



PROVIDING CUTTING  
EDGE SYSTEM  
VISUALISATION, ANALYSIS  
AND OPTIMISATION TOOLS  
FOR REAL ESTATE  
PROFESSIONALS.

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ISO 9001 & 27001 Certified

# RESULTS: 3 YEARS SAVINGS



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- Circa 630,000,000 kWh
- Circa £148,000,000.00
- Circa 142,000 Tonnes of Co2

Building Type	Building Size (SQFT)	Energy Savings (kWh)	Financial Savings (£)
Commercial Office	95,175	107,827	41,574.00
Commercial Office	157,917	817,428	317,244.00
Commercial Office	188,700	85,373	49,508.00
Commercial Office	81,695	275,290	106,840.00
Commercial Office	115,026	356,924	138,522.00
Commercial Office	155,019	477,637	149,023.00
Mixed Use	227,0340	298,007	93,100.00
Commercial Office	110,360	171,202	57,628.00
Commercial Office	194,200	165,419	62,859.00

# OVERVIEW



- A MANAGED AND MEASURED APPROACH TO SUSTAINABILITY
- FOSTERING A COLLABORATIVE APPROACH
- PLOTTING A PATHWAY TO NET ZERO
- PROVIDING INSIGHTS FOR CONTINUAL OPTIMISATION
- THE DIGITAL TRANSFORMATION
- INTRODUCTION TO THE TECHNOLOGY
- ACHIEVING SUSTAINABLE TARGETS
- THE BENEFITS
- FUTURE INNOVATIONS ASSURED

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# SUSTAINABILITY

We believe that sustainability is a mindset as well as strategically evolving process that is crucial in providing future proofed workspaces.

It is our core belief that sustainability within the commercial real estate sector cannot be achieved without innovation.

Buildings are widely understood to consume upwards of 40% of the worlds energy with commercial real estate being responsible for a large proportion of this figure.

The demand for Innovative, sustainable practices in commercial real estate management is on the rise, with a marked increase in sustainability initiatives.

Pending regulatory reform such as ICMS-3 requires that asset management teams and owners respond quickly. Committing to and understanding life cycle operations is imperative to success

Changing mindsets and setting realistic emissions reduction goals requires that strategic decisions to secure the future of the real estate industry are at the forefront.

## A MANAGED AND MEASURED APPROACH



# THE COLLABORATIVE APPROACH



## Define the collaborative approach

- Implementation and development of technical solutions
- Initial system analysis
- Initial engagement
- Establishing benchmarks, operational rules and criteria
- Developing collective understandings
- Identification of system and process improvements
- Implementation of revised strategies
- Measuring results and reporting
- Ongoing engagement and strategic action and ESG planning
- Development of demand Led Maintenance strategies
- FTP/SFTP, Excel and API based data export

Reducing carbon emissions associated with Net Zero Carbon Scope 3 presents a significant challenge to the industry, this can only be met by fostering a collaborative approach to the considerable task at hand.



# THE PATHWAY TO NET ZERO



## Providing insights for continual optimisation

Recent events have highlighted the crucial role which buildings play in our lives. Asset owners are now being tasked with ensuring that systems are being operated and maintained to elevated levels of efficiency with a greater focus on enhanced energy optimisation as well as optimising carbon footprints and protecting the well-being of building occupants.

Buildings account for almost 40% of global carbon emissions, demonstrating the critical role which associated management teams will ultimately play in reducing carbon footprints as well as the potential in helping achieve a sustainable future.

