Breaking Down Building Software Silos

Why Energy, Power and Building Management Are Converging

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The building is one system.
The software often isn’t.

Building. Energy. Power. One facility, three software worlds.

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Global Megatrends

Key mega-trends of today are intertwined and reinforce each other...

- Electrification
- Evolving Technology
- AI Digitization
- Workforce / Skill-Set Gap
- Sustainability & Compliance Needs

To adapt, businesses and facilities have new requirements for their technology:

- Need for more efficiency – energy, data, operations costs
- Need for speed & agility
- Need for scale – vertical + horizontal

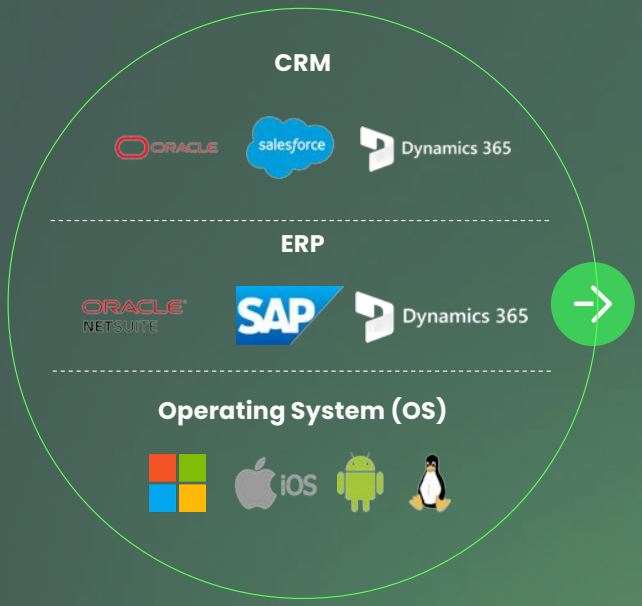
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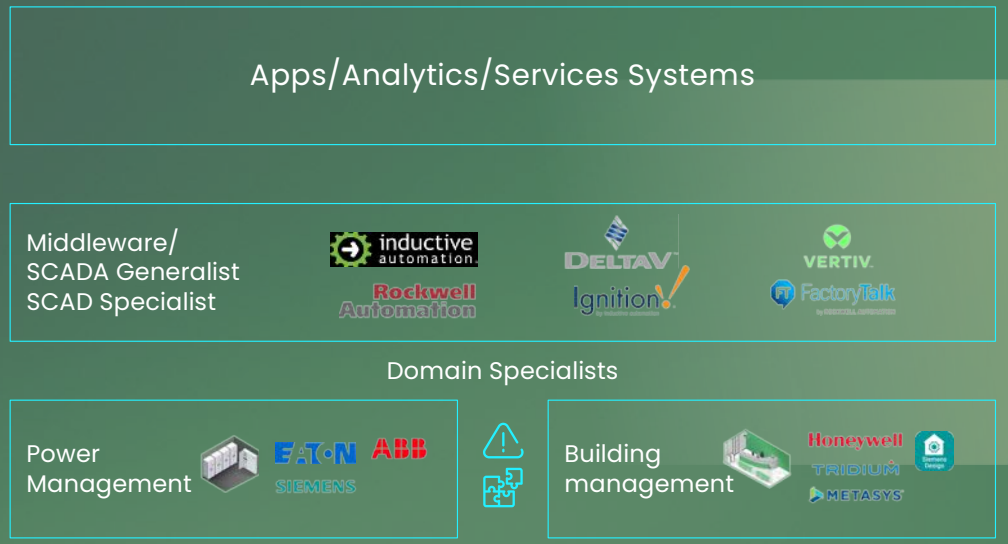
Building systems operate separately from power systems

Complexity has grown faster than our ability to manage it. Fragmented systems, disconnected operations and integration challenges create operational burden.

