



Automating building management in Australia

Customer success story



“Working with Software AG enables BSA to provide IoT-based technology solutions to improve the performance of our clients' facilities, a capability that strengthens our position in the building and asset management industry.”

– Roshan Gill, National Innovation Manager, BSA, APS, Automation & IoT



Customer Profile

BSA Limited (BSA) is a leading provider of asset management solutions and technical services in Australia. BSA designs, builds and maintains the assets that make Australia's buildings efficient, safe and comfortable. As part of its commitment as an indispensable partner, BSA offers building systems integration and automation, energy management, Internet of Things (IoT) and renewable energy.

New challenges

- Visibility and control in small-to-medium-sized facilities to support smarter maintenance activities
- Connect disparate sensors and devices in buildings to collect and analyze new information and find efficiencies
- Consolidate this information into a single view for customers
- Eliminate necessity for on-site integration and IT infrastructure at customer sites
- Reduce energy and maintenance costs for customers
- Obtain meaningful data to validate operational decisions
- Safety and regulatory compliance

Software AG solutions

- Cumulocity IoT
- webMethods for integration
- TrendMiner self-service industrial analytics

Key benefits

- Quick ROI with savings realized by conserving energy and optimizing assets and maintenance processes
- Access to building automation for smaller sites previously restricted by cost of entry to building management systems
- Faster go-to-market for customers with no cabling, IT infrastructure or on-site integration
- Improved site conditions
- Efficiencies in maintenance activities/costs, energy usage reductions
- Portfolio benchmarking across sites and energy project analysis
- Ease of integration with other enterprise applications
- Data-driven asset management in HVAC and fire, reducing overall costs
- Additional revenues through energy curtailment/management

Automating building management

It costs money to own, manage and maintain a building. Keeping costs under control is a key challenge for facility owners and operators.

Energy usage is a particular challenge; one-third of non-fixed operating expenses go toward keeping heating, cooling, lights and computers running. About 30% of that is wasted due to inefficiency, according to the U.S. Environmental Protection Agency (EPA).

Maintenance is also an expensive prospect. With estimates of more than \$2 per square foot on repairs and maintenance (not including labor) a 10-story, 150,000-square-foot building can cost \$300,000 per year or more.

Technology and the Internet of Things (IoT) are rapidly changing the way buildings and building systems are connected and managed while opening up building automation to a broader property market. Using an IoT platform, facility owners and operators can deploy and connect sensors, monitor and analyze the data from them, and manage them better to create energy and cost efficiencies, while making buildings welcoming and comfortable for occupants.

BSA Limited: Adding intelligence

Australian technical services contracting firm BSA Limited understands this and is redefining services and capabilities around IoT.

The firm's network of subject matter experts, multi-disciplined engineers and strategic partners is also enabling BSA to bring together the latest and best technologies available from around the world. This strong collaboration and integration of sustainability practices across the entire organization and service solutions are driving its leadership in bringing holistic smart building solutions to a diverse range of clients in the built environment.

Software AG and BSA have entered into a strategic partnership to co-develop a solution accelerator for building management in Australia. With Software AG's Cumulocity IoT platform for device management and streaming analytics and TrendMiner self-service analytics, plus webMethods.io cloud integration, BSA can connect buildings, systems and sensors.

This enables facility owners and operators to connect, monitor, analyze and control the systems in their buildings, saving money and time while creating a healthier and happier environment.



BSA will be using Cumulocity IoT in conjunction with its building management solutions for increasing operational efficiency and energy savings through technology.

By making a building a smart building, everything is equipped with IoT sensors, and the data is coordinated, managed and controlled for specific purposes. Visibility and control helps BSA and its customers to optimize energy usage and drive real operational savings.

With its deep roots in the building management market, BSA has automation teams across Australia with capability across mechatronics, electrical, mechanical and software engineering. It is an industry leader in the building and asset management space. The company's experience and market share in this sector make it an ideal partner for Software AG to deploy its IoT, analytics and integration solutions to its customers.

"Working with Software AG enables BSA to provide IoT-based technology solutions to improve the performance of our clients' facilities, a capability that strengthens our position in the building and asset management industry," said Roshan Gill, National Innovation Manager, BSA, APS, Automation & IoT.

Together BSA and Software AG offer a holistic system that utilizes powerful technology from the Software AG suite, coupled with BSA's vast knowledge of HVAC and building maintenance, to save energy and optimize operations.



Take the next step

To learn more, contact your Software AG representative or email us at:
customer_marketing@softwareag.com.
www.SoftwareAG.com/customers

ABOUT SOFTWARE AG

Software AG began its journey in 1969, the year that technology helped put a man on the moon and the software industry was born. Today our infrastructure software makes a world of living connections possible. Every day, millions of lives around the world are connected by our technologies. A fluid flow of data fuels hybrid integration and the Industrial Internet of Things. By connecting applications on the ground and in cloud, businesses, governments and humanity can instantly see opportunities, make decisions and act immediately. Software AG connects the world to keep it living and thriving. For more information, visit www.softwareag.com.

© 2020 Software AG. All rights reserved. Software AG and all Software AG products are either trademarks or registered trademarks of Software AG. Other product and company names mentioned herein may be the trademarks of their respective owners.