

SMART BUILDING COSENTINI

SMART IoT SOLUTIONS FOR INTELLIGENT BUILDING SYSTEMS

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Business Development - Corvalent

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To

Cosentini

Att: Mr. Mass

Dear Mr. Mass,

I hope you are doing well. My name is Brandon Jones, and I am reaching out on behalf of Corvalent. Through our business development channel and based on our analysis of Cosentini's role as a leading engineering firm in HVAC, plumbing, lighting, and building systems design, Corvalent has prepared this introductory material to present a strategic opportunity around smart building control, interoperability, and vendor independence.

Cosentini has built a strong reputation since 1952 as a New York-based engineering firm supporting complex building environments. As smart buildings become more connected, data-driven, and automated, owners and engineering partners are increasingly looking for control platforms that are robust, universal, cost-effective, and not dependent on the roadmap, pricing model, or service structure of a single OEM provider.

Corvalent's Smart IoT Solution, powered by the CorGrid platform, is designed to address this challenge directly. It enables an agnostic control architecture that can integrate with multiple building systems, legacy infrastructure, sensors, controllers, and third-party platforms, reducing dependency on proprietary ecosystems while creating a scalable foundation for recurring service models, energy optimization, and advanced building intelligence.

We would welcome the opportunity to schedule a Discovery & Technical Alignment meeting with Cosentini to explore how CorGrid could support your smart building strategy and your clients' demand for more flexible, future-ready control systems.

Sincerely,

Brandon Jones

Business Development

CORVALENT

Cosentini is an established engineering firm headquartered in New York City, providing integrated services across HVAC, plumbing, electrical, lighting design, and building systems engineering. With approximately 300 employees and estimated annual revenue of \$57.1 million, Cosentini operates in a segment where technical credibility, design flexibility, system integration, and long-term client trust are central to competitive differentiation.

The smart building market is moving rapidly toward more connected, sensor-enabled, and data-driven environments. Deloitte describes modern smart buildings as "living systems" equipped with AI and IoT-driven capabilities that improve efficiency, effectiveness, safety, and user experience. McKinsey also notes that connected-building technologies are changing how buildings manage climate control, lighting, energy, and even

integration with distributed energy resources and smart grids.

At the same time, the industry faces a major structural challenge: vendor lock-in. Large OEM control platforms often bind customers to proprietary hardware, proprietary software, and long-term service contracts. For CEOs, building owners, developers, and engineering partners, the strategic concern is clear: why should a building's operational future depend on one vendor's roadmap, pricing, and service model?

For Cosentini, this creates a timely opportunity. By incorporating a flexible, agnostic smart building control layer into project designs and client advisory work, Cosentini can help clients regain flexibility, protect margins, own customer relationships, and build scalable recurring-revenue opportunities without being constrained by a single OEM platform.

~300

Employees - Leading NYC
Engineering Firm

\$57.1M

Estimated Annual Revenue

Since 1952

Decades of Building Systems
Expertise

SOURCES: Deloitte Smart Buildings Report 2025 - "Living Systems" Framework; McKinsey Connected Buildings Technology Review; Cosentini Associates company profile

Corvalent Overview

Corvalent is an American technology company with 32 years of experience and international presence, specialized in the development and integration of advanced IoT, AIoT, and Edge Computing solutions. Our differentiation lies in the ability to integrate hardware and software through a Technology-as-a-Service model to create intelligent ecosystems that solve complex challenges in automation, monitoring, and real-time data management.

Corvalent's solutions are designed for critical environments that require reliability, interoperability, long lifecycle support, and operational continuity. This makes our approach especially relevant for

smart buildings, industrial facilities, infrastructure, energy systems, and mission-critical environments where fragmented systems, proprietary architectures, and lack of data visibility can limit performance and increase cost.

Our CorGrid platform is structured across multiple verticals, including Smart Machines, Smart Process, Smart Building, Smart Energy, Smart Cities, and Special Projects, ensuring operational relevance, technical depth, and measurable value creation in each use case. CorGrid supports TaaS, SaaS, on-premises, or hybrid deployment models and can integrate with legacy systems and existing building ecosystems.



Corvalent Headquarters — 32 years of technology innovation in IoT, AIoT, and Edge Computing solutions

AGNOSTIC BUILDING CONTROL LAYER

Challenge: Many smart building projects are constrained by proprietary OEM platforms from major providers such as GE, Siemens, Honeywell, or other integrated building management vendors, limiting flexibility and increasing long-term costs.

CorGrid Application: CorGrid acts as an agnostic supervisory layer integrating HVAC, lighting, access control, energy meters, occupancy sensors, and other building systems into one unified operational intelligence layer.

