

# OPEN INTEGRATION SAVES MONEY

## BELLMORE SCHOOLS GETS IMPROVED CONTROL AND EFFICIENCY

**“We were locked into a proprietary system that made any upgrades expensive and hard to manage. Switching to the open platform of Honeywell WEBs-N4 not only gives us more integration freedom, but it also saves us money.”**

*Joe Fiorino, Bellmore Schools, Long Island, NY*

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WEBs-N4 Case Study

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After seeing how the Bellmore School system was limited by a proprietary legacy system that made integration and expansion difficult and expensive, Long Island contractor Building Automation Solutions LLC invested significant time and effort showcasing the benefits of an open platform. By showing the school system the many integration advantages of the WEBS-N4 software platform, the contractor was able to “break the specs” and gain an install that was previously unattainable.

## The Needs

Free a school system restrained by a longstanding proprietary system that essentially shut out competitive bidding.

Illustrate the freedom and savings gained through an open solution.

Improve the school system’s building management capabilities for both convenience and energy savings.

Create a better, more integrated district-wide alarm system to improve responsiveness.

## The Solution

Breaking through the barriers of a proprietary legacy system to open up new opportunities requires two things: a drive to knock those barriers down and the right solution for when the doors do indeed open. Building Automation Solutions (BAS) was committed to helping Bellmore Schools while also gaining opportunities for more business, and it had the solution in Honeywell WEBS-N4.

“We studied quite a few building automation control solutions, and the seamless, open integration that Honeywell offers really stood out,” said John Gil, Principal for BAS. “We worked closely with the consulting engineer to show Bellmore Schools how they could improve control, gain considerable efficiency, and save a lot of money by opening up their projects to competitive bids. That in turn allowed us to bring them the WEBS solution.”

The WEBS-N4 platform allowed for integration of both new and legacy devices into one system that gives Bellmore Schools more control, a deeper understanding of their data, enhanced security and more. “For instance, they had never had remote access before,” notes Gil. “Now they can view data and get alerts right on their cellphones. No more surprises. If they lose a boiler in the middle of the night, someone can get in there with the WEBS-N4 Supervisor.”

BAS has more control, too. With the success of Bellmore Schools, they can now show other school systems the advantages of opening up more projects to open platforms and competitive bidding. As Gil says, “We invested in this district to showcase to other districts that it is possible to have an open network for their systems.”

## The Benefits

### For Bellmore Schools:

- Significant costs savings
- Simplified control of several buildings through one integrated system
- Remote monitoring and alerts
- Simplified, easier future expansion

### For BAS:

- Increased business opportunities
- Project to showcase to other schools how to break free of proprietary systems



### For more information

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01-00122 | PM | 05/19  
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