

# SIEMENS

Discover the strategic  
value of adopting a  
**digital service  
approach** for your  
mechanical systems



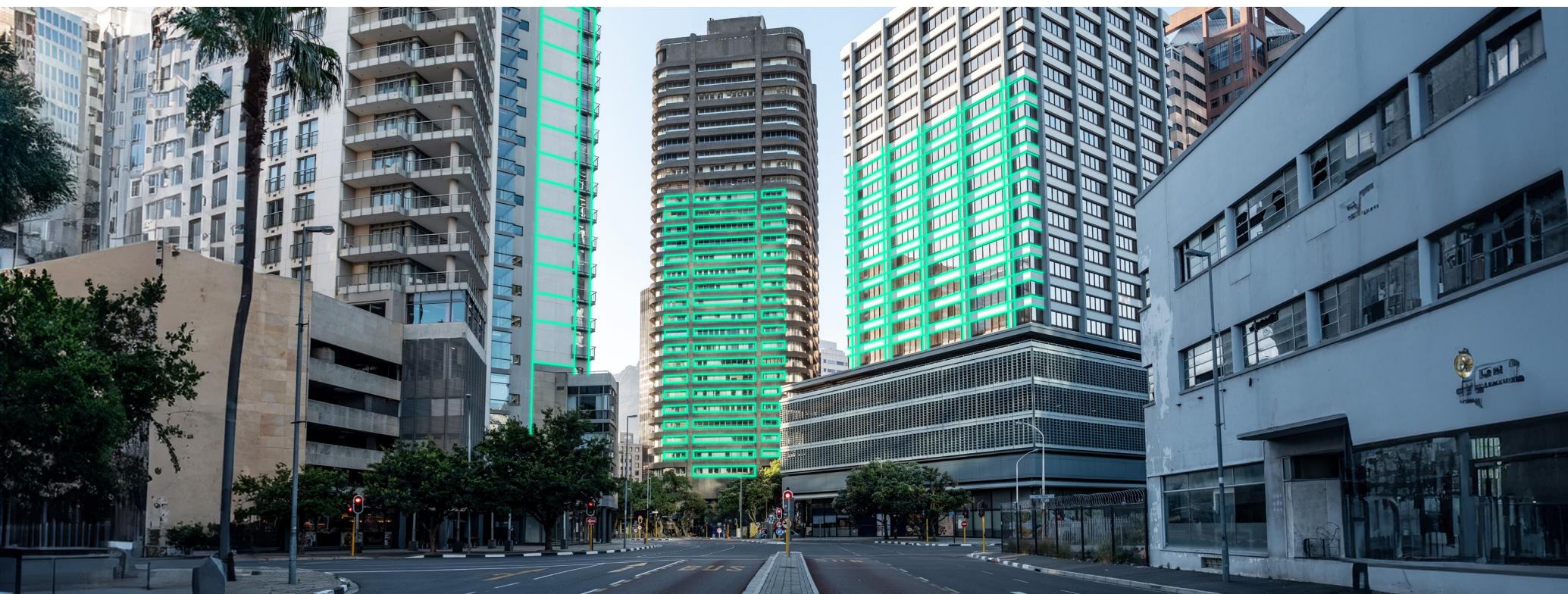
# The connection between strategic value and **digital service adoption** in mechanical services

Traditionally, mechanical services have relied on traditional approaches and recommendations from equipment manufacturers for maintenance services.

However, the world is changing, and building owners are realizing the strategic value of adopting a digital service approach in their mechanical systems. By embracing digital services, they can not only leverage data from their smart building infrastructure but also transform these insights into enhanced service delivery and optimal mechanical system performance.

Building owners are increasingly recognizing the strategic value of adopting digital services for their mechanical systems. They understand the importance of extracting maximum value from their investments in building automation and mechanical infrastructure.

Read on to learn about the **evolving pressures affecting buildings operations and improvement efforts**.



# What's changing?

Building owners today see the potential for a higher return on investment, faster achievement of business objectives, and better staff productivity. You're likely feeling the pressure in three main areas:



## Massive increase in data:

It's difficult to derive the insights you want when you're overwhelmed by the massive amount of data coming from multiple systems and the constant alarms you must manage. Many organizations struggle with manual efforts to gather and use data effectively, often in the form of spreadsheets that may or may not be reliable. Compounding the issue is the growing need for you to also become familiar with cybersecurity and IT issues.



## Resources and expertise:

More is being asked of you at the very moment when there's a skilled labor crisis, and people in the field are retiring faster than you can replace them. When your people leave, you are at risk of losing their expertise and institutional knowledge about your facilities—especially if very little is documented or digitized.



## Occupant experience & sustainability demands:

There is a growing demand for higher building experience expectations, along with the need to meet energy efficiency and carbon emission requirements. You must continually demonstrate progress to both owners and occupants, while also complying with stringent regulations. Failing to deliver on these expectations can lead to negative publicity on social media.

What's at risk if you can't respond effectively to these pressures?

**Read on.**

# What's at risk?

The truth is, the current service delivery model won't address the resource gaps you face today. What are the business risks if you can't keep pace with the changes?



## **Lack of visibility to performance insights:**

Because many of your team's activities are manual, it's hard to utilize the growing amount of data generated by systems. This makes it difficult to see across siloes and derive insights that inform consistent and correct actions. Without these links, you miss the opportunity to tie facilities to executive expectations, and you can't deliver the building experience occupants and leadership desire.



## **Overwhelmed staff:**

Chasing down alarms and addressing unexpected maintenance issues can take a toll on your staff. Despite their best efforts, they don't have the resources to be as proactive or strategic as they would like.



## **Threats to cost reduction and sustainability goals:**

Without the digital insights helping you operate and maintain your systems, your efforts become increasingly costly, complex, and time consuming. As a result, budget management and sustainability goals are more difficult to achieve which can negatively impact your reputation and company brand.

You've likely heard that a digital service approach can help you reach your strategic goals. But you're probably wondering how to get there without incurring excessive costs, risk, and business disruption.

**Read on to find out what it takes.**

# A journey of **incremental advances**

To succeed, you'll need to balance the tension between adopting a digital service strategy now and everyday practicalities. It's important to **recognize that digital is a journey of incremental advances that deliver continuous optimization.**



Link strategy to your organization's business goals, priorities, and desired outcomes.



Leverage data for insights and drive informed decision making.



Enhance the occupant experience.

The key to achieving your goals is Siemens' outcomes-based service approach, which takes a strategic and holistic view of your building service program and tracks and meets KPIs to drive your organizational objectives. You'll work with our experts as we deploy digital technologies to tailor a service program mapped to your organizational goals. With data-driven reporting, you can create transparency and accountability across four critical areas:

- Plan a service program with goal-aligned KPIs
- Optimize to make the most of the technology and infrastructure you have
- Maintain systems using data to improve your operations and performance
- Support to coach, train, and supplement your workforce

By partnering with Siemens, you'll create facilities that deliver greater value to occupants—with quantifiable impacts on concrete performance indicators. You'll address the needs of your staff by prioritizing their work, making it more effective and predictable. And, you'll meet both business and sustainability goals, enhancing your brand in the process.

**Want to learn more about how?**

**Visit us online.**

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Smart Infrastructure  
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6300 Zug  
Switzerland

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