IT Ecosystem



A Fragmented OT Ecosystem



- Limited **interoperability**
- **Data-sync** issues
- Limited **scalability**
- **Handicap** with advanced features

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Each domain made sense on its own

Building management

Mechanical systems and occupant comfort

HVAC, lighting, zones, automation

Energy management

Energy performance and sustainability

Monitoring, cost allocation, carbon reporting, optimisation

Power management

Electrical infrastructure and resilience

Distribution, power quality, events, uptime

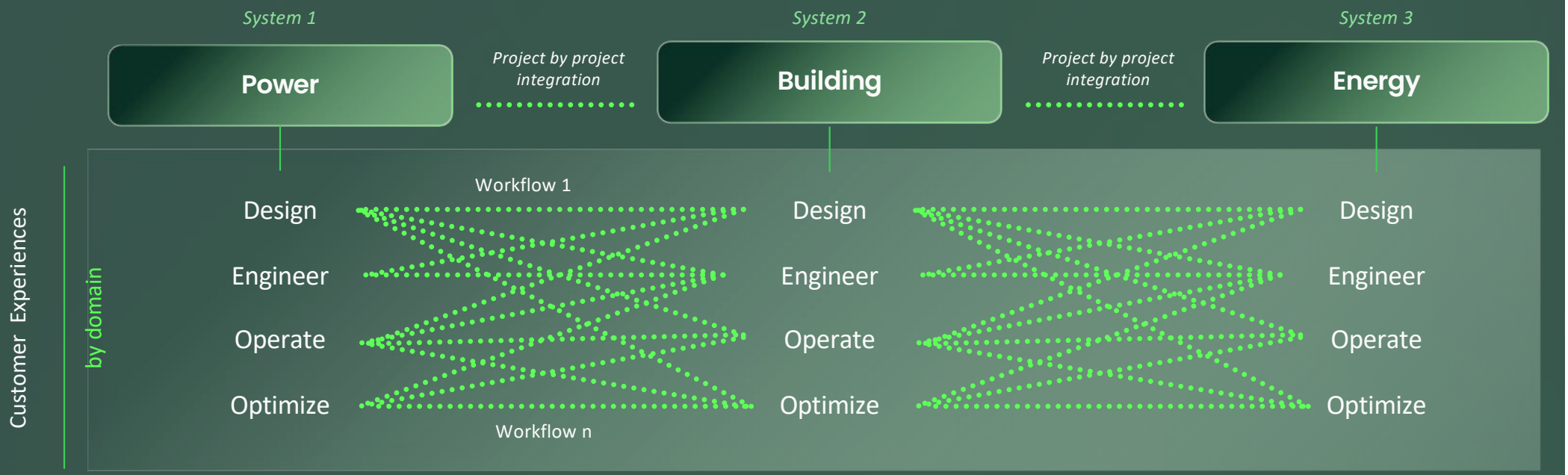
Separate teams. Separate data. Separate lifecycles.

Deep domain capability was right for yesterday. Cross-domain outcomes are the requirement today.

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Multiple disjointed workflows across systems generate **fragmented Experiences**



Multiple disjointed workflows to design, engineer and operate
on site with inefficient engineering, phased installation and independent maintenance cycles

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Our customers have expressed clear **unmet needs in the fragmented world...**

Pain Points
From current solutions

- Lack of **Interoperability**
- Complex **Implementation**
- Limited **Scalability**
- Lack of **Actionable Insights**
- Reporting **Burden**
- Alarm **Fatigue**

"One of our **biggest challenges is interoperability**. We have multiple BMS and EPMS platforms that do not communicate well with each other. **Integrating them often requires middleware or custom logic**. As we scale from 10 to 11 sites, we start hitting **limitations such as licensing constraints, device limits, and performance bottlenecks**. These issues really start to pile up."

End User
Major C&SP Customer
Principal Solution Architect



Motivations
For integrated solution

- Built for **Modularity**
- Maximize **Uptime**
- **Scalable** and **Future ready**
- Increase **Operational Efficiency**
- **Reduce** lifecycle **expenses**

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Our partners face similar challenges
due to fragmented ecosystems too...

