SUCCESS STORY

Large SI Achieves Geographic Market Expansion

Turns to IoTium for seamless, dropship, plug & play infrastructure for secure remote access; as well as one-click deployment of analytics across building portfolio

Operating out of four urban centers across the Midwestern US, the Company serves K-12 schools, colleges, healthcare facilities, event centers, industrial sites, and military bases to track, analyze, and optimize building energy use.

CHALLENGE

To optimize building operations, the Company employs SkySpark analytics platform to analyze data gathered from building sensors, automation systems, meters, and other smart devices. As the Company portfolio has grown, travel from site to site has restricted business growth. This has led to the need for a dropship plug & play infrastructure to securely remotely access the building management systems as well as remotely deploy and run analytics application across their building portfolio.

SOLUTION

The Company sought a solution that would allow them to deploy and run SkySpark remotely to any number of building locations. They chose IoTium, a fully managed infrastructure offered as-a-service. IoTium enabled the Company to securely remotely access the BMS; transport data from the BMS to a cloud-based analytics application such as SkySpark or Niagara; and wherever needed, remotely deploy and run SkySpark or Niagara at the BMS across the entire building portfolio – all with a single click.

"With ioTium, we can now manage our customer's systems remotely but also utilize all the benefits of running SkyFoundry analytics at the edge"
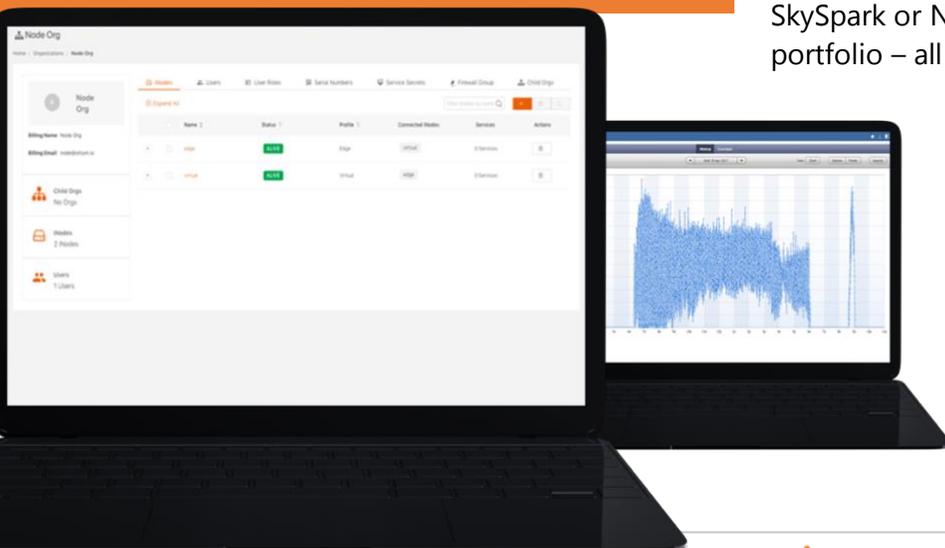
– COMPANY TECHNICAL DIRECTOR

BENEFITS

- **SECURE REMOTE ACCESS** – Secure access into BMS 200 miles away.

- **SCALABLE** – One-click deployment of SkySpark analytics across buildings portfolio.

- **SECURITY** – Complete isolation of IT network from OT network.

- **FUTURE PROOF** – Cloud managed infrastructure allows for rolling updates and automated lifecycle management.

- **RAPID DEPLOYMENT** – Plug & Play solution.

- **QUALITY & VALUE**- Industrial grade, secure, zero-touch infrastructure.

- **STOP IT BOTTLENECK**- No changes to Enterprise IT policies/firewall or usernames and passwords.

HOW THEY DID IT

Building managers often rely on outdated HVAC maintenance methods which lead to energy waste, poor air quality, and frequent equipment failure. In many cases, they are unaware of devices working out of sync (after hours, weekends, etc.). In addition, long turn-around time from building automation SIs and contractors, lead to frustration and thus result in high SIs and contractor turn-over.

The Company needed a solution to improve its turn-around time for its customers as well as expand its market share geographically without having the need to travel extensively and bear significant recurring truck-roll costs.

IoTium provided a solution that met all the Company needs, such as:

- Fully managed, drop ship, plug & play network infrastructure as-a-service to connect to any site, to any applications, anywhere.
- One-click scalable remote deployment of analytics applications to the BMS;
- Secure access to the BAS and Server
- Significant reduction in truck-roll costs

The Company plans for robust growth as geographical restraints have been completely removed. Service rollout is more agile and client satisfaction has improved. Now, more than ever, the Company can help organizations minimize energy use and improve comfort. Looking forward, the goal is to dominate the entire Midwest region in building commissioning innovation and service.