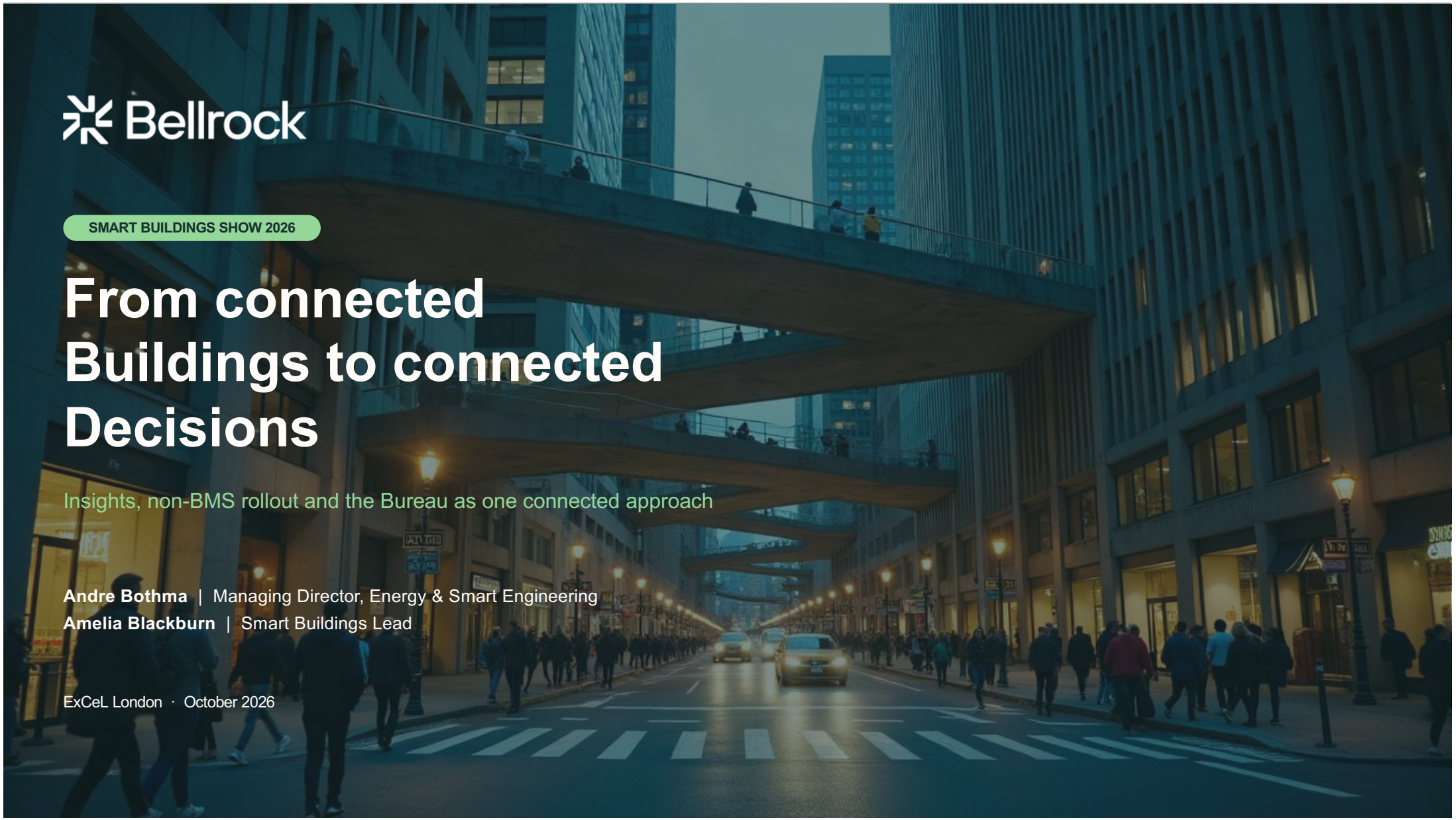


Bellrock

SMART BUILDINGS SHOW 2026

From connected Buildings to connected Decisions

Insights, non-BMS rollout and the Bureau as one connected approach

Andre Bothma | Managing Director, Energy & Smart Engineering
Amelia Blackburn | Smart Buildings Lead