Pain Points
From current solutions

- **Slow deployment, high execution cost** and unsatisfied customer in longer term
- **Exacerbated manpower crunch** and lower profitability
- **Lesser upselling possibilities**

"We are constantly **challenged on deployment time and cost.** With **multiple siloed systems**, it increases the effort at our end in every way – from **engineering needs to number of team members** involved. This automatically means **deployment takes longer** and is more expensive but then the customer is not happy about it"

Major Partner
Multiple-segment project



Motivations
For integrated solution

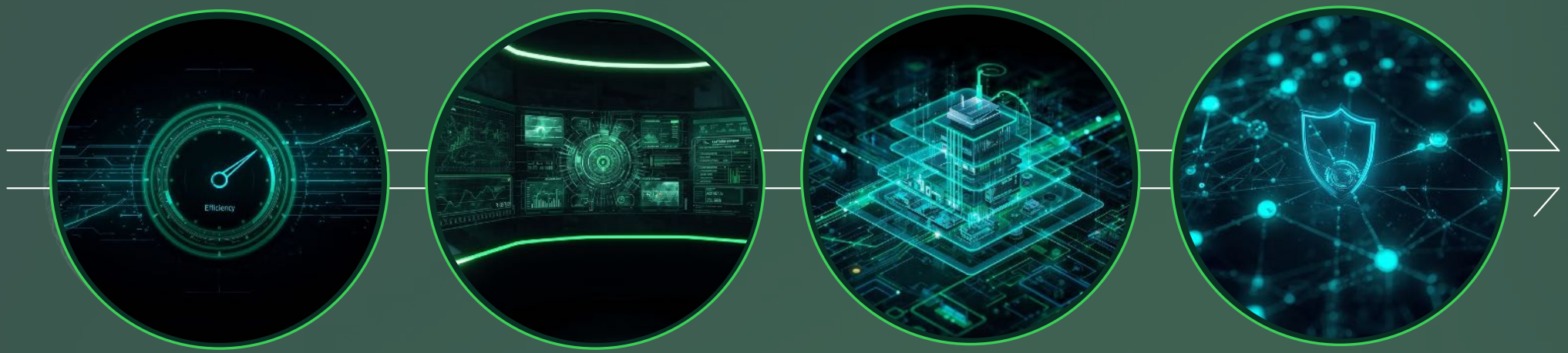
- Deliver Projects **faster**
- **Standardize and scale** delivery
- Improve **profitability**
- **Do more** with limited resources
- **Grow** customer lifetime **value**

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What customers **need...**

Customers seek tangible results rather than just systems; they desire efficiency, visibility, and seamless operations across their environments.



