



# Making Buildings Smarter





## Our approach

Partnership is the cornerstone of the BMSI approach, to all of our clients. We aim to thoroughly understand specific service needs so we can tailor our offerings accordingly.

Our partnership approach, with its focus on understanding, flexibility and communication, has resulted in long-term relationships with clients across industries and throughout the UK.

## Complete Installations and Service

### BMSI provide a full suite of services:

- BEMS Service Support
- Energy Engineering
- aM&T
- Energy Controls Centre
- Sub Metering Services
- Major BEMS Installations



BMSI's innovative Energy & Controls Centre (ECC) enables us to offer an extensive suite of energy and controls services.

The range of ECC services are focused on providing a full life cycle service for our customers and creating a holistic view of the efficiency of

a customer's estate. Our core services are centred around the acquisition, analysis and presentation of data from a variety of sources, this is achieved by utilising our in house software platform MEDIC.

## Energy management made easy

Our strong regional presence enables consistent, personal assistance 24 hours a day, 365 days a year, while our substantial service facility supports some of the largest BEMS installations in the country, including projects for prestigious landmarks and FTSE 100 businesses.

Our industry-leading qualities are continually recognised with major industry awards. For example, the Building Controls Industry Association (BCIA) named BMSI Best Service and Maintenance Provider (2007, 2009 and 2011), and also honoured BMSI with the Energy Management Award (2008, 2009 and 2010). In fact, BMSI is the first company to win both awards in the same year. What's more, BMS Project Installation Team won the RBS award for training excellence in 2008.

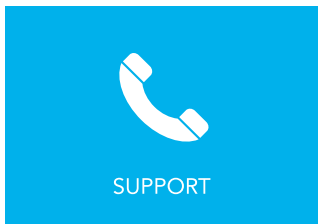
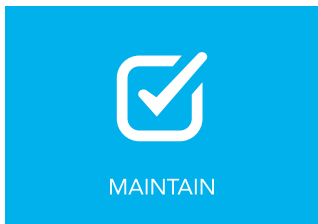
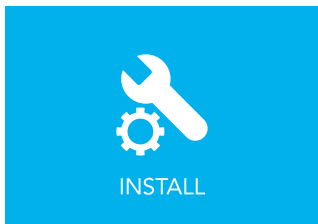
## Why BMSI?

Our teams of manufacturer-trained engineers bring decades of controls experience to you 24 hours a day, 365 days of the year. Our fully integrated energy management solution gives you easy access to a full range of products and services such as aM&T (MEDIC), Controls Bureau and BEMS.

We provide turnkey project installations from the Energy & Controls Centre (ECC) design and manufacture, electrical installation, BEMS software engineering and commissioning, through to offsite client training.

Our robust Health and Safety commitment, unparalleled client and staff retention rates and leading system manufacturer accreditation firmly support our mission to deliver top quality energy management to all our customers.

# BMSI Services



## BEMS 24hr Services & Maintenance

As a product independent partner, we support some of the largest installations in the UK



## Partners

We have full trading agreements with Schneider Electric, Trend, Cylon, Centraline, Priva, Johnson Controls and Tridium, H&S, BCIA, ESTA



## Energy Audits

Identifying and acting on energy saving opportunities will avoid the ineffective 'report after report' situation



## BEMS Control Software

Through MEDIC you can now make informed decisions on your energy use based on insight



## Training

Within our organisation we offer flexible, tailored and effective training programmes for Satchwell, Trend and TAC control systems



# Energy Efficient Service & Maintenance Solutions

Tailored, expert, cost-effective support

## Our Approach

We are highly experienced in meeting the diverse BEMS maintenance needs of clients in a broad range of sectors across the UK. In fact, maintenance and support accounts for 60% of our total business within our group.

Our approach to end user, Facilities Management and M&E clients begins with a thorough understanding of their needs. Then we continually tailor our

extensive resources and service options to fulfill those needs. This flexible approach results in higher maintenance standards, cost-effective solutions and high customer satisfaction.

It's no wonder we were voted Best Service and Maintenance Provider in 2007, 2009 and 2011 by the Building Controls Industry Association (BCIA) and won the RBS award for training excellence in 2008.

## Benefits

- Tailored, expert and cost effective support
- The right service level
- Engineering expertise
- National coverage

What can our Maintenance Services offer you?