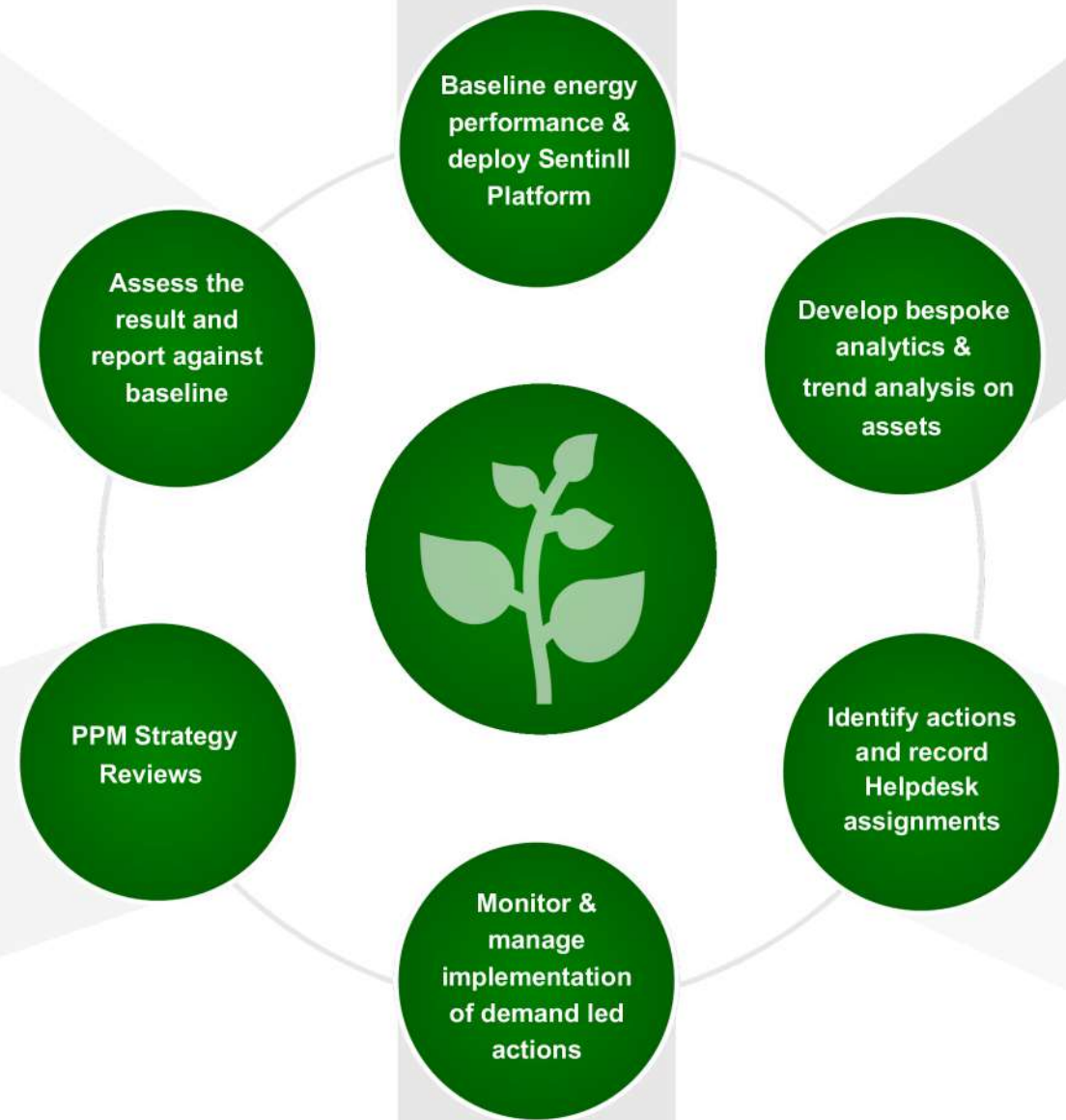
With HVAC and lighting alone accounting for more than 50% of energy use in an average commercial building, there is unparalleled potential to improve operational efficiency while saving costs. Our Smart building technology allows buildings of any scale to use existing systems more efficiently, reducing energy consumption and emissions by around 20% in typical cases.

Sentinlls technology grants complete visibility of a buildings processes, highlighting how and where resources are used most, allowing for informed decisions to be made and practice change to be adopted.

Through the use of advanced building analytics we are able to promote enhanced performance levels, providing a path towards pending industry regulation.

Facility teams will have the ability to asses sites with a consistent and scalable methodology for the implementation, analysis, identification and reporting on energy and system utilisation.

Closed loop processes can be developed, ultimately leading to optimised sustainability.