ExCeL London · October 2026

Group overview

More than a quarter of a million buildings in our care

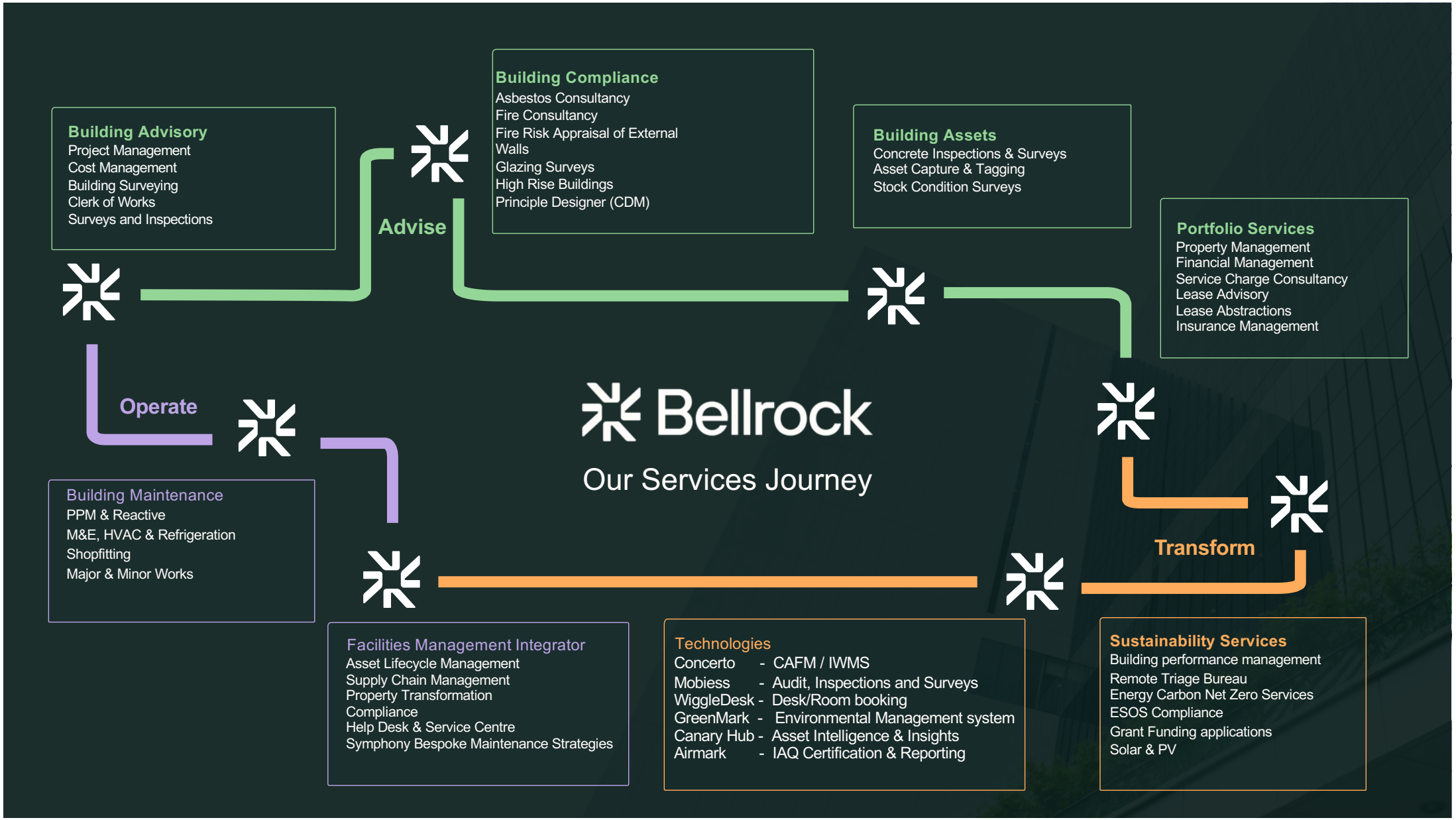
280,000+

buildings serviced across our client estates



500+	managed accounts
1,500+	people
£900m	capex under our management
£5bn	of transactions managed in Concerto
£150m	supply chain under management
£100m	government funding secured for energy products
£240m	annual turnover

