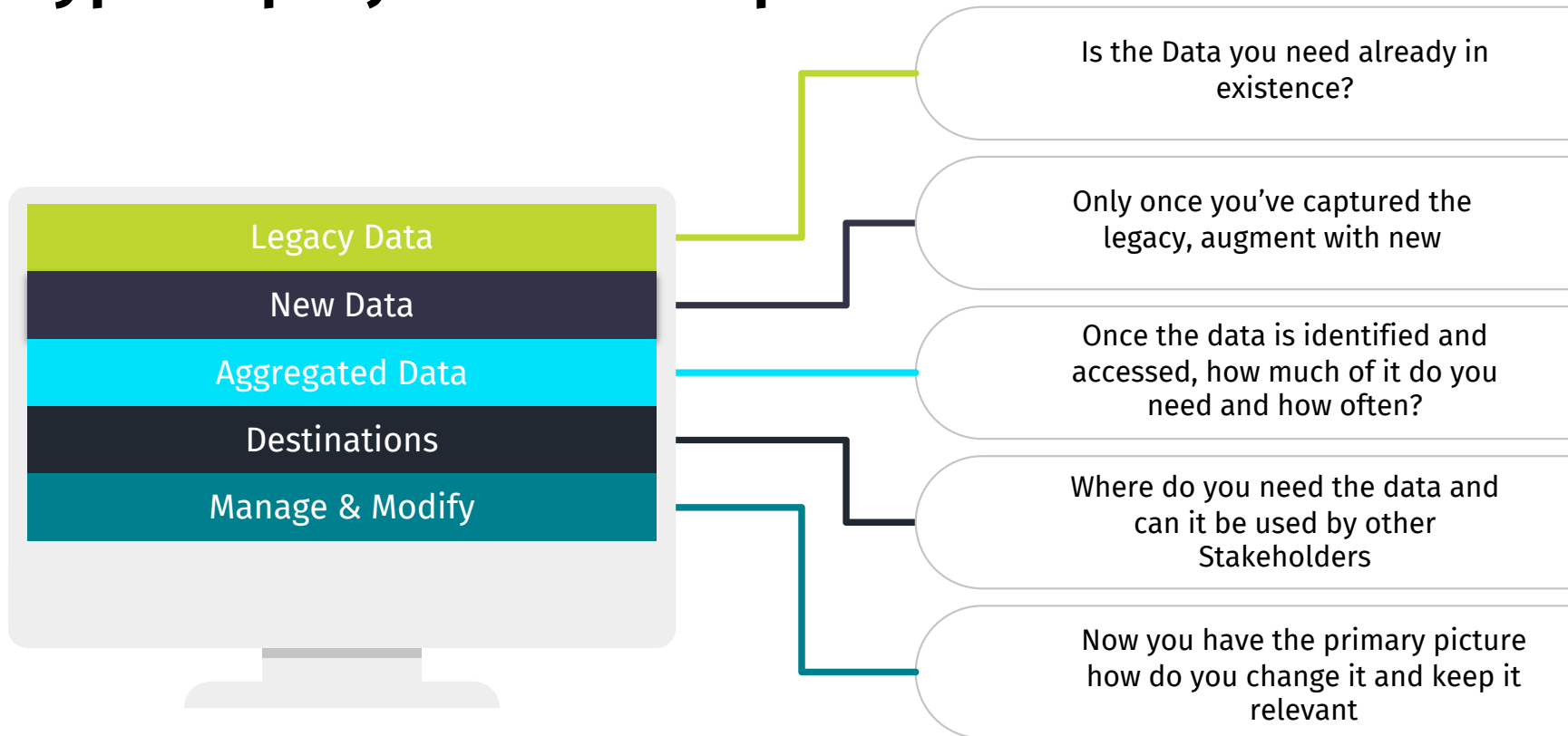| IT	OT	Stakeholder	CFO
Connectivity Gatekeeper	Make things work Department	This was my idea! (usually until it doesn't work)	Do some more or stop right now Department

Typical project landscape?