Efficiency & Speed

Cross Domain Energy Intelligence

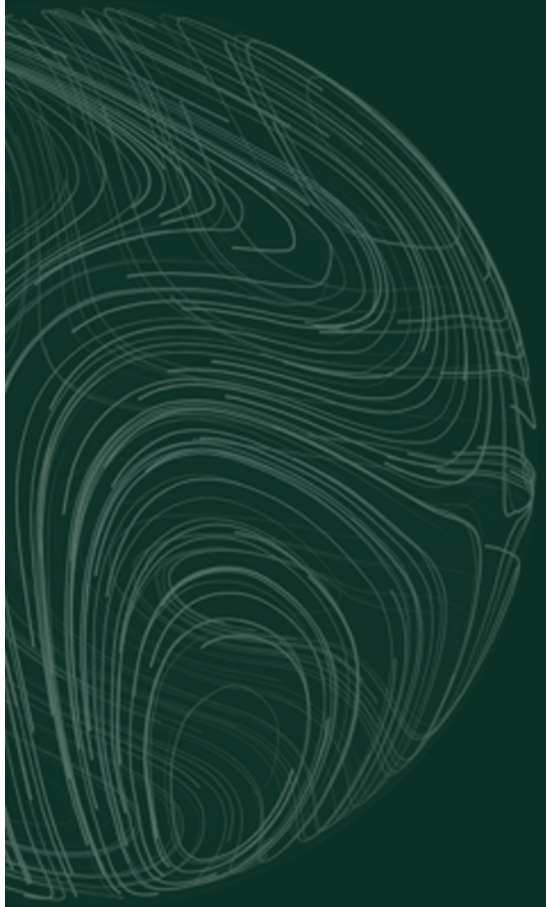
Future Readiness

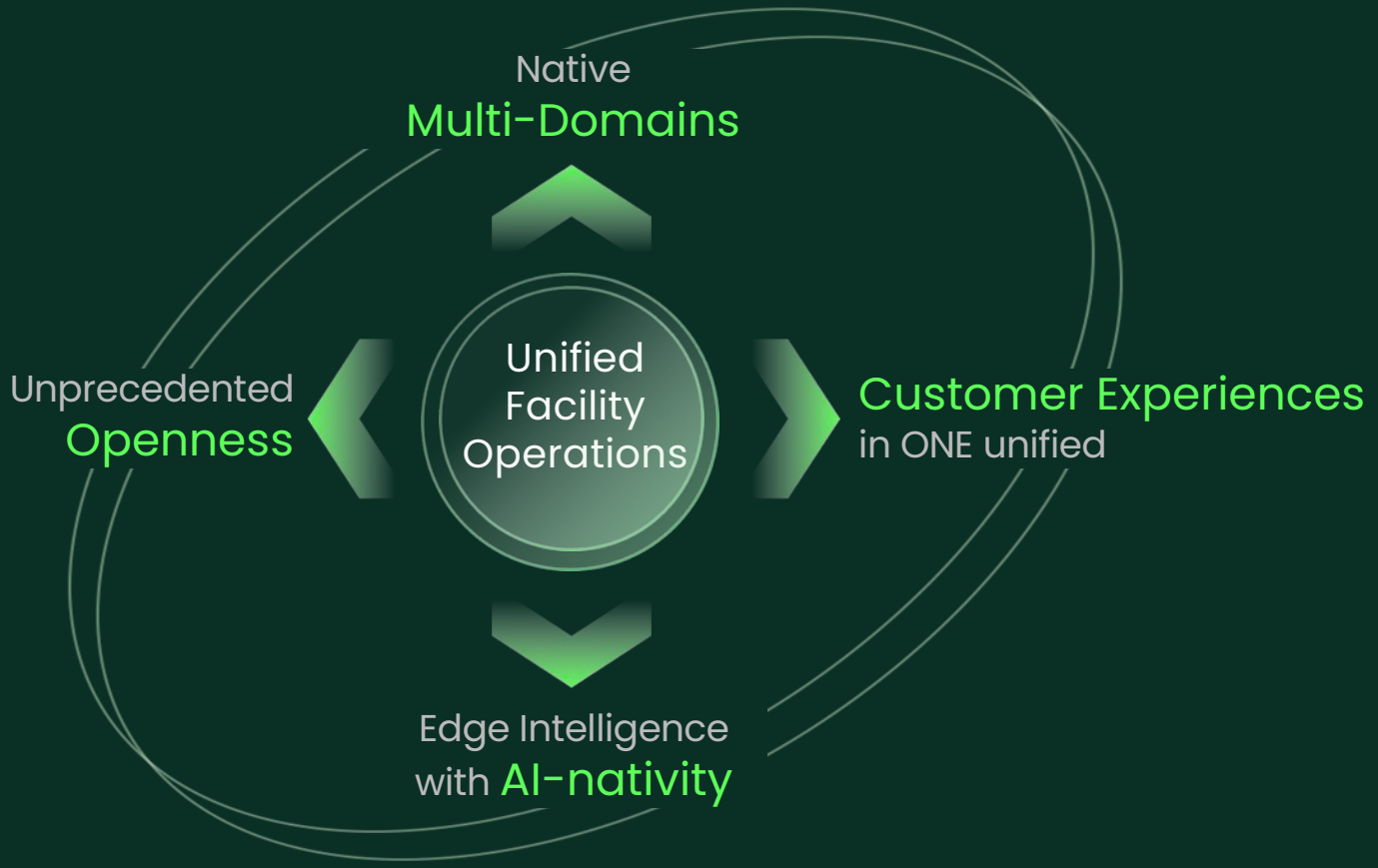
Resilience & Visibility

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Unified Facility Operations -
A Unique Category not existing in the market