**Savings: Reduce energy waste by 10% or more**

**Fact:** restoring an under performing BEMS to full functionality typically reduces energy consumption by 10% or more. Naturally, your plant and the equipment controlled by the BEMS will also last longer and perform better, with fewer breakdowns. As a result, your resource efficiency will improve, since your maintenance engineers can focus on optimising your system instead of 'firefighting' building environment issues.

**Confidence: Engineering expertise**

Our Maintenance Service is delivered through a large network of field engineers based across a network of regional offices, plus an established Controls Bureau support team staffed by experienced BEMS technical engineers. With these resources we can provide reactive support 24/7/365 nationwide for our entire client base. Currently our group has over 400 satisfied clients across the UK who rely on us to provide maintenance solutions for a wide variety of buildings.

**Choice: The right service level**

To ensure cost-effectiveness, as well as high quality, we can customise our service offering to any level of maintenance need. Whether you're an end user who needs only two-day visits per annum on a labour-only basis, or you operate a multi-site plc that requires comprehensive service with our ECC support, we will design a maintenance plan tailored to your needs.

**Simplicity: Integrated solutions**

You can rely on us to take full ownership of, and responsibility for, everything related to your support needs. Not only are our engineers manufacturer-trained on leading manufacturer controls, they combine proactive communication and quality control to ensure rigorous management of administrative, as well as technical, concerns.

You can expect the full support of best-in-class BEMS controls engineers, Energy Champions, the ECC, your Contract Manager and Regional Management support staff as needed.





# Energy Audit

Get the best from your BMS and reduce energy waste by 10% or more.

## Good news

Restoring an under performing BMS to full functionality typically reduces energy consumption by 10% or more. If you're experiencing poor control of your environment and energy consumption from your BMS, our BMS Healthcheck can greatly improve your environment and energy management efficiencies.

The BMS Healthcheck takes you from audit to opportunity with thorough analysis, reports and savings assessments. We'll also develop and implement an action

plan that will keep your BMS running effectively. And if you sign up for a BMS maintenance contract, your BMS Healthcheck, under some circumstances, can be free.

## How does the BMS Healthcheck make a difference?

### When your BMS is restored to its best:

- You can reduce energy consumption by 10% or more
- Your plant and the equipment controlled by the BMS will last longer and perform better, with fewer breakdowns

## Benefits

- Reduce energy by 10%
- Creates a more comfortable working environment
- Longevity of system is maximised
- Can help improve your EPC/DEC

- Your staff enjoy a more comfortable work environment, which can improve productivity and morale
- Resource efficiency improves, as maintenance engineers can focus on optimising your system instead of 'firefighting' building environment issues
- Your EPC/DEC rating may improve, as a poorly performing BMS can hurt your rating
- System longevity is maximised

## Energy audits

Our energy audits focus on identifying energy-saving opportunities. This includes benchmarking against similar facilities, analysis of energy utilisation profiles, potential energy-saving investments and advice on housekeeping improvements.

## Energy management

Our energy management specialists provide hands-on assistance with monitoring and targeting of energy usage. Our specialists can also help with spend-to-save capital project proposals, energy use awareness

campaigns, help in implementing energy-focused maintenance culture change, utility cost budgets and recharging, and more.

## Energy consultancy

In addition to providing expert energy management advice, our specialists can implement energy-saving recommendations for you. This ensures your organisation will avoid the costly, ineffective 'report after report' situation often produced by advice-only consultation.

## Independent advice

BMSI are not affiliated with any particular low carbon technology. This give us an independent approach to energy efficiency.

## Energy efficiency all the way

Now there's no reason to tolerate substandard BMS performance and maintenance. The energy savings awaiting you are substantial (even more so if your BMS is no longer fully functional) and our specialists will support you every step of the way.





## Major Project Installation

With our project solutions there's no such thing as a standard BEMS package.

### BEMS

Taking the individual approach to BEMS design, installation and support for every client has helped make us one of the UK's leading systems integrators. Furthermore, the local availability of our regional project teams ensures that you'll receive personal and consistent service throughout every BEMS project.

As an approved, independent partner for installation and support of specific leading manufacturing accreditations, we support some of the largest installations in the

country. You can count on us for everything from survey design through to implementation and training for new build projects, retrofit installations and control system upgrades – all tailored to your requirements.

### Why work with us?

We have decades of experience in delivering clients with turnkey project installations. It starts with our service and project teams getting to know your business inside-out so that they can offer you a tailored solution.

