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

Case Study

ENABLING BUILDING AUTOMATION FOR 140 BUILDINGS

A private, secure network for BAS, separate from IT



> The contract we have with our customer, enabled by the Tosi Platform, is a recurring contract to maintain their network and Niagara supervisor. It's a great business opportunity for us to provide that ongoing support and really be an integrated part of their team.

Sam van Berkel
President
Watershed Technologies Inc.

THE CHALLENGE: UNRELIABLE NETWORK, UNRESPONSIVE IT DEPARTMENT

Watershed Technologies delivers science-based building management solutions, optimizing building performance in the multi-residential sector. One of their customers was running building automation across 140 buildings on a shared internal network, where BAS issues had to compete with every other IT priority.

The customer decided to move their building automation systems off the internal network entirely. They wanted a secure, private system that would be separate from their IT network. They also needed the flexibility to give their own technicians and outside vendors access to the network, and to grant and revoke remote access permissions in a timely manner.

THE SOLUTION: A PRIVATE, SECURE, PLUG AND PLAY, EASY TO SET UP NETWORK

Watershed deployed the Tosi Platform alongside a Niagara supervisor, giving the customer centralized access to all their building automation systems. The network has been very reliable, so there's not a lot of time spent troubleshooting network issues. Adding new devices is simple, and because Watershed handles both the network and building automation, the customer deals with a single vendor instead of two different organizations.

The customer has also begun integrating third-party software because the Tosi Platform makes it easy to do more with the data that the building automation system collects.

KEY BUSINESS BENEFITS FOR WATERSHED

- **Recurring revenue:** Ongoing support contract covering both the network and Niagara supervisor.
- **Reliability and trust:** A stable, secure platform has strengthened Watershed's credibility with the customer.
- **Reduced service costs:** Tosi's reliability and ease of use mean less time spent on network setup, BAS integration, and network issues.
- **Future potential:** The Tosi Platform will enable implementing additional layers of technology.



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