tosi

The fastest way to **connect, visualize** and **control** OT networks and critical infrastructure.

Case Study

ARE EXPANDS ITS SERVICES BUSINESS USING TOSI

How ARE Set the Industry Standard for Secure Building Automation

> " Tosi is a trusted brand in the building automation industry. Tosi has undoubtedly become the industry standard when considering information security in buildings.

Juha Sahlsten
Senior Service Manager
ARE

BACKGROUND

ARE is a family-owned, Finnish company with over a hundred years of experience in building services engineering. As Finland's largest building services company, it places particular emphasis on smart building technology. ARE provides complete lifecycle solutions for various properties such as offices, hotels, hospitals, or industrial plants, with services ranging from building engineering, maintenance and repair to modernization and renovation. ARE is part of the Conficap Group.

PRIORITIZING SECURE REMOTE CONNECTIONS

ARE is one of Tosi's longest-standing customers. The collaboration began in 2013 when ARE rolled out remote monitoring services and noticed a need for secure remote connections. ARE's main concern was establishing remote connections securely, without compromising the buildings' automation systems. To accomplish this, ARE turned to Finland's most trusted name in secure connections, Tosi.

IMPLEMENTATION

ARE originally deployed Tosi for secure, remote troubleshooting and programming. As the number of connected buildings grew, ARE implemented the Tosi Central Gateway networking hub, to continuously monitor building performance. Recently, ARE upgraded their network infrastructure to the Virtual Central Gateway networking hub, modernizing their infrastructure with infinitely scalable, remote capabilities.

TIME AND ECO SAVINGS

The ability to work remotely with secure network connections speeds up problem-solving and provides savings to both the end-customer and the environment. When the maintenance engineers do not need to travel to the building to trouble shoot, there is a significant impact on preventing energy loss and reduces time and energy spent commuting to the building.

EASE OF USE

Tosi easily enables a wide variety of ARE network users. The user types include on-site building employees and their partners, ARE experts, system integrators and installers, and others. In addition, ARE requires both permanent and temporary users with different access rights. Managing this is simple since the Tosi network is tightly integrated into ARE's information security and access control management systems.

> In addition to its top-notch information security, one of Tosi networks' many strengths is that it is extremely easy to implement and manage. Its ease of use from the end-user perspective is very simple, even when that user does not have extensive IT skills.

Juha Sahlsten
Senior Service Manager
ARE

THE FUTURE OF DEVELOPING SERVICE BUSINESS

At the end of 2022, ARE upgraded from the physical Central Gateway management system to the virtualized HUB within Tosi Platform. In addition to providing a more modern management system, the HUB offers new features that can be used in ARE's future service business. The partnership continues as ARE contributes to developing Tosi's operations and the ARE team is involved in the beta testing phase of the new TosiControl user interface set to launch in Q2/2023.