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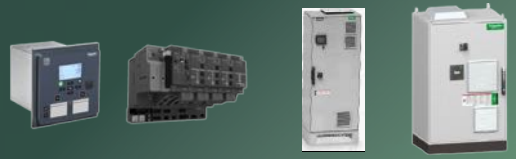
From **domain-specific** systems and software…



Power Management

Building Management

Energy Management



IED's, Protection Relays, PQ equipment, RTU's, Power Meters



Servers, Controllers & Field Devices



Power, energy and WAGES metering



Medium Voltage



Low Voltage



UPS



Energy Storage



Drives



EV Charging

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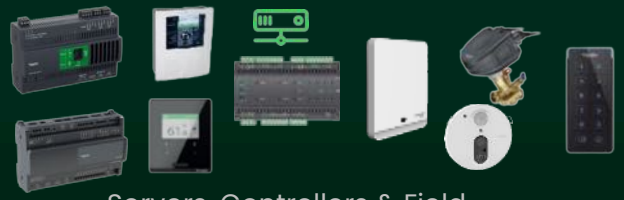
To **Natively Integrated Domains** for **Energy, Power and Building**

Unified Facility Operations Platform

Power x Building x Energy



IED's, Protection Relays, PQ equipment, RTU's, Power Meters



Servers, Controllers & Field Devices



Power, energy and WAGES metering



Medium Voltage



Low Voltage



UPS



Energy Storage



Drives



EV Charging

Digital backbone of the built environment

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Open platforms to break down silos



Open platform philosophy

Avoid proprietary lock-in with a flexible, future-ready platform. Hardware-agnostic at its core.



Broad native protocol support

Seamlessly communicate with a vast ecosystem of devices using BACnet, Modbus, LonWorks, OPC UA, and MQTT.



Limitless integration possibilities

Utilize a wide variety of APIs and an open SDK to connect with third-party systems, applications, and cloud services.

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What hardware agnostic software must deliver

