

Buildings
Simply Made
Better

Whitepaper

Securing the Future, Preserving Value

How Companies Are Turning the
Digital Transformation in Existing
Buildings Into a Strategic Success
Factor

aedifion

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Introduction

Yet another paper on the topic of digitalization? Right now, when energy costs are rising, ESG requirements are tightening, and skilled labor is in short supply, many view technology initiatives as just another headache as opposed to a genuine solution. Digitalization projects seem complex, expensive, and slow to deliver results – which is why they all too often end up at the bottom of the priority list (Handelsblatt, 2025). Yet the digital transformation of existing buildings is **one of the biggest untapped opportunities in our industry**.

Anyone treating this as a nice-to-have is missing the strategic potential. We are not talking about an abstract vision of the future, but a real, measurable impact that can be achieved today with the right technology infrastructure: **reducing operating costs, achieving ESG compliance, creating attractive work environments, and staying ahead of regulatory changes**.

This whitepaper, prepared together with leading industry partners, shows institutional owners, investors, and asset managers exactly how to **leverage digital intelligence for resilience, value protection, and stronger returns**. We focus on strategically striking the critical balance between sustainability, profitability, and regulatory compliance. We identify **key technology opportunities** across the real estate value chain and share concrete **practical examples** demonstrating the potential that can be realized today.

Our approach is comprehensive: real-time data and advanced technologies working together seamlessly in the **“digital building ecosystem”** – all orchestrated through a central cloud platform.

Dr.-Ing. Johannes Fütterer, CEO | aedifon GmbH



1. WHY

Why Do We Need the Digital Transformation in Existing Buildings?

Digitalization is the Solution, Not the Goal

Real estate has long since evolved far beyond static assets. Buildings nowadays are **dynamic, connected infrastructure** operating within an increasingly complex web of environmental demands, regulatory pressure, and economic constraints:

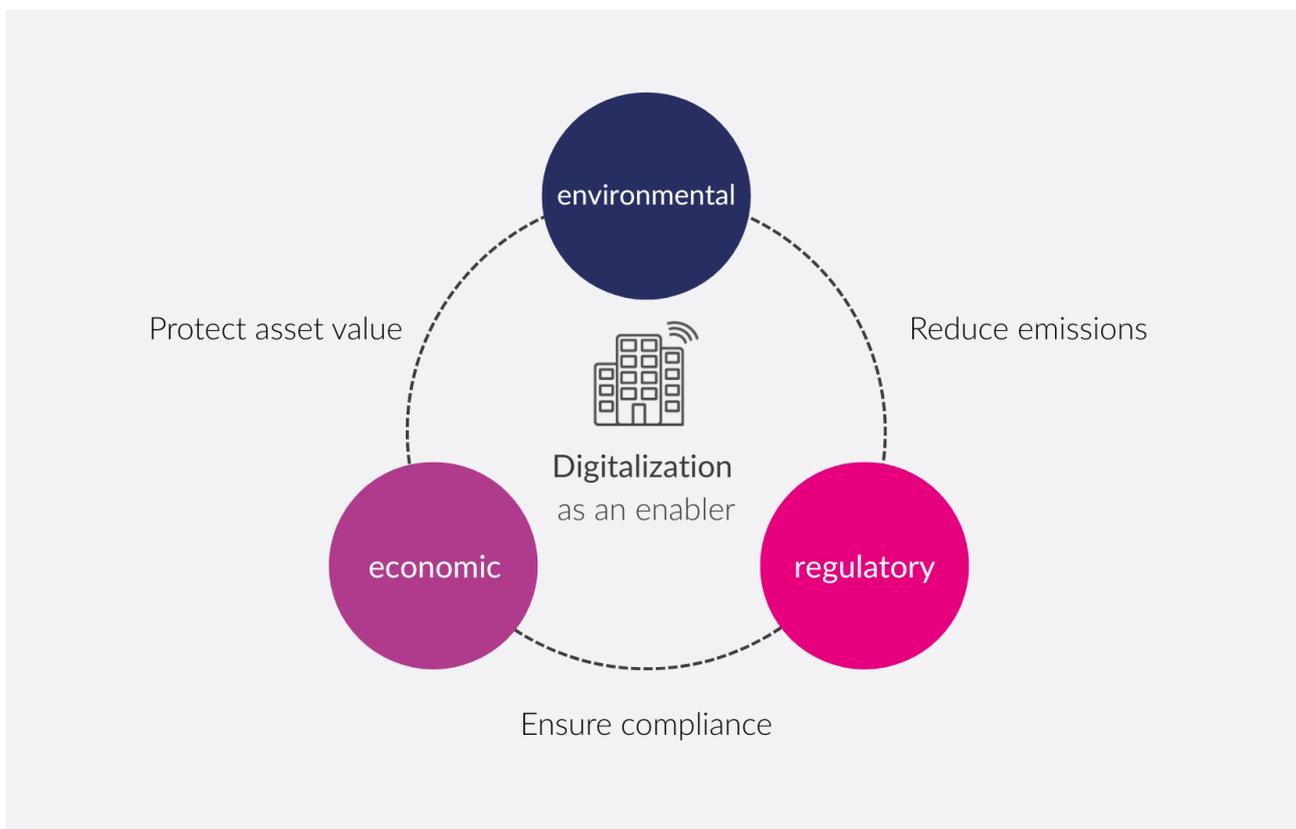


Diagram 1: The three value dimensions of digital buildings. © aedifion.