# DIGITAL TRANSFORMATION

## Bubll Smart Matrix/Sentinll Data Analytics Platform

Alternative maintenance strategies, primarily based on continual monitoring, can only be achieved through the deployment of data analytics platforms.

As a business, we identified a requirement for digitisation and have been developing advanced platforms for many years, allowing us to provide cutting edge functionality which is fully scalable.

Our installations have provided us with real world experience in developing techniques and understanding that is ultimately changing the way that the real estate industry manages properties.

BSM/Sentinll utilises open protocol technology to collect, analyse and leverage data from key areas of operation that is easily deployed across single spaces through to complex portfolios.

This technology allows users to harvest, visualise, interpret, and autonomously optimise systems, carbon footprint & occupant comfort whilst providing access to both real time and historic digital data across entire estates from a single operator pane.



## Tangible benefits

Through detailed dash boarding and trend analysis, BSM/Sentinll's Advanced, multi award winning analytics platform can report on system performance & Occupant comfort against defined requirements, allowing identification of anomalies before operational problems manifest

Predictive maintenance allows the implementation of changes or repairs to be scheduled in the early stages of asset failures, resulting in a reduction of potential downtime as well as preventing significant site disruption

Dashboards can be used to assist clients with on-going monitoring of assets, ensuring that main Key Performance Indicators (KPIs) such as Energy, Carbon Emissions, Comfort, and Maintenance are trending towards achieving holistic building efficiency benchmarks and targets

Systems can be integrated with existing CAFM platforms and data can be shared with 3rd party systems, providing homogenised views of data, allowing detailed reporting across operational



## THE TECHNOLOGY

SentinII is at the forefront of developing digital solutions, enabling new approaches to operating and maintaining properties.

This is driving a re-evaluation of the relevance for Building Engineering Services Association (B&ESA) standards, such as SFG20. We are committed to being part of enabling a future whereby maintenance strategies will combine elements of the tried and tested SFG methodology alongside innovative digital technology.



## What our clients are saying

"A collaborative approach, combined with this technology is providing us with opportunities that we were not even aware existed, the unique carbon intensity modelling along with the write functionality and scheduled performance testing & reporting, is allowing optimisation through intelligently targeted maintenance as well as on the fly tuning, which is a true game changer"

## Smart Building implementation Lead

## System Functionality

- |  |  |
|--|--|
| <ul style="list-style-type: none"> <li>• Open protocol Integration</li> <li>• Cross portfolio/site operation and visibility</li> <li>• Multi user/multi role capabilities</li> <li>• Widget base dashboards &amp; Overlays</li> <li>• Drag and drop/drop down box configuration</li> <li>• User mobile Interface and Wellbeing applications</li> <li>• Adaptive Carbon Intensity Modelling (ACIM)</li> <li>• Advanced configurable formula &amp; &amp; Edge based cascaded Queries/rules</li> <li>• Automated plant performance testing &amp; reporting</li> <li>• Remote System Adjustment Hub</li> <li>• Native Energy and Carbon reporting</li> </ul> | <ul style="list-style-type: none"> <li>• Securely encrypted Plug &amp; Play wireless sensor/actuator integration</li> <li>• Securely encrypted Plug &amp; Play</li> <li>• Edge Computing</li> <li>• Full remote system adjustment via secure cloud Interface</li> <li>• Cascade Queries with Information details</li> <li>• Chart Overlays</li> <li>• Fully configurable charting and metering interfaces</li> <li>• Autonomous system write/optimisation technology</li> <li>• Advanced Asset Management &amp; Energy/Cost Reporting and Management</li> <li>• Alarm and notification generation &amp; management</li> <li>• API /SFTP Integration &amp; Data export</li> </ul> |
|--|--|



# BUBLL COMMAND

Built on BSMs patented technology, Bubll Command offers elevated levels of customer interaction with building environments. Promote enhanced levels of occupant satisfaction and wellbeing through digital technology on a truly scalable basis. We pledge to deliver industry leading functionality at unmatched cost points. Bubll Commands, buy it once and customise it many times is set to change the Smart Building App landscape.