Six capabilities cited consistently across ISVs, OEMs and MSIs

Vendor neutral

No lock-in to a single manufacturer ecosystem

Runs on any hardware

Consistent across devices, systems and vendors

Interoperable

Works with IT stacks, sensors and third-party systems

Open by design

BACnet, Modbus, MQTT, OPC UA and open APIs

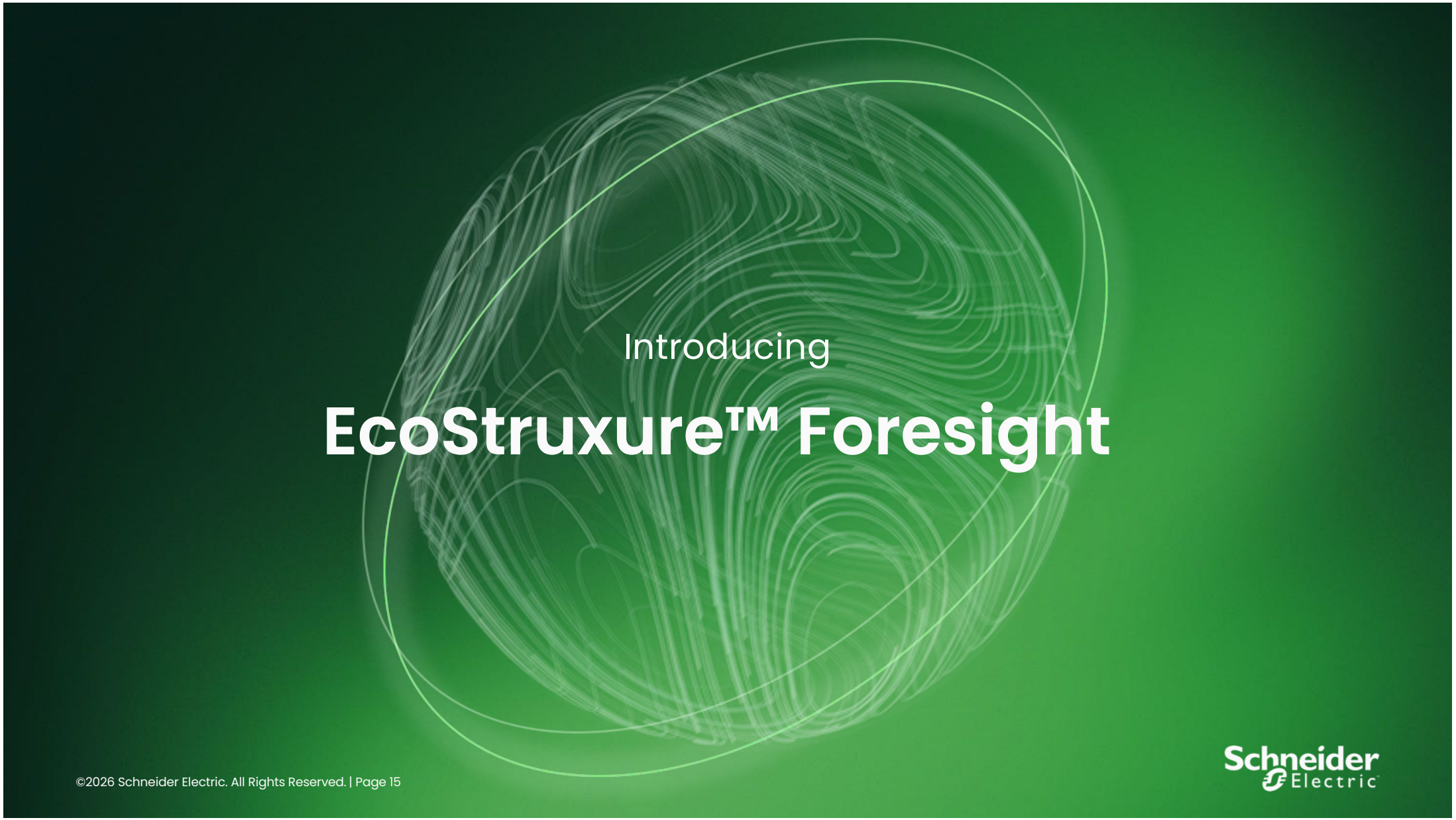
Unified operations

Foundation for monitoring, control, analytics and AI

Normalized data

Ingests and harmonizes data from heterogeneous devices

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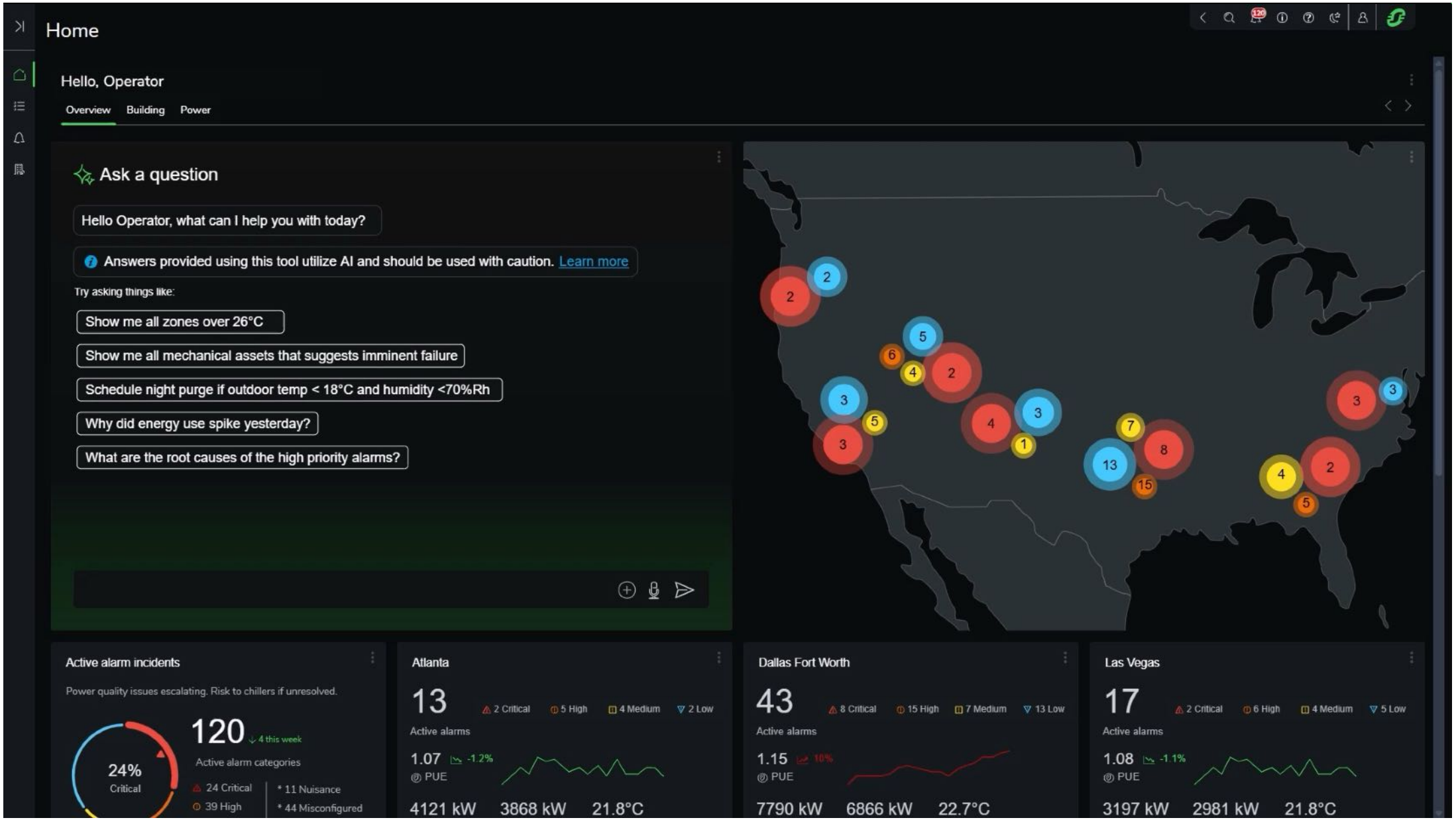
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For 30 years we digitised individual systems.

The next decade is about digitising facility operations: one open, intelligent operational environment.

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Home
Hello, Operator
Overview
Building
Power
Ask a question
Hello Operator, what can I help you with today?
Answers provided using this tool utilize AI and should be used with caution. Learn more
Try asking things like:
Show me all zones over 26°C
Show me all mechanical assets that suggests imminent failure
Schedule night purge if outdoor temp < 18°C and humidity <70%Rh
Why did energy use spike yesterday?
What are the root causes of the high priority alarms?
Active alarm incidents
Power quality issues escalating. Risk to chillers if unresolved.
24%
Critical
120
4 this week
Active alarm categories
24 Critical
39 High
* 11 Nuisance
* 44 Misconfigured
Atlanta
13
2 Critical
5 High
4 Medium
2 Low
Active alarms
1.07
-1.2%
PUE
4121 kW
3868 kW
21.8°C
Dallas Fort Worth
43
8 Critical
15 High
7 Medium
13 Low
Active alarms
1.15
10%
PUE
7790 kW
6866 kW
22.7°C
Las Vegas
17
2 Critical
6 High
4 Medium
5 Low
Active alarms
1.08
-1.1%
PUE
3197 kW
2981 kW
21.8°C

EcoStruxure™ Foresight Operation

The operations platform for the built environment



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