Expected Result: Greater interoperability, reduced dependency on proprietary ecosystems, and stronger long-term service flexibility for Cosentini's clients.

VENDOR LOCK-IN REDUCTION AND CLIENT OWNERSHIP

Challenge: Building owners may become dependent on proprietary service contracts, upgrade cycles, closed software, and pricing structures controlled by a single OEM.

CorGrid Application: CorGrid enables Cosentini to offer clients a more open smart building architecture where data, dashboards, automation logic, and integration pathways are not tied exclusively to one provider.

Expected Result: Improved client satisfaction, stronger advisory positioning, higher margin protection, and future service opportunities around monitoring, analytics, and lifecycle support.

ENERGY OPTIMIZATION AND SMART FACILITIES MANAGEMENT

Challenge: Buildings face rising pressure to reduce energy costs, improve ESG performance, and optimize HVAC and lighting operations.

CorGrid Application: CorGrid integrates energy meters, HVAC data, lighting schedules, occupancy patterns, and environmental sensors into one dashboard with AI-driven rules that adjust behavior based on occupancy, weather, and energy targets.

Expected Result: Lower energy waste, better facilities performance, improved ESG reporting, and measurable reductions in operating costs.

PREDICTIVE MAINTENANCE FOR BUILDING SYSTEMS

Challenge: HVAC, pumps, lighting systems, chillers, boilers, and electrical infrastructure can generate high maintenance costs when failures are reactive rather than predictive.

CorGrid Application: CorGrid monitors equipment performance, runtime, vibration, temperature, energy consumption, fault codes, and maintenance history. The platform generates alerts before performance degradation becomes downtime.

Expected Result: Reduced unplanned maintenance, improved uptime, longer asset life, and better visibility for facility operators and building owners.

RECURRING REVENUE PLATFORM FOR ENGINEERING AND ADVISORY SERVICES

Challenge: Traditional engineering projects can be highly project-based, limiting recurring revenue after design, commissioning, or delivery phases.

CorGrid Application: By integrating CorGrid into smart building projects, Cosentini can create a platform-enabled service model for ongoing monitoring, optimization, analytics, reporting, and technical support.

Expected Result: A scalable recurring-revenue model that strengthens Cosentini's relationship with clients after project delivery, while creating continuous value through performance optimization and data-driven facility management.



Cosentini — engineering excellence in building systems across HVAC, lighting, plumbing, and smart controls

Key Technologies for Sustainability and Efficiency

IoT Energy Sensors:

Energy submeters and circuit-level monitoring provide real-time visibility into consumption patterns across HVAC, lighting, plug loads, and critical systems. This helps identify inefficiencies and prioritize energy optimization initiatives.

Occupancy and Space Utilization Sensors:

Occupancy data allows building systems to adjust HVAC, lighting, and ventilation based on actual usage instead of static schedules. This supports both cost reduction and improved occupant comfort.

AI-Based HVAC Optimization:

AI models analyze occupancy, weather, temperature, humidity, and energy demand to optimize HVAC operation. McKinsey has noted that connected buildings can enable predictive climate control and dynamic lighting adjustments to maximize energy savings.

Digital Twin and Building Performance Analytics:

Digital twin technology creates a real-time operational model of the building. Deloitte notes that AI, IoT, and digital twin technologies help align ESG goals with operational efficiency, especially as building owners face growing pressure to reduce carbon emissions and improve data accuracy.

Open Integration APIs:

Open APIs allow building owners and engineering teams to connect multiple OEM platforms, legacy systems, cloud applications, analytics tools, and reporting environments without being locked into a single vendor ecosystem.

ESG and Compliance Dashboards:

CorGrid dashboards track energy consumption, emissions-related indicators, equipment performance, comfort levels, and compliance metrics — helping clients move from fragmented reporting to real-time operational intelligence.

TECHNOLOGIES: BACnet, LonWorks, Modbus, MQTT, REST APIs, LoRaWAN, OPC-UA, AI/ML Models, Edge Computing, Digital Twin, WiFi 6

Operational Efficiency

Centralize fragmented building systems into a unified intelligence layer, improving decision-making and operational speed.

Predictive Maintenance

Real-time equipment health monitoring reduces reactive maintenance, improves uptime, and extends asset life.

Facilities Management

Manage HVAC, lighting, occupancy, and energy through customized dashboards and automated workflows.

Resource Optimization

Continuously monitor energy, water, and HVAC to reduce waste and lower operating costs across buildings.