Legacy Data

New Data

Aggregated Data

Destinations

Manage & Modify

Is the Data you need already in existence?

Only once you've captured the legacy, augment with new

Once the data is identified and accessed, how much of it do you need and how often?

Where do you need the data and can it be used by other Stakeholders

Now you have the primary picture how do you change it and keep it relevant

IAC Project Example!
The key players

Client
Local Authority

Delivery Vehicle
Mid-size Main Contractor & Sub-contractor supply chain for M&E

Consultant
Forward thinking consultant pushing the Smart Agenda

IT
IT delivery Team
Client IT Team
Tenant IT Team

OT
M&E Delivery
Feeding FM & Client specialists

IAconnects
Joining the Dots?

The Project!

Monitoring
Bought & Generated Energy
& BMS performance

BMS Data Points
Circa 350 Data Points
in a Trend BMS

Expansion ready
Footprint for a rollout
across new/legacy

Occupancy
Low-level understanding
of usage

Alarm patterns
Repeat offenders

Multiple stakeholders

Management,
Tenant, FM, Energy

Why so difficult?

1 **The BMS**
Accessing 350+ specific Data points in Trend and surfacing those to a middleware platform

2 **Occupancy**
No allocated budget, data derived from Zen Control LCS platform

3 **Energy**
PV & Air Source systems data surfaced and shared to the aggregation layer
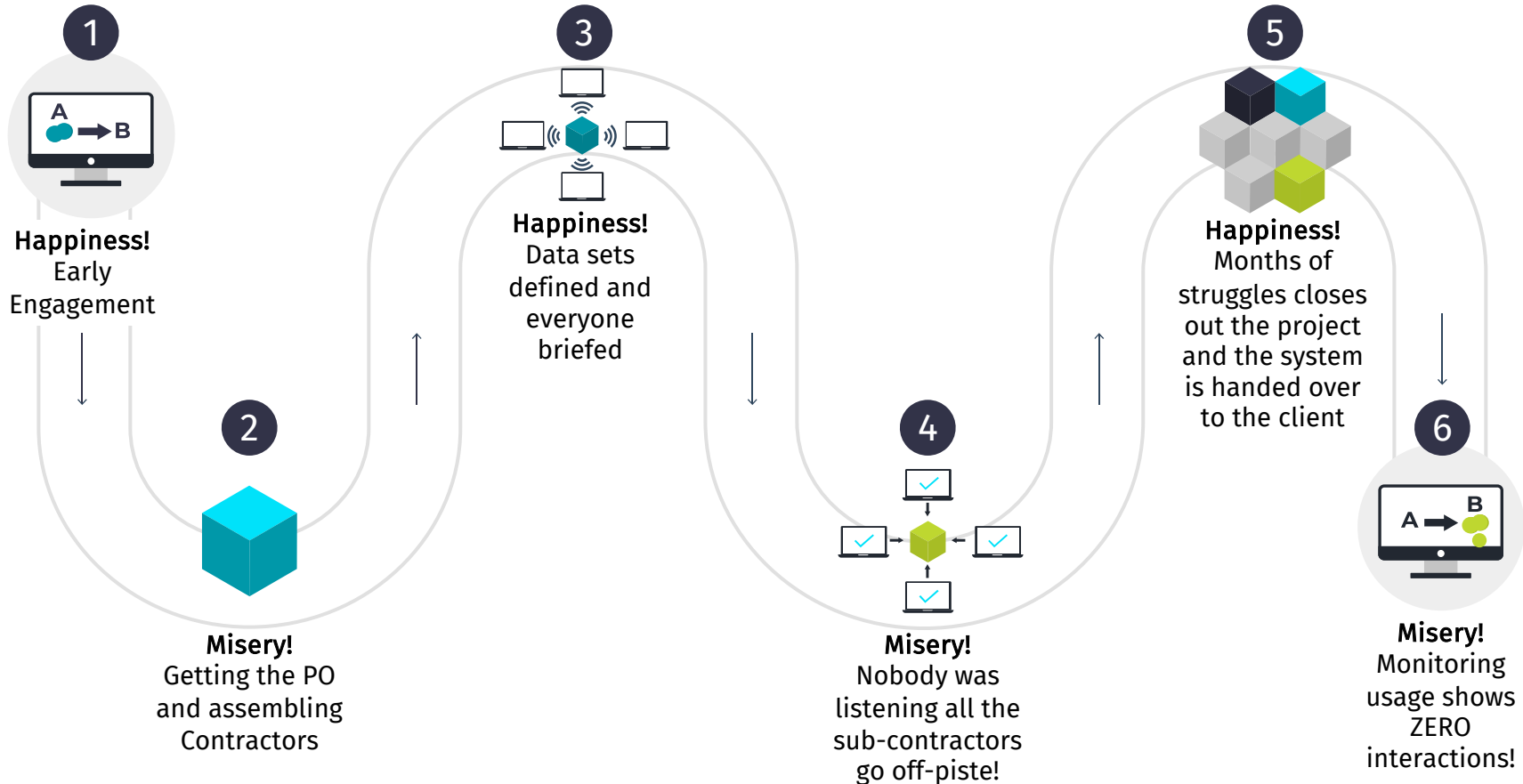
4 **Fault monitoring**
Look for repeated faults and alerts in flexible time-frames then share based on criticality
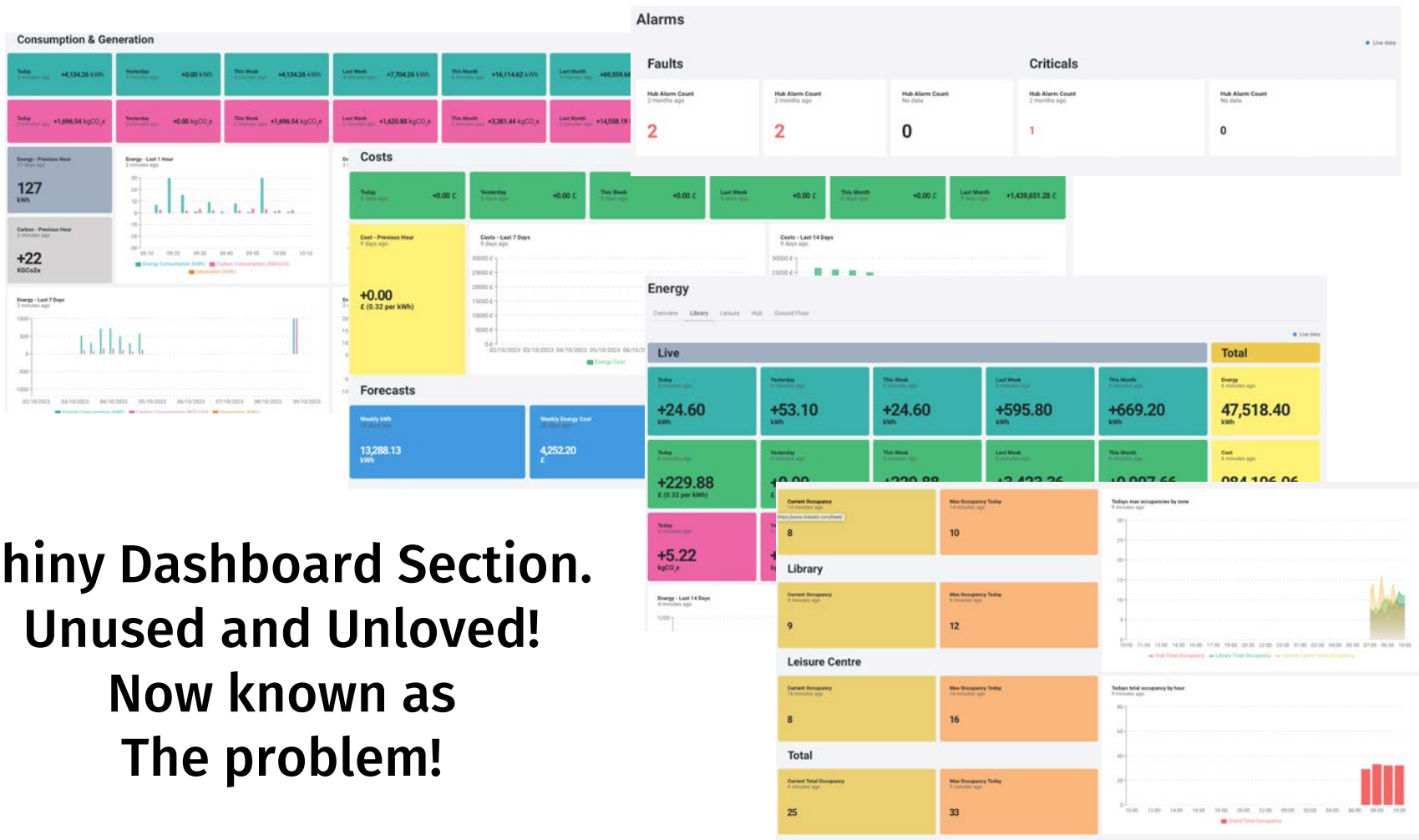
5 **Data sitting on 3 Networks**
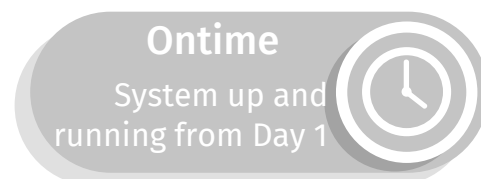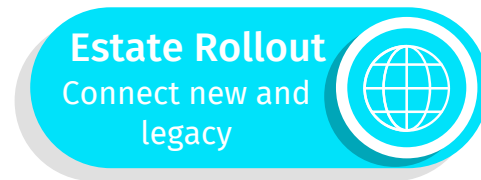Client - Tenants – 3rd party FM

