

SYMPHONY VS. DATA PLATFORM

Why Data Monitoring Alone Will Never Be Enough

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Symphony is an integrated engineering and technology solution — not just a data platform. This deck explains why that distinction is decisive.

Engineering + Technology

Symphony delivers verified, automated HVAC efficiency gains — not dashboards.

Guaranteed Outcomes

4-year payback guarantee with zero-capex procurement options available.

Zero Client Risk

Symphony absorbs performance risk entirely — data platforms cannot.

PROPRIETARY HARDWARE

Engineering Solutions vs Data Monitoring

After a Symphony installation, remaining HVAC energy savings opportunities are generally small or negligible — aside from major capital investments in new plant. This is because Symphony has already extracted virtually all available efficiency. Data platforms, by contrast, neither produce savings directly nor can the insights they provide come remotely close to what Symphony's engineering-first approach delivers.

Symphony

Automated HVAC controls driven by forensic - grade engineering algorithms. Savings are **real, measurable, and guaranteed**.

Data Platforms

Visualise performance data. Produce insights. **Cannot automate controls, cannot guarantee savings, cannot engineer outcomes.**

 Symphony is a performance engineering firm that uses data visualisation as a means of oversight — not as the end product.

GUARANTEED PERFORMANCE

A Payback Guarantee No Data Platform Can Match

Symphony guarantees a [4-year payback](#) and can offer a [zero-capex, shared savings procurement model](#). Data platforms cannot assure any level of savings — and therefore cannot produce a payback guarantee, nor can they structure a zero-capex, shared savings commercial arrangement.

4-Year Payback Guarantee

Symphony stands behind its performance with a contractual savings guarantee — fully funded by operational savings.

Zero-Capex, Shared Savings

Clients may choose a model where Symphony is paid entirely from verified savings — no upfront capital required.

Data Platforms Cannot Offer This

Without guaranteed savings, no payback period can be contractually committed. No shared savings structure is possible.

RISK TRANSFER

Zero Risk for the Client

Without a performance guarantee from a data platform, the client bears 100% of the investment performance risk. Symphony, on the other hand, provides a performance guarantee and absorbs that risk entirely – leaving zero performance risk for the client.

With a Data Platform

Client pays for the platform. Insights may or may not translate into savings. If savings don't materialise, the client carries the full financial loss. No recourse. No guarantee.

With Symphony

Symphony guarantees delivery of defined savings. If targets are not met, Symphony bears the financial consequence – not the client. Risk is fully transferred.

 Symphony's commercial model is structured so that the client's exposure is zero. This is categorically impossible for any data platform to replicate.

ALGORITHMIC INTELLIGENCE

Forensic-Grade Algorithms: Insight No Platform Can Replicate

Precision HVAC Control

Algorithms actively and automatically drive HVAC equipment to operate at peak efficiency — not just report on it.

Unique Insight Capability

Algorithm-generated indicators surface insights unavailable to any conventional data platform — enabling both HVAC and non-HVAC optimisations.

Platforms Can't Compete

Data platforms aggregate and display information. They do not engineer, control, or produce the deep algorithmic insight Symphony delivers.

Symphony produces [forensic-grade algorithms](#) that effect precise, automated HVAC controls. These algorithms generate indicators that provide [unique insight capability](#) — some of which can be automated to benefit both HVAC and non-HVAC optimisations. Data platforms neither produce engineering solutions nor generate insights of this depth.

PATENTED TECHNOLOGY

Symphony Cycle: 100% Efficient Heat Recycling

The [patented Symphony Cycle](#) is a 100% efficient HVAC heat recycling process unique to Symphony. It is central to achieving 2050 efficiency levels today. Without it, buildings continue to waste energy that could otherwise be captured and reused — an opportunity no data platform can unlock.

100% Heat Recycling

Symphony Cycle captures and reuses heat that conventional HVAC systems waste entirely — a patented and unique capability.

2050 Efficiency, Today

Cycle is the key mechanism enabling Symphony to deliver net-zero-era efficiency standards on existing legacy HVAC systems — right now.

Exclusive to Symphony

No data platform offers this capability. Without Symphony Cycle, clients continue to waste recoverable energy indefinitely.

PROPRIETARY HARDWARE

WellTech & Lite: Hardware No Equivalent Exists For

Symphony's [WellTech & Lite hardware](#) addresses HVAC efficiency challenges that no data platform can touch — and for which [no equivalent devices exist on the market](#). These are not off-the-shelf sensors or IoT devices. They are purpose-engineered components that enable efficiency gains that are otherwise unachievable.

No Market Equivalent

WellTech & Lite devices solve challenges that simply cannot be addressed through data collection alone — no comparable product exists.

IAQ & Efficiency Combined

WellTech integrates Indoor Air Quality monitoring with HVAC efficiency control — a combination that benefits both occupant wellbeing and energy performance.

Beyond Software Reach

Data platforms are software and connectivity tools. They cannot deliver the physical, hardware-level interventions that WellTech & Lite make possible.



SYMPHONY CLOUD

Algorithm-Generated Virtual Data

Symphony Cloud combines BMS, sub-metering, IoT, WellTech IAQ, and deeply generated virtual data into one complete building dataset.

BMS & Sub-Metering

Integrates granular energy data streams.

IoT & WellTech IAQ

Captures proprietary sensor data in real time.

Rich Building Dataset

Includes unique Symphony algorithm data – not just field data.

Cross-System Communication

Connects data across multiple building systems.



PLATFORM EXPANSION

One Hub for Everything: Unique Symphony and Other System Data

Being cloud-based, Symphony Cloud can expand into a single hub for building management. It can add new capabilities as demand grows.

Expandable by Design

Symphony Cloud can grow from HVAC and energy management to a full operations hub.

Full Building Management

Room bookings, work orders, and compliance can all live in one system.

Data Platforms Are at a Dead End

They cannot build hardware, develop processes, or evolve into engineering firms.

INDUSTRY RECOGNITION

Multi Award Winning: Performance That Speaks for Itself



Only HVAC tech on the
GRESB approval list



Technology validated by UNEP



1 of 11 from 3,500+ European
sustainability solutions



PwC PropTech Scale Programme



The greenest energy is
the energy we don't use.