Concerto, Mobiess, WiggleDesk, GreenMark, Canary Hub


Building Advisory
Project Management
Cost Management
Building Surveying
Clerk of Works
Surveys and Inspections
Advise
Building Compliance
Asbestos Consultancy
Fire Consultancy
Fire Risk Appraisal of External Walls
Glazing Surveys
High Rise Buildings
Principle Designer (CDM)
Building Assets
Concrete Inspections & Surveys
Asset Capture & Tagging
Stock Condition Surveys
Portfolio Services
Property Management
Financial Management
Service Charge Consultancy
Lease Advisory
Lease Abstractions
Insurance Management
Operate
Building Maintenance
PPM & Reactive
M&E, HVAC & Refrigeration
Shopfitting
Major & Minor Works
Bellrock
Our Services Journey
Transform
Facilities Management Integrator
Asset Lifecycle Management
Supply Chain Management
Property Transformation
Compliance
Help Desk & Service Centre
Symphony Bespoke Maintenance Strategies
Technologies
Concerto - CAFM / IWMS
Mobiess - Audit, Inspections and Surveys
WiggleDesk - Desk/Room booking
GreenMark - Environmental Management system
Canary Hub - Asset Intelligence & Insights
Airmark - IAQ Certification & Reporting
Sustainability Services
Building performance management
Remote Triage Bureau
Energy Carbon Net Zero Services
ESOS Compliance
Grant Funding applications
Solar & PV

Who we work with

Leading UK brands and public bodies

Retail & hospitality

- Costa Coffee
- Pizza Express
- Wagamama
- BTG

Forecourts & leisure

- MFG
- EG On the Move
- BGL Golf

Public sector & healthcare

- Wakefield & WSCC
- London Fire Brigade
- Kensington & Chelsea
- NHS

Commercial & education

- Apple
- LGIM
- BNP
- Manchester University

WHY THEY CHOOSE US

One partner, end to end

Advice, tech, engineering and supply chain

Customer-obsessed

Every saving benchmarked and costed

Savings that last

2.5% P&L savings, year on year

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Our approach

Start with the customer, finish with clear Outcomes

01

Customer needs

Their goals, pain points and budget

02

Concerto CAFM

Assets, jobs, spend and suppliers

03

BMS & non-BMS

Any BMS, or low-cost IoT where there's none

04

Analytics

Every data source, analysed together

05

ROI

Loss of Trade, KPI, extended asset life

TECHNOLOGY-AGNOSTIC

Any BMS, sensor or manufacturer. No lock-in.

ONE SOURCE OF TRUTH, POWERED BY AUTOMATION

Finally, a single pane of glass for the customer

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Smart Engineering and Insights

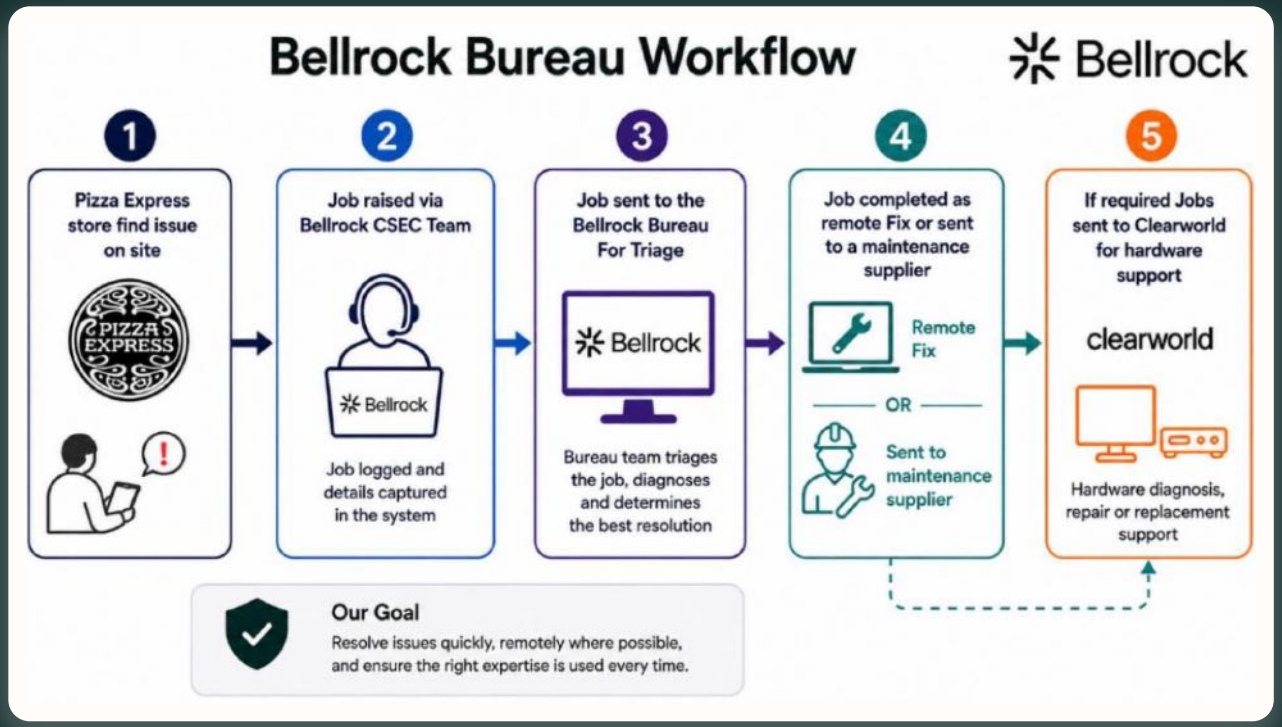
From data to fix: how to improve your estate