The Project Journey so far!

1 **Happiness!** Early Engagement

2 **Misery!** Getting the PO and assembling Contractors

3 **Happiness!** Data sets defined and everyone briefed

4 **Misery!** Nobody was listening all the sub-contractors go off-piste!

5 **Happiness!** Months of struggles closes out the project and the system is handed over to the client

6 **Misery!** Monitoring usage shows ZERO interactions!

**Shiny Dashboard Section.
Unused and Unloved!
Now known as
The problem!**

The Dream!

Stakeholders
Regular system interactions

Positive ROI
CFO happy with investment

+ Building
Smooth running estate and SVC's

Estate Rollout
Connect new and legacy

Ontime
System up and running from Day 1

Exemplar
Everybody wants one the same!
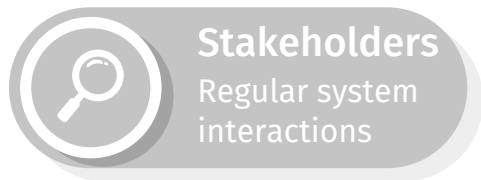
The reality!

Stakeholders

Zero interaction to date!

Negative ROI

Zero Interactions = Zero Benefits

Exemplar

If it was great I wouldn't be using it here!

Ontime

Late & over Budget. M&E forces additions

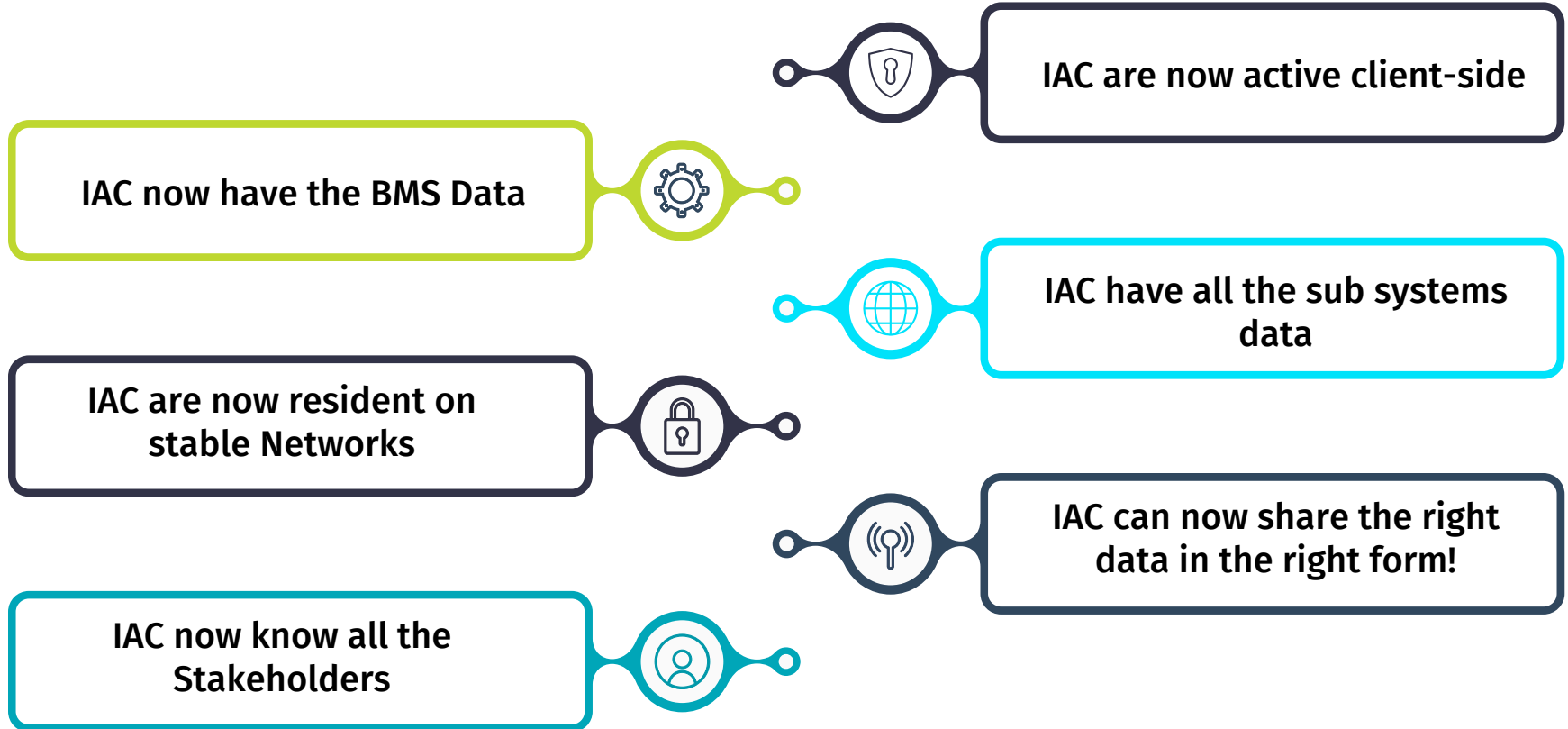**Rollout**

Not yet!

Building

It works, but could it be better?

