Nobody ever loved a building for its data

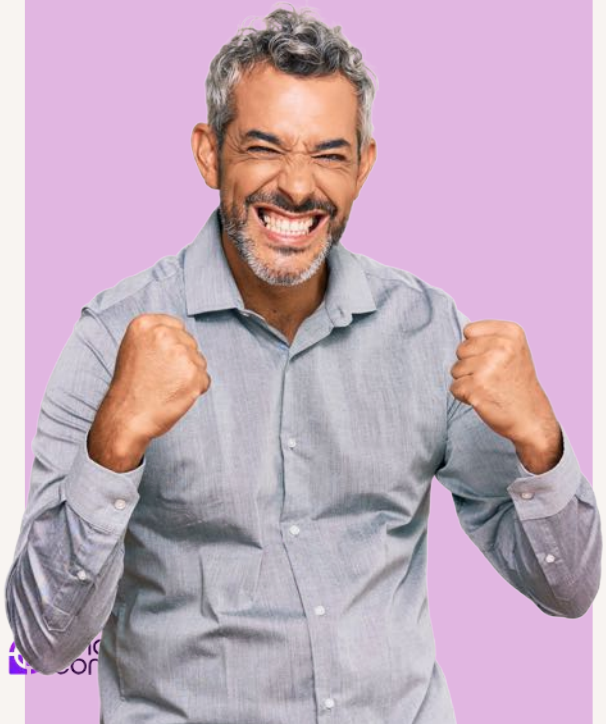
~~Chris Dinsdale - Head of Product, Smart Core~~
Ian Mason – Commercial Director

SMART BUILDINGS SHOW 2026

HANDS UP AND BE HONEST

Who gets up every morning and thinks...

"I can't wait to get a look at that building data."



"I'm off to the office to see how that data is making my day better."



"No wonder everything's going so well in this building!"



HANDS UP AND BE HONEST

And how many of us here spend our working lives thinking about these things...

BACnet

Data Bases

Semantics

networks

Storage

API

DBO

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WHAT PEOPLE ACTUALLY GET EXCITED ABOUT

Nobody loves the data, but everybody loves what it does.



AN ESG OR COMPLIANCE RATING THAT HOLDS



A SMALLER ENERGY BILL



A BUILDING THAT TELLS YOU WHAT NEEDS YOUR ATTENTION



THE APPS PEOPLE ACTUALLY USE



A QUESTION, ANSWERED BY AN ASSISTANT

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WHO'S ASKING?

Three people, in one building, with very different jobs.

THE OWNER

"Prove the building is performing and meeting its commitments."

They're looking at energy, carbon emissions, The overall value.

THE OPERATOR

"Keep it running and know what to do next, without sifting through alerts."

They want fewer surprises, and fewer calls.

EVERYONE ELSE

"Have my space work for me without needing to know how the building works."

They just want a good start to the day.

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This is what “smart” looks like on handover, in most UK buildings.

INDUSTRY ONE

The people in the plant room

- Digital twins
- Asset registers
- Fault detection
- Plant optimisation
- Carbon reporting

Brilliant at the building stuff, but rarely meet a tenant.

These two never meet

INDUSTRY TWO

The front of house people

- ooking
- anagement
- gnage
- s
- e experience

Brilliant with people, but rarely meet a chiller.

SO, WHAT'S THE ISSUE?

We still deliver every one of those outcomes through silos, into bespoke platforms.

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STOP ASKING

“Is the building smart?”

START ASKING

“How many jobs can this building do, and how fast can it learn a new one?”

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WHAT WE HAVE TO BUILD

Android worked this out years ago.

THE OPEN BIT

AOSP

Free. Download it, build a phone on it, change anything you like, plug anything into it.

THE SERVICES ON TOP

GMS

The store, the account, the built-in apps. And the choice: use the text app that came with the phone, or install WhatsApp.

Buildings need exactly the same two layers.

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THE OPEN BIT

An open-source engine. Anything in, anything out.

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THE GMS BIT

Set it up once, then the outcomes follow.



01 Model the buildings systems & make it easy to manage at scale.

02 Every outcome reads that one model, scoped to whoever is asking.

03 Then, for every job, pick your app; the built-in one, or the one you already run.

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THE GMS BIT

Set it up once, then the outcomes follow.

03 Then, for every job, pick your app; the built-in one, or the one you already run.



All on one engine. All reading the same model. And all only ever as good as the install.

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THE OPEN-SOURCE LICENCE

The building's data belongs to the building.

Not to us, not to the next supplier either.



OPEN SOURCE

You can read the engine, keep it, and change it. Nobody is holding your basement hostage.



ONE DOOR IN

One interface. Your apps, their apps, the next supplier's apps, the assistant your company already pays for. All through the same door.