1 Data	2 Analysis	3 Plan	4 Savings and ROI
£6.59M Reactive spend across all sites **10%** of reactive spend (£659k) sits at the top 30 energy sites	**£159,248** 24% of reactive spend in the top 30 sites is HVAC and refrigeration **We roll IOT and the Bureau out here first**	**First-time fix** Suppliers get fault detail before they attend **Catch failures early** Data flags fridges and HVAC before they fail **Remote fix** Faults fixed on the call, no engineer sent **Less loss of trade** Fewer breakdowns, more trading time	**£32,533 pa** **£1,084 pa saved per site** **59 weeks** ROI payback

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How the Bureau works

Fix remotely first. Send engineers only when needed.



1. **Store spots a fault**
   Reported by the store
2. **CSEC raises the job**
   Logged with full details
3. **Bureau triages**
   Picks the best fix
4. **Fix or dispatch**
   Remote or supplier visit
5. **Hardware support**
   Repair or replacement

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Our connected buildings

Connect. Analyse. Fix.

Total savings identified	Total savings implemented	Supply chain cost avoidance	Total sites live
£1.69m	**£989k**	**£286k**	**875**

ACTIVE LIVE SITES BY CUSTOMER

Costa Coffee	PizzaExpress	L&G	NHS	Volvo
620	**3**	**26**	**3**	**1**

St John Ambulance	The Hive	Wakefield Council	Other sites
1	**1**	**1**	**208**

OPERATIONAL IMPACT

Actions completed	Avoided supplier calls	Breaches updated
392	**287**	**225**

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The Bureau in action: HVAC

Connect. Analyse. Fix.

Bellrock Bureau · HVAC monitoring

Site A | **Site B** | ● LIVE

1 How we connected it

Air con unit
Existing plant, no BMS

↓

Wireless controller + sensor
Wireless, no rewiring

↓

Bellrock Bureau
Live data, remote control

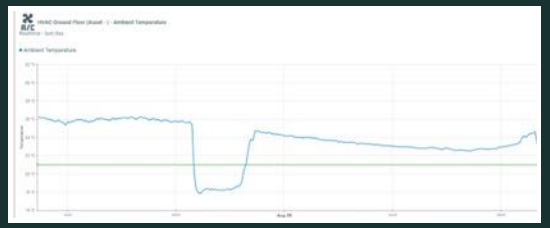
Live temp | Set points | Fault alerts

2 Why HVAC

51%
of reactive spend

66%
of engineer hours

LIVE ANALYTICS · LAST 24H



Temperature falls away from 21°C when the door opens

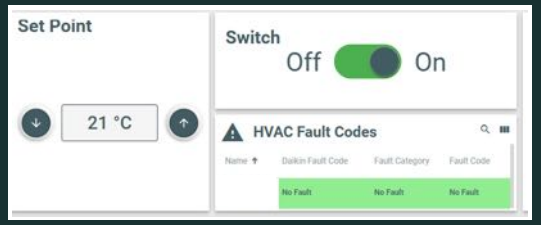
3 What we found

FINDING

Site B can't hold 21°C

Cause: **front door left open**

CONTROLLED REMOTELY BY THE BUREAU



Fix

Door sensor switches the HVAC off when the door opens. No engineer visit.

