



GUIDE · MOTHER NATURE

The Smart Building Investment Case

How to prioritize BMS, EMS and IoT investment across a facility portfolio.

IIIOT INFOTECH · RELATED SOLUTION: SMART BUILDING PLATFORM — BMS + EMS + IOT

How to think about this decision

Four questions to work through before evaluating any vendor — including us.

1. Start with the savings table, not the technology

Six initiatives have well-established savings ranges: HVAC optimization (15-30%), lighting control (20-40%), predictive maintenance (10-20%), energy optimization (10-25%), water optimization (10-15%), and asset life extension (15-25%). Prioritize based on which represents your facility's largest current spend.

2. Why unifying systems matters more than upgrading any single one

A best-in-class HVAC system and a best-in-class lighting system that don't share data can still waste energy against each other — for example, HVAC cooling a zone the lighting schedule shows is unoccupied. The unification is often worth more than either system's individual upgrade.

3. The maintenance integration question to ask any vendor

"When an alarm fires, how many manual steps happen before a technician is assigned and a work order exists?" The value of closed-loop integration is measured in reduced Mean Time To Repair — ask for that number specifically, not just "do you integrate."

4. Sequencing for a multi-building portfolio

Start with the highest-energy-spend building as a pilot, prove the HVAC and lighting savings numbers against your own utility bills, then use those real numbers to build the business case for portfolio-wide rollout.

WHERE IIIOT FITS

If you decide to move forward

Smart Building Platform is built around the framework above, not around a generic feature list.

Unified BMS Software

Alarms and events, intuitive graphics, automated scheduling, and a responsive web station accessible from any device, anywhere.

Building Advisor & Energy Expert

Actionable recommendations from system analytics, plus deep-dive analysis of facility energy performance.

Digital Twin for Buildings

A real-time virtual representation spanning building layer (floor plans, equipment), real-time layer (sensors, alarms) and analytics layer (predictive failure, energy simulation).

15-30%	20-40%	10-25%	10-20%
HVAC OPTIMIZATION SAVINGS	LIGHTING CONTROL SAVINGS	ENERGY OPTIMIZATION SAVINGS	PREDICTIVE MAINTENANCE SAVINGS

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