

Beyond The Pilot: Human-Centric Autonomous Buildings Are Already Here

● **Behind The Build** | Show and Share · 1st floor | 15:25–15:45 | 

Part of Where is The Second Mover?



Daniel Sam Khabbazian
Nordic Software Sales lead
- Smart Infrastructure
Buildings, Siemens



Frida Ahlberg
Nordic Digital Enterprise
Sales Professional,
Siemens



Per Adolfsson
CEO, Algeno

Pilots prove what is possible; scaling needs platforms and collaboration

Daniel Sam Khabbazian and Frida Ahlberg (Siemens) and Per Adolfsson (Algeno) argued that a successful pilot only proves what is possible, and that the value appears when it becomes operational reality. Buildings are moving from traditional to automated, smart and autonomous operation, but adoption lags, held back by complexity, fear of vendor lock-in and analysis paralysis. The deck gave four reasons the industry gets stuck in endless pilots: the pilot as a safe alibi, silos between IT and facilities, love of technology rather than the business problem, and no scalable foundation, so a rollout across 70 properties dies of integration fatigue. Their case was autonomous heating in Bodø municipality, combining forecasts with sensor data from Siemens Building X. The closing message: technology proves what is possible, collaboration makes it scalable and platforms make it repeatable.

KEY TAKEAWAYS

- Choose a scalable foundation: a custom solution for one building rarely survives a rollout across a portfolio.
- Give someone holistic ownership across IT and facilities, or innovation dies in internal politics.
- Start from operational pain points, not buzzwords like AI or digital twins.
- Reactive maintenance costs 3–5× more than planned maintenance, according to the deck.
- Up to 50% of digital investment goes into rebuilding data lost after handover.

3–5×

cost of reactive
maintenance compared
with planned maintenance