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The Bureau in action: fridges and freezers

Connect. Analyse. Fix.

Bellrock Bureau · Refrigeration monitoring

Site A | Site B | ● LIVE

1 How we connected it

Walk-in fridges + freezers
Plus bottle fridges front of house

↓

Wireless sensors + relays
Temps, compressor, defrost, fans

↓

Bellrock Bureau
Live data, remote control

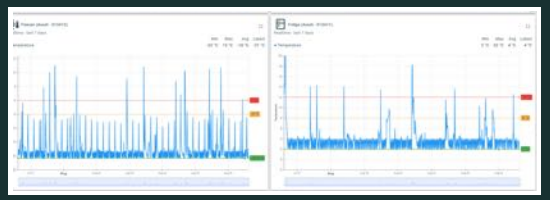
Temps | Alarms | Smart plugs

2 Why refrigeration

49%
of reactive spend

39
callouts, one site

LIVE ANALYTICS · FREEZER AND FRIDGE



Every temperature and alarm watched, protecting stock and food safety

3 What we found

FINDING

Site A bottle fridges ran 24/7

Cause: **12 hrs a day wasted, per fridge**

- Energy data shows the waste
- Smart plugs fitted
- **Off when the restaurant closes**

Outcome

Lower energy, less wear and longer fridge life

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Every data source, one clear view

Bespoke reporting, built around each client's needs

EXAMPLE DATA STREAMS, CHOSEN PER CLIENT

- Energy
- Water
- Waste
- Air quality
- Reactive spend
- Remote fixes

SMART PLATFORM

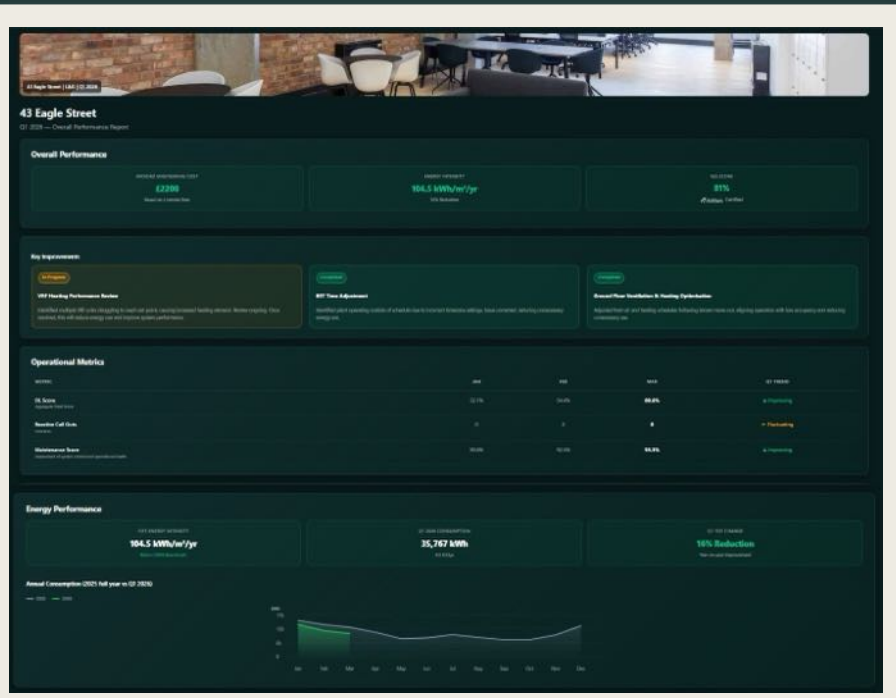
Smart BMS → Actions + tracking → Interactive FM

EVERYONE WORKS IN ONE PLATFORM

- Engineer
- BMS specialist
- Service delivery
- Account lead
- Energy analyst
- Client

