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FOR IMMEDIATE RELEASE

## Origen FM becomes the first channel partner with Blue IoT to open up the Canadian and US markets

TORONTO, ONTARIO. – December 7, 2019 – Blue IoT is partnering with Origen FM to deliver solutions in North America that will address aging buildings' legacy automation systems, provide extraordinary automation and energy savings as part of a virtual intelligent smart building and environmental management platform (vBMS/EMS) called **Encompass Blue**.

"Origen FM is leveraging relationships with Fortune 100 companies in various vertical markets to implement a new As-A-Service model that includes facilities maintenance, energy efficiency, and asset management migrating to a smart building," says Wayne Collins, President of Origen FM Services Inc. "The right execution of strategy, operational support, and the adoption of relevant IoT technology will enable us to deliver long-term value for our clients."

Recipient of the **Australian IoT Pioneer Award 2019**, Blue IoT is a Green-Tech company that integrates smart and intelligent buildings, cities, factories and spaces with a focus on both infrastructure and people. By leveraging the Internet of Things (IoT) and disruptive technologies, major improvements and positive changes never thought possible can now be achieved for our clients and the betterment of society. Blue IoT recently received the **2019 FM Industry Award for Industry Innovation Award** from the Facility Management Association of Australia (FMA). A recent case study for the City of Greater Dandenong highlights 72% annual savings on HVAC energy consumption with 45% annualised utility bill savings. The interpretation of data by in-house experts confirms recurring returns to the triple bottom line.

As Blue IoT founder and Chief Innovation Officer, Bob Sharon says "It really is a building and environmental management system on steroids that delivers to the triple bottom line. We have an installation that gathers information gained from local sensors, takes into consideration weather forecasts from the Bureau of Meteorology as well as past indoor and outdoor temperatures, and then translates this information to the HVAC systems using artificial intelligence and machine learning." The Blue IoT smart building platform will also facilitate Predictive Maintenance measuring tri-axial vibration, machine temperature, harmonics, LUX levels, CO2 levels and other key building metrics for health and wellness, safety and OHS compliance with a focus on the user experience.

**Origen FM Services Inc.** provides asset and facilities management consulting, training, operational support, and IoT solutions in a new service model, with an increased focus on building technology developments that are impacting FMs today. The right approach, solution and outcome for the future.

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