### Benefits

- Individual approach to BEMS design
- An approved independent BEMS supplier
- Engineering design and building management
- Motor Control Centre (MCC) manufacture
- On-site installation & commissioning

What's more, work with us and you'll have the same contact throughout your project to ensure a consistently good service.

Our dedicated project engineers work closely with consultants, contractors and end users so that projects are delivered on time, on budget and to your satisfaction. And you can rely on them to take full ownership of, and responsibility for, everything that the project demands.

### Engineering design & building management

Our engineering team works to the requirements of BSEN ISO 9001, producing a co-ordinated information package to enable systems to be supplied and manufactured to meet the design criteria of architects and consulting engineers.

CAD production of engineering drawings ensures uniform presentation of information to our clients and engineers, and we write turnkey software in-house to program hardware from several major suppliers, according to the individual requirements of each specification.

### More Control Centre Manufacture

We manufacture motor control centres to Form 2, 3 and 4 using brand name components. These are assembled and wired within the enclosures to previously prepared and approved design. Fault-rated busbar systems are assembled to an ASTA Certified System.

Following completion, we thoroughly test each MCC with each circuit connected to a simulation test rig to check compatibility with control software programs and temperature control devices.

### On-site electrical installation and commissioning

Our electrical installation teams provide complete supervision of the power, control and network installation, fully complying with the regulations of the Institute of Electrical Engineers.

We commission control loops using calibrated test equipment to match the plant response, and we tabulate all test results in accordance with the current guidelines of the Chartered Institute of Building Service Engineers.





# Energy & Controls Centre

Save time, money and energy  
with our ECC

## Overview

Our ECC enables constant monitoring and analysis of data from our clients' BEMS, so that system adjustments can be made remotely and instantly, any time of the day, 365 days a year. Through remote alarm monitoring, our ECC can address and respond to HVAC system issues promptly, often before our clients even know something is wrong.

The supplementary service support provided by our Bureau can also offer substantial cost saving opportunities. For example, to avoid the cost implication of a site visit, our

team of experts can often identify and rectify problems remotely, and then feed back to the client where system improvements and savings opportunities exist.

## How does our ECC work?

Our dedicated team of specialist engineers remotely oversees and manages energy conditions and systems for numerous client sites, including retail, commercial and government establishments.

We take a flexible approach that gives clients precisely the support they need, including:

- Building Energy Management System control and measurement
- Alarm response
- Energy monitoring, analysis and reporting
- Performance issue resolution and improvement

Communication is also a key focus: our robust management of call handling and follow up processes ensure that all support requests are handled in-line with agreed guidelines, and accurate records are maintained for client reporting.

***Our ECC can help you manage your building simply and more effectively***

## Carbon reduction:

ECC engineers help our clients reduce CO<sub>2</sub> emissions as well as energy costs by continuously optimising building management systems. In recognition of our carbon reduction achievements for several large clients, the Building Controls Industry Association (BCIA)

presented us with the Energy Management award on BMSI in 2008, 2009 and 2010.

## Improved employee and customer satisfaction:

Our support helps create environments that benefit both customers and staff (and ultimately produce better bottom line results for the business). Consistently comfortable, well-managed environmental conditions help improve employee effectiveness, morale and retention. They also contribute to customer satisfaction and a positive overall brand image.

## Increased control:

Our clients can rely on our ECC's team of BEMS engineers to take full ownership of, and responsibility for, everything that a project demands. Not only are our engineers manufacturer-trained on leading control systems, they combine proactive communication and quality control to ensure rigorous continuous management.



## Benefits

- Save time, money & energy
- Available 24/7 & 365 days a year
- BEMS and Energy Alarm response
- Performance issue resolution and improvement

# Re-defining Energy Management

MEDIC is a web based energy management platform that enables users to access real-time and historic environmental, BEMS and energy data. Using an interactive, browser-based user interface, MEDIC can be used to manage and analyse data, build and schedule reports and configure notifications. MEDIC has been designed with flexibility and scalability firmly in mind and as such is a suitable solution for a wide range of customers. It is capable of handling multi-site, multi-utility corporate customers as well as standalone, single site installations.

## User Defined Cockpits & Customised Dashboards

Online access to MEDIC removes the requirement to download, store and manage PC-based software or have a dedicated PC to use the package.

