

# cohesionIB Picks ioTium to Bring Greater Intelligent to Real-Estate in an IoT-Driven Economy



Headquartered in Chicago, cohesionIB provides an intelligent building solution that combines a wide range of capabilities necessary to digitally transform legacy buildings and new buildings into modern spaces that benefit from the Internet of Things, Data Analytics, Artificial Intelligence, Cloud and Mobile technologies, and Machine Learning.



## CHALLENGE

Building owners, IT directors and engineers struggle with how to manage and maintain the many systems and applications it takes to seamlessly run a building. They often lack a practical way to converge the various systems so that they can monitor systems, perform system upgrades, and collect and analyze data. This often leads to not only more time spent in operations, higher costs, and potential downtime but also can lead to disgruntled tenants if systems are down or if they themselves have to do the heavy lifting of managing the spaces they occupy.

“If you’re looking for a solution to simplify communication in modern real estate deployments, across several different use cases, that will give you reliability, replicability, security, we don’t know why you would go anywhere else besides ioTium.”

– RICK SZCODRONSKI, CTO, COHESIONIB

When The John Buck Company, a commercial and residential real estate services company operating in Chicago, contacted cohesionIB, they were in the process of repositioning a 50 year-old building whose management systems drastically needed an upgrade and developing a new building from the ground up. The company needed to integrate its existing building management systems (BMS) in the legacy building and find a new BMS for the building under development. This meant that traditional building operations on every level needed to perform as expected, operate seamlessly, and offer innovative amenities to tenants in order to compete in Chicago’s highly competitive real estate market.

## SOLUTION

The John Buck Company needed a ready-made, cloud based, intelligent building application that could manage all the connected components in both buildings. They needed the ability to gather and share data cohesively. These systems have the ability to communicate but they don't because the components do not have the means to facilitate that communication and do not work well in parallel or together in a complimentary way.

cohesionIB sought to provide an application for the John Buck Company that would breakdown communication siloes allowing the company to collect data and generate the intelligence needed for these buildings to evolve that included the ability to respond quickly to different scenarios, changing environments and/or populations. Knowing this, cohesionIB selected IoTium to be their trusted technology partner to deliver a secure, managed cloud platform application with little to no IT dependencies. In cohesionIB's experience, it's challenging enough to work with an IT group that's well-resourced and sophisticated let alone a building management IT group that is bare bones and new to IoT technologies. Also, with IoTium, cohesionIB was able to customize its application so that it could merge the base building systems with the tenant environment into a single consolidated platform while keeping the buildings' landscapes isolated within their own networks without any security breaches.

## BENEFITS

- Enable The John Buck Company to provision, authenticate, manage and audit secure 3rd-party remote access into its buildings – all from a single pane of glass.
- Unify disparate systems into a single, secure platform within old and new buildings without ever needing to pull risers and cables, at minimal cost.
- Provide building engineers with visibility and control of physical systems like the mechanical, electrical and physical components of the building and its enterprise applications.
- Reduce CAPEX and OPEX by providing one-click provisioning in minutes eliminating layers or fixed-function devices and offering remote, cloud-based management of third-party access, respectively.

“Literally, it was minutes that we were able to stand that up which traditionally would have been a two-week timeframe.”

- Rick Szcodronski CTO, cohesionIB



## HOW THEY DID IT

The John Buck Company needed to manage more efficiently with IoT, most buildings today have fallen behind the pace of new technology. Legacy automation systems and other building management tools are disparate causing siloed networks and fixed-functionality that is not secured against breaches and attacks.

The John Buck Company's building engineers had no practical way of monitoring and managing all these disparate systems on one, secure platform. The company also knew that intense real estate competition in the Chicago market meant they had quickly find a solution to upgrade its older building and incorporate a new system for the building they were developing from the ground up.

Considering the deployment complexities like connecting multiple systems on to one platform and ensuring that the solution could be replicable, their strategy consisted of criteria that included security, third-party access to building systems, running analytics across systems and buildings, cost efficiencies, and ability to future-proof the IoT deployment.

This criteria led cohesionIB to partner with IoTium because cohesionIB knew this partnership would help strengthen its application to meet the needs of The John Buck Company. During the pilot phase, cohesionIB stood up its solution within minutes as opposed to the typical two-week deployment time without any dependency on the company's IT team.

Before IoTium, cohesionIB would often have to recycle its network once a week and reboot it. They had to do a lot manual tying of the network connection to make sure the application ran properly. Six months after deployment, the solution is operating seamlessly with no troubleshooting needed and has enjoyed zero downtime.

“We stood up a very sophisticated converged data network, meaning that it's one network satisfying the building automation and security systems, and tenant access control as well as back-office building operations like internet access, VOIP, and telephone. There's one network providing all those functions which allows us to provide a free exchange of that data in that sophisticated environment. Even with a good building partner, without IoTium, we would've had to overcome many challenges in order to deliver our application in the way our customer needed. “

– Rick Szcodronski CTO, cohesionIB