## BUBLL COMMAND WORKPLACE

Control your environment, engage your workplace community, offer secure and fully hands-free access to your building. Bubll Command allows streamlined control of every aspect of work activities directly from occupants own your mobile devices. Bubll Commands modular approach allows user to make defined decisions, choose from simple work ticketing through to advanced features such as HVAC, lighting control and mobile access credentials via digital wallet technology

## BUBLL COMMAND WORKFLOW

Installation & configuration is typically no more than a few simple steps.

### Create A Dedicated Secure Account

A BSM specialist will create your server account and you will receive credentials via email.

### Download The Mobile App

Download the Bubll Command App from your chosen store (available on Android and IOS).

### Enter Details

Once installed, enter your credentials and log in to the Bubll Command App.

### Enjoy The Benefits

Navigate through the digital building environment and enjoy the benefits that Bubll Commands technology offers



## Features

Do you use building automation system to optimise your buildings, let us help you! Check out our impressive features.

- HVAC/Environmental Control
- Lighting Control
- Building Information
- Room Booking (with automated plant scheduling)
- Car Park Booking
- Job Ticketing
- Building Social Media Wall
- Access control (Secure Digital Wallet)
- Wellbeing Interface
- Tenant View
- Electronic Concierge System
- Catering/Canteen functionality
- Local Amenity and Travel Information
- Documentation transmission



## HELPING ACHIEVE SUSTAINABILITY TARGETS

The Net Zero Carbon pathway is driving property owners & operators to integrate, sustainability and energy performance into asset management strategies.

A unified commitment to reducing operational carbon intensity is a collective task requiring immediate and clearly defined action plans.

The Bubl Smart Matrix technology along with our partner companies are well placed to ensure that clients are seen to be delivering pioneering services via technology, ultimately emerging as industry leaders.

The alternative to a considered and concerted effort in achieving sustainability goals is unthinkable.

Helping define a committed and sustainable approach to conservation and ESG



Improved whole building  
energy efficiency of  
existing assets by 2030



Reduced operational  
carbon intensity across  
portfolios by 2030



# BENEFITS IN DETAIL?

The results demonstrate tangible benefits in adopting and harnessing digital technology, such as:

- Reduction of OPEX.
- Rapid Return on Investment.
- Reduction on reactive calls.
- Increased longevity of HVAC systems and main plant assets through predictive analysis.
- Adoption of innovative systems and intelligence led maintenance techniques.
- Gaining Industry recognition.