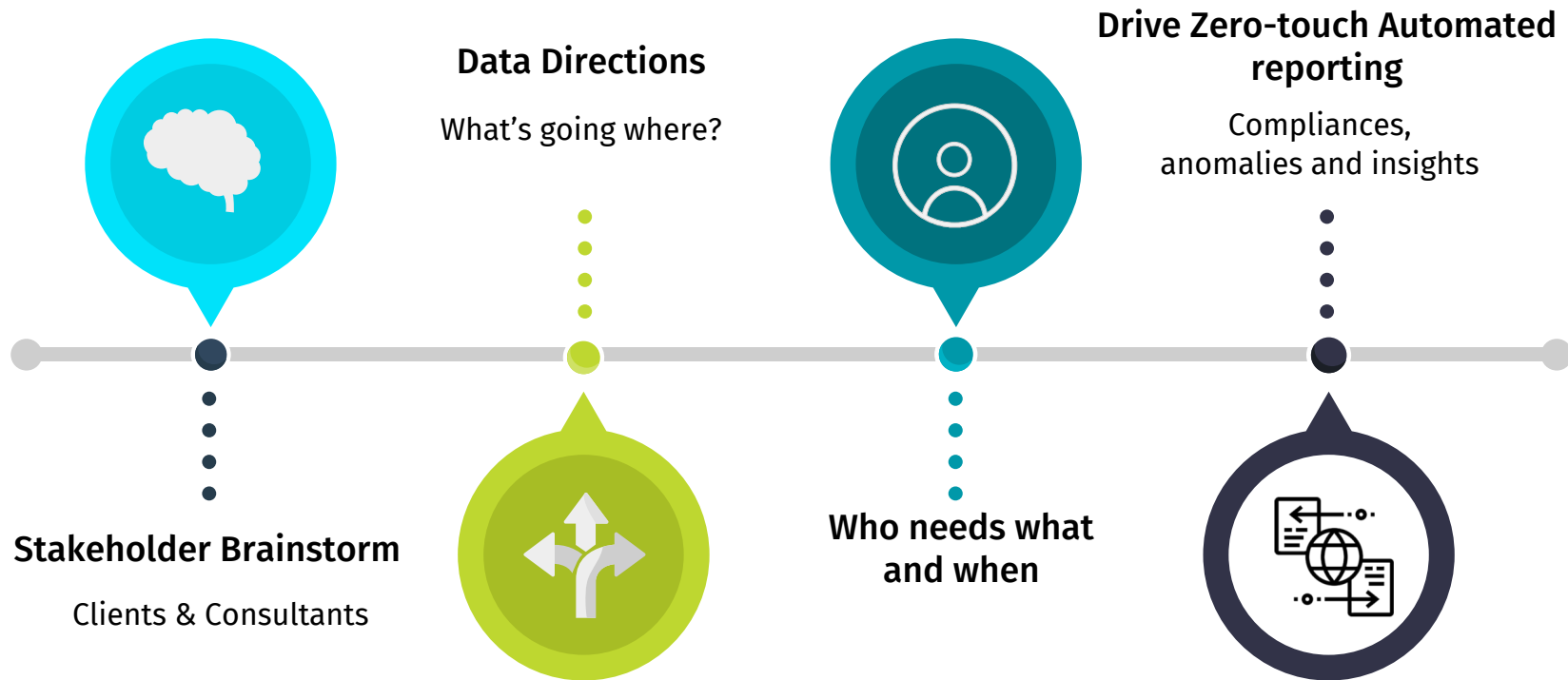**So Dave,**
didn't you just demonstrate project failure?

I did!

Snatching Victory from the Jaws of defeat!

IAC are now active client-side

IAC now have the BMS Data

IAC have all the sub systems data

IAC are now resident on stable Networks

IAC can now share the right data in the right form!

IAC now know all the Stakeholders

The next steps!

Data Directions

What's going where?

Drive Zero-touch Automated reporting

Compliances, anomalies and insights

Stakeholder Brainstorm

Clients & Consultants

Who needs what and when

What we preach!

1 **Early engagement**
MUST be across all stakeholders

2 **Buy Specialist advice**
Consultancy needs to be challenged

3 **Challenge everything**
Don't fear the awkward questions

4 **Automate answers**
Minimising human lead interventions

5 **Budget for change**
What you originally thought is invariably wrong. Be ready!

Finally – Some Stats....

Building Automation Protocols — 32

Automated meter Reading Protocols — 9

Process Automation protocols — 38

Wireless "IoT" Protocols — 28

Which is why we think you need specialist Systems Integrators!

Thank you and Questions?

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We look forward to seeing you in 2024