Sustainability & ESG

Smart building data supports decarbonization, energy efficiency, and transparent ESG reporting for clients.

Vendor Independence

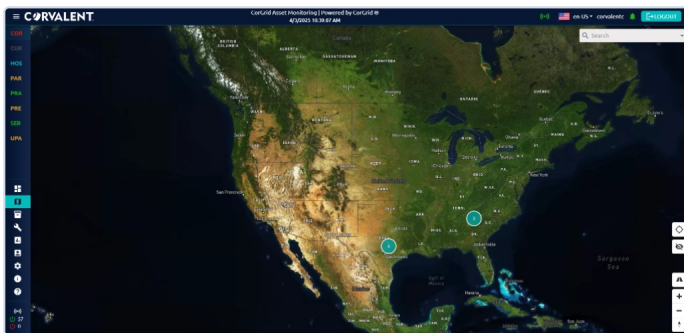
Offer clients a flexible architecture that reduces dependence on proprietary OEM hardware and service contracts.

Security & Compliance

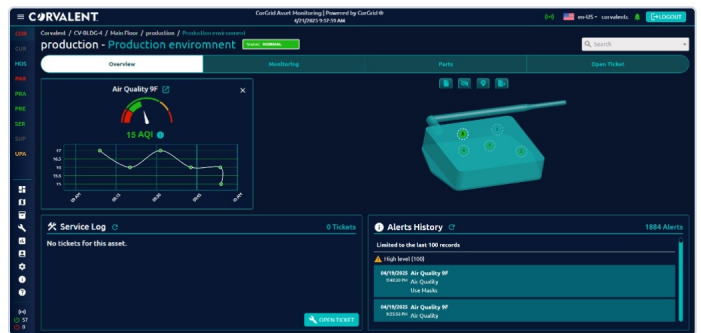
Structured data platform supports governance, auditability, and integration with compliance processes.

Recurring Revenue

Expand beyond design services into continuous smart building performance management and monitoring.



CorGrid® — real-time asset monitoring across multiple locations



CorGrid® — air quality monitoring and alerts dashboard

CorGrid is Corvalent's central IoT platform, designed as a modular, scalable, data-driven system that functions as the "brain" of our Smart Solutions. The platform enables real-time monitoring of thousands of sensors, assets, devices, and distributed operations. It supports intelligent automation based on advanced rules, AI models, and fully customizable KPI-oriented dashboards.

MODULAR AND SCALABLE ARCHITECTURE

CorGrid is structured across multiple verticals: Smart Machines, Smart Process, Smart Building, Smart Energy, Smart Cities, and Special Projects. This verticalized approach ensures operational relevance, technical depth, and measurable value creation in each use case — including Cosentini's complex building engineering environments.

FLEXIBLE AND AGNOSTIC DEPLOYMENT

CorGrid supports TaaS, SaaS, on-premises, or hybrid deployment models. It integrates with legacy systems, existing building ecosystems, BACnet, LonWorks, Modbus, and third-party platforms — making it ideal for Cosentini's diverse client portfolio across HVAC, lighting, and building management systems.

REAL-TIME INTELLIGENCE AND AUTOMATION

The platform processes real-time data from thousands of sensors and devices, applying AI models and rule-based automation to optimize building performance. Custom dashboards can be configured for different stakeholder profiles — from facility managers to building owners and executive leadership.

DATA GOVERNANCE AND LONG-TERM SCALABILITY

CorGrid provides a robust technology foundation for digital transformation, operational efficiency, data governance, cost reduction, and long-term scalability. The result is a building intelligence infrastructure that is owned by the client, not controlled by a single OEM ecosystem.

Innovation Potential and Next Steps

The move away from large proprietary control providers is not only about lowering cost. It is about helping clients regain flexibility, own their operational data, protect margins, avoid dependence on one vendor's roadmap, and create a scalable technology foundation for the next generation of smart buildings.

We believe that the convergence between Cosentini's engineering expertise and Corvalent's expertise in Smart IoT Solutions represents a concrete opportunity to evolve toward a data-driven Intelligent Building model. Together, we can explore a more open, agnostic, and cost-effective control architecture for smart buildings — enabling Cosentini to deliver greater value to clients seeking flexibility beyond traditional OEM ecosystems.

As a next step, we would like to propose a **Discovery & Technical Alignment meeting** with Cosentini, where we can explore your clients' critical operational assets in greater depth, identify quick wins, and structure a potential **Proof of Concept (PoC)** focused on interoperability, energy optimization, and vendor independence.

What would be the best day and time next week to move this conversation forward?

Brandon Jones

Business Development

CORVALENT

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