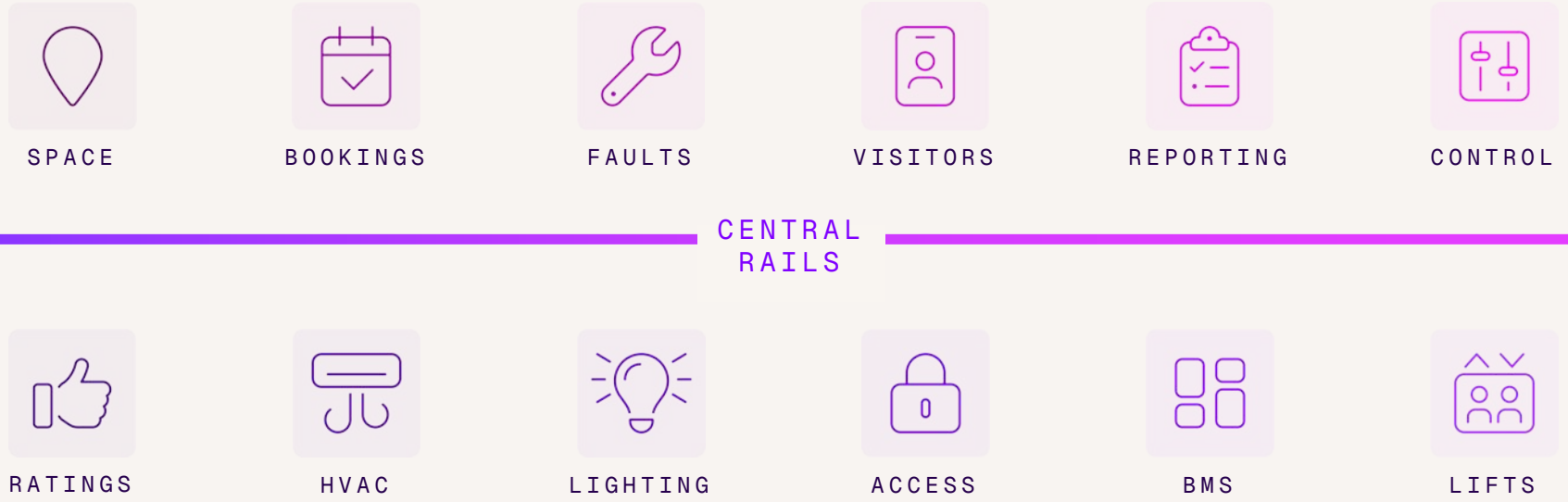
THE EXIT TEST

Sack the supplier. Switch off the apps. If the engine keeps running the building and the memory stays, you own a smart building. If not, you were renting one.

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WHICH MEANS

Just one set of rails, the silos are gone.



The plant room people and the front of house people on the same track. Anything talks to anything. A message from the chiller and a message from the booking app can finally see each other.

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WHICH MEANS YOU CAN BUILD THE PERFECT TUESDAY

Mr Jones has a ten o'clock...

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WHAT JUST HAPPENED?

8

SYSTEMS COOPERATED

ANPR cameras, barrier, signage screens, lighting, lifts, access control, visitor management, and the all-important coffee machine.

0

NEW PRODUCTS BOUGHT

Everything in that story was already in the building.

1

THING HE NOTICED

That it was a good morning. He couldn't tell you why.

What was missing was one place, one language, and one memory.

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AND THEN LET ANYONE ASK IT A QUESTION

“Why is the fourth floor cold?”

TO THE OWNER

Four has been quietly costing you money since March. Fix it this week and your rating holds.

TO THE OPERATOR

The cooling has been running 24/7. Here’s the work order to update the systems to get it back on track.

TO THE OCCUPANT

Sorry about that. Somebody’s on it. It’ll be more comfortable by half nine.

One question. One engine. Three honest answers, shaped for whoever asked.

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BACK UPSTAIR

The people on the 26th floor may never understand or actively notice what you built.

But they'll feel it.

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THANK YOU

Nobody ever loved a building for its data...

...but everybody knows when they feel cold.

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THANK YOU

Any questions?

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THE OPEN BIT

Anything, to and from from anyone.

CONNECTS ANYTHING

Any protocol, any vendor. The BMS, the lifts, the lighting, the sensor somebody stuck on the wall last week.

ACTS IN REAL TIME

Commands run on site, where the kit is. Not round-tripped through a cloud. A valve that waits for the internet hunts.

FAILS SOFTLY

Distributed, not one box in a cupboard. Lose a node, lose a corner. The building keeps running the building.

TALKS OUTWARDS

Nothing inbound. No VPN into the plant room. Nothing listening on a port. Secure by architecture, not by configuration.

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THE SERVICES ON TOP

Set it up once, then see the outcomes.

PROOF

Ratings. Carbon. The board report. Evidence from live data, not a spreadsheet somebody builds in March.

RUNNING IT

Every system, every floor, every building in the portfolio, from one place. Told what to do next, with the work order drafted.

LIVING IN IT

Access. Visitors. Space booking. Faults. In the thing people already have open, not a seventh app.

All on one engine. All reading the same memory. And all only ever as good as the install.

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