MEDIC is totally configurable and can contain a selection of customer charts, widgets and custom images.

### Cockpit

This aspect of MEDIC provides customisable visual, interactive display

of metering, sub-metering, renewable, weather and BEMS information.

### Dashboard

Displayed on a PC, flat screen, or through a link on a corporate website, the dashboard presents information from multi-utility metering and sub-metering points for a single site or an entire estate.

*Bringing energy data to life, the dashboard is designed to gain stakeholder buy-in.*



## Benefits

- Effective Energy Management
- Online Central Software Platform
- Energy Showcasing Dashboard
- Data Analysis and Benchmarking

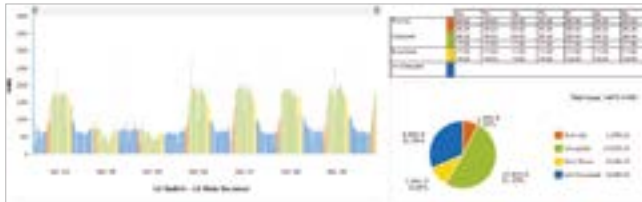


## Data Analysis and Benchmarking

The MEDIC charting tool provides all options associated with a standard aM&T package and additionally includes advanced charting functionality, giving users the ability to fully report, compare and quantify their energy data for each monitoring point, activity area or entire site.

- Business Hours
- Performance Monitor
- League Tables
- Sankey
- Carpet (Heat Maps)
- Comparison Charts
- Monthly Profile Map

**Business hour charts allow the user to identify energy usage across configurable time periods.**



**Monthly profile maps show a simple summary of the month's usage allowing easy identification of over usage.**



## Customised Reporting

Medic's Reporting Functionality is an all-in-one & intuitive tool which enables users to monitor and analyse energy, environmental and BEMS data.

The highly interactive user interface makes compiling reports on a wide spectrum of parameters simple and fast.

***MEDIC making your data more accessible and readable than ever before!***



## Core features include

- Intuitive, innovative and responsive user interface.
- Completely customisable reports – Reports can be created by compiling predefined charts, widgets and images.
- Existing excel templates can be imported into Medic and automatically populated with data at predetermined intervals.
- Export reports as Image, PDF, XLSX or CSV files.
- Report distribution can be scheduled automatically via e-mail.





## Accreditation

**“BMSI’s expertise and enthusiasm ensured we were successful in our quest to become energy efficient”**

### What our clients say...

*“BMSI’s expertise and enthusiasm ensured we were successful in our quest to become energy efficient – without the need for huge investment.”*

Alun Ottley, BAA

*“Since BMSI started working with London Luton Airport in January 2008 there has been a large improvement in AHU performance and efficiency. Working with the Carbon Trust, LLA and BMSI, we have made significant energy and CO<sub>2</sub> savings. BMSI have a desire to improve efficiency and have come up with a number of good energy-saving BEMS projects.”*

Simon Earles, General Manager  
Planning & Corporate Social  
Responsibility, London Luton Airport



### Benefits

- Accreditations second to none
- Expertise and Enthusiasm
- Award winning service

### Our accreditation is second to none

When it comes to the installation, maintenance and support of BEMS systems, we are the approved independent partners of some major names including; Trend, TAC, Schneider, Satchwell, Cylon, Honeywell, Priva and Johnson Controls. This exceptional status allows us to pass a number of benefits onto our customers such as; access to energy management services, enhanced engineering tools and extended warranties on equipment and spare parts. Our engineers also regularly attend manufacturer engineer training courses across all manufacturers.

### If you want a job well done, leave it to the experts

We are a Trend Technology Centre and many of our engineers have achieved ‘Trend Expert’ status – and as a Trend Technology Centre, we undergo an ongoing rigorous programme of Trend audits.

### So what does this high profile accreditation mean for you?

Being accredited by some of the leading names in BEMS systems ensures that we’ll continue to train our engineers to deliver the latest technological solutions to you and the highest standards of maintenance, support and service across a range of products.

### An award-winning service

Our industry-leading qualities are continually recognised with major industry awards, such as:

- The Building Controls Industry Association (BCIA) named BMSI Best Service and Maintenance Provider (2007, 2009 and 2011), and also honoured BMSI with the Energy Management Award (2008, 2009 and 2010). BMSI is the first company to win both awards in the same year
- Our Major Project Team won the RBS award for training excellence in 2008

