



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

Case Study

ROLLING OUT 100 SMART BUILDINGS IN SIX MONTHS

A Global Standardization Strategy for Secure, Scalable OT Management



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We don't do one building at a time. We figure out how to go **across the globe** and do things at an **amazing pace**.

VP of Operational Technology
Large Financial Services Company

THE CHALLENGE: STANDARDIZE ACROSS GLOBAL SITES

A major financial services company needed to deploy a scalable smart building platform to almost 100 buildings across the globe. Most were retrofits, but some were new deployments or new construction.

The company knew that regulators were assessing them on the way they had been doing asset management, which was inconsistent across the company. With hundreds of building management systems and tens of thousands of devices all managed differently, they needed to make a change. They had to apply the same policies and guidelines to all of their OT assets.

They set an aggressive timeline, partly driven by regulatory pressures, with a goal of supporting property management, construction, and facilities operations. To meet the timeline, they couldn't use a "one building at a time" approach but needed a high-speed, global standardization strategy.

TOSI SELECTED AS THE STANDARD FOR SECURE REMOTE ACCESS

The company chose the Tosi platform as the backbone of their OT network architecture and the standard for secure remote access across global sites. Remote access enables centralized management of their buildings, e.g. enabling facilities managers to look at HVAC systems or compiled data from the edge to assess energy consumption across buildings, all from a central location without having to travel.

Working closely with the client, Tosi ensures that the architecture remains secure and reliable, protecting the critical assets on the network. Because the Tosi platform is "plug-and-play," local contractors can install it without specialized networking expertise. This ease of deployment allows the company to rapidly stand up new locations and retrofit existing ones with identical configurations, regardless of geography.

KEY BUSINESS BENEFITS

- **Easy deployment:** Local contractors installing Tosi Gateways in buildings around the world do not need specialized expertise. They plug it in, grant access to the appropriate people, and it works.
- **Rapid expansion:** Tosi enables rapid installation of a standardized network architecture and secure remote access across global sites.
- **Secure, reliable network:** Tosi helps the company keep critical assets secure.
- **On-time delivery:** Tosi's simplified workflow enabled the team to meet a very aggressive six-month timeline.



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in  **tosi**