Bellrock hosts it all: one source of truth

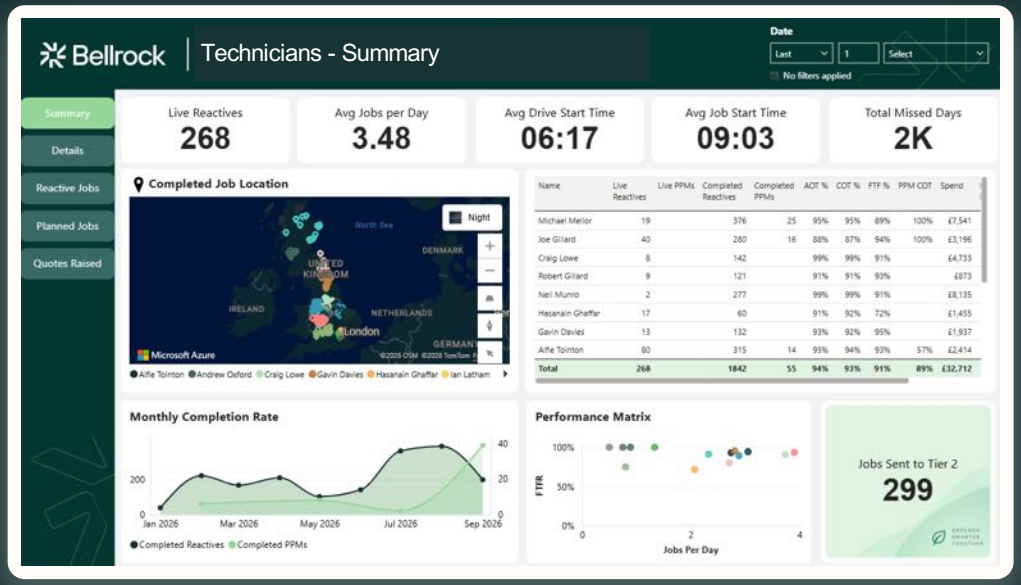
BESPOKE CLIENT DASHBOARD



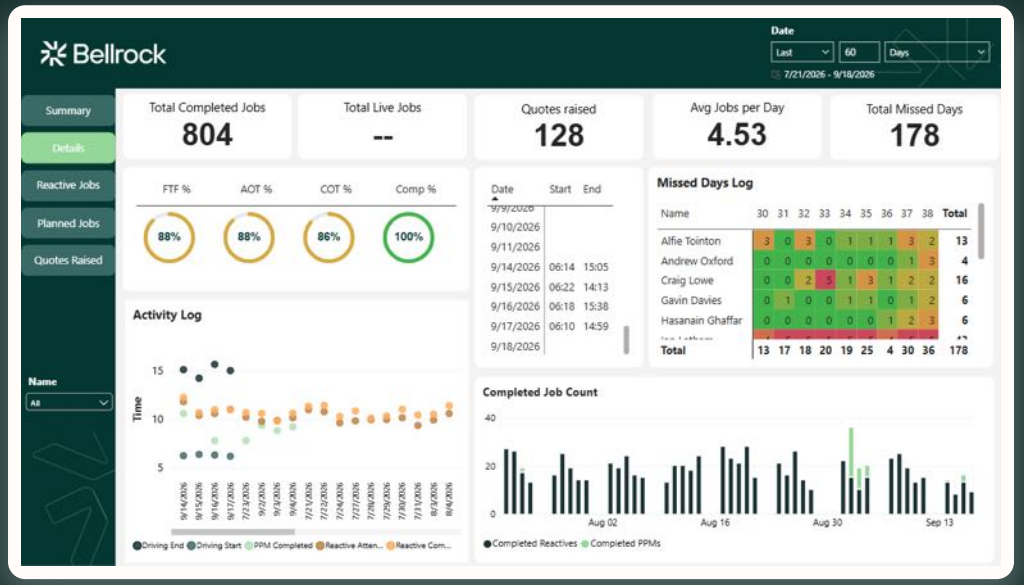
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Gamification and league tables

Live league tables rank every engineer. Friendly competition lifts standards.



Team summary: jobs, drive times, completion



Leaderboard: first-time fix and missed days

[Link to technician dashboard]

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Thank you

Questions?

We have 5-7 minutes for questions. Come and find us after the session to talk about your estate.

GET IN TOUCH

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