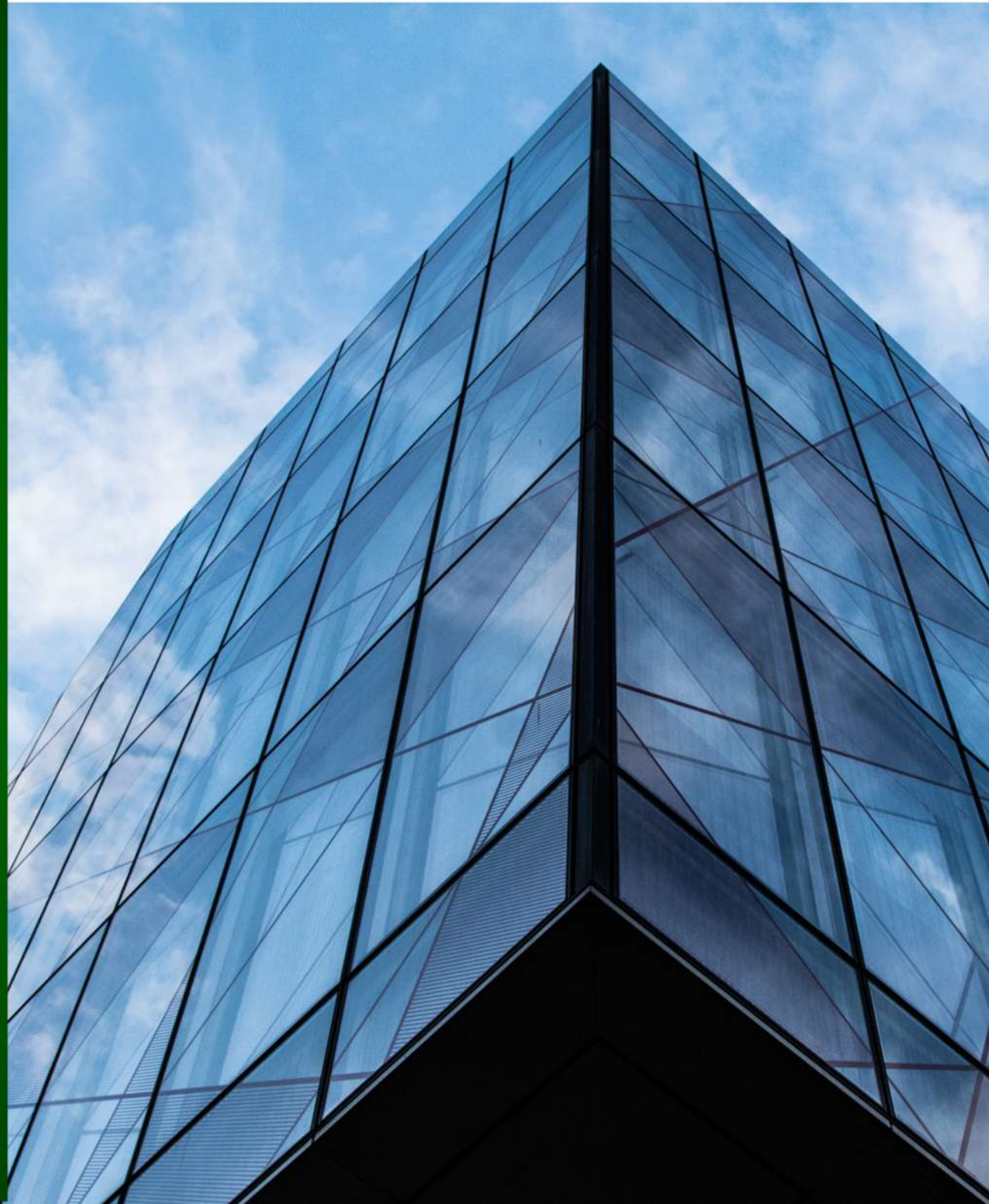
Having worked within the BMS/Smart Building sector for many years, our team understand the need for innovative solutions to meet the requirements of the various codes and tenant arrangements.

We believe that combining technology from manufacturers and industry providers will promote opportunities to advance towards technological excellence and provide “facilities of the future” today.

With the results gained from embracing smart building analytics & technology, innovative work flows and data-driven targeted maintenance techniques can be established leading to enhanced operation whilst minimising human resources.

We aim to proactively promote client initiatives in achieving sustainability goals and provide positive exposure to the Market.

Join the multi-award winning team of BSM adopters and users and drive real estate operations towards a long term sustainable future.





# A LOOK AT THE FUTURE

## AI Information Handling

Precisely search site documentation, using keywords and symbols directly from BSMs intuitive interface using generative AI technology. Find all of the answers in one single location irrespective of document formats.

## 3D Graphics

Create animated 3D Building & Plant Graphical user interfaces using BSMs native Graphics pallet, from simple floor plans to complex hydraulic systems. BSM provides the tools to create and deploy modern sleek GUIs.

## Market Expansion

BSMs home market (UK) is now considered a mature market with the platform experiencing widespread adoption as well as continued traction. BSM are now working with established partners in the following regions to expand its footprint and promote global penetration of the product:

- USA
- MIDDLE EAST
- AUSTRALIA
- INDIA
- EUROPE

# INNOVATION INTO THE FUTURE ASSURED



***"We firmly believe and are committed to a future where, maintenance activities will be demand led with a focus on optimised energy consumption, reduced maintenance costs and enhanced occupant comfort"***

The Bubl Automation Team



# DISCOVERING AND DEFINING PATHWAYS TO OPTIMISED OPERATION

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