Environmental Impact: Reduce Emissions

Buildings account for roughly 36% of Europe's CO₂ emissions, with commercial and institutional properties in particular leading the way (European Commission, 2020). International climate commitments – from the **UN Agenda 2030** to the **Paris Agreement** – have long since influenced property values. Buildings with poor energy efficiency and high emissions face “brown discounts” when sold, purchased, or leased. So the “green

value” is therefore no longer optional – it is essential for avoiding stranded assets.

The challenge: Without transparency concerning energy consumption, technical systems performance, and optimization opportunities – especially in heating, ventilation, air-conditioning, and cooling (HVAC) – opportunities for improvement can neither be identified nor managed.

Buildings risk losing up to

30 %

of their value due to poor sustainability performance.

Source: Haufe (2024).

Regulatory Requirements: Ensure Compliance

Environmental demands go hand in hand with regulatory complexity. The **EU Energy Performance of Buildings Directive (EPBD)**, the **Renewable Energy Directive**, **carbon pricing**, and reporting requirements under the **EU Taxonomy** and the **Corporate Sustainability Reporting Directive (CSRD)** are reshaping the landscape for property owners.

Sustainability needs to be measurable, documented, and controllable. That's why **Article 15 of the EPBD (“Smart readiness of buildings”)** now mandates digital energy monitoring for non-residential buildings with over 290 kW combined HVAC rated capacity (effective January 2025), expanding to properties with 70 kW combined HVAC rated capacity by 2030 (European Commission, 2024). The focus is on open interfaces and manufacturer-independent communication across all building automation systems.

Since

2010

smart automation, control, and monitoring systems have been recognized in European legislation as key tools for improving energy efficiency.

Source: European Commission (2010).

Economic Performance: Protect Asset Value

What started out as a climate policy has long since become a business imperative. Real estate with strong ESG performance deliver measurably lower **operating costs**, higher **tenant appeal**, better **financing terms**, and superior **returns** (PwC, 2024). At the same time, technology, operations, and documentation requirements are intensifying, while qualified facility management professionals are becoming ever scarcer (PwC, 2025).

AI can identify and optimize inefficient processes despite growing complexity. Only when you have access to relevant data, digital system monitoring, and the ability to capture savings opportunities in real time can buildings reach their full economic potential.

32 %

of European investors are willing to pay premiums for ESG-compliant buildings – over half will pay up to 20% more.

Source: CBRE (2023).

Embedding Sustainability in Real Estate Portfolios: A Strategic Framework for Long-Term Value Preservation and Risk Mitigation

Contribution by:

Anastasia Petrova, VP Partnerships & Strategic Alliances | 

Sustainability as a Core Business Strategy

In today's evolving real estate landscape, sustainability is no longer a niche initiative—it is a **core business strategy**. Real estate portfolios that embed sustainability from the outset are better positioned to drive long-term value, enhance asset performance, and build resilience in a dynamic market. This shift requires moving beyond siloed actions and integrating sustainability as a **cross-functional, data-driven discipline** that aligns investment decisions with operational realities, sustainability regulations and investor requirements. Sustainability should not be treated as a linear process but as an integrated framework for **value creation and risk mitigation**.

Linking Sustainability to Strategic Objectives

Effective sustainability strategies begin with clear, **business-aligned goals**. Investors and asset managers are increasingly connecting sustainability with core financial outcomes, ensuring that sustainability performance supports long-term returns, asset resilience, operational efficiency and tenant satisfaction. Rather than viewing sustainability as an external demand and regulatory requirement, forward-looking stakeholders are leveraging it as a **competitive differentiator** and **long-term growth lever**. While regulatory frameworks provide guidance, they work best when embedded in daily decision-making across entire portfolios.

Building a Scalable Data Foundation

At the heart of any impactful sustainability strategy is a **strong data infrastructure**. Best practices show that building a reliable, standardized foundation for sustainability data collection—covering energy use, emissions, certifications, and social indicators—is a prerequisite for action. Whether sourced from smart meters, suppliers, or building systems, high-quality data enables **accurate benchmarking, target-setting, informed capital allocation** and **transparent performance tracking** at both the asset and portfolio level.

Sustainability as a Management Tool

While a portfolio approach provides a unified strategic direction and consistent performance benchmarks, successful implementation must be tailored to the unique characteristics of each asset. This dual lens – **portfolio coordination** with **asset-level customization** – ensures that sustainability is both scalable and grounded in commercial and operational realities. Sustainability thus becomes an active management lever. Decarbonization plans, for example, are most effective when they **reflect the specific emissions profile, retrofit potential, and lease structure of each property**. Rather than one-size-fits-all net-zero commitments, investors are increasingly pursuing phased, asset-specific pathways that align sustainability goals with financial performance.

Empowering Execution Through Stakeholder Collaboration

Real estate is an **inherently collaborative** industry. Operators, tenants, and service providers all influence sustainability outcomes. Leading investors are formalizing collaboration through data-sharing requirements, green lease clauses, and performance-based supplier engagement. This ensures that sustainability strategy is not just aspirational but implemented consistently across operations.

Finally, sustainability must be treated as a living process. With shifting regulations and market expectations, adaptability is key. Investors who build regular sustainability review cycles, scenario planning, and data-driven decision support into their governance structures are better positioned to stay ahead of both risk and opportunity.

This enables them to create portfolios that aren't just compliant, but also resilient and value-focused – ready for the requirements of today and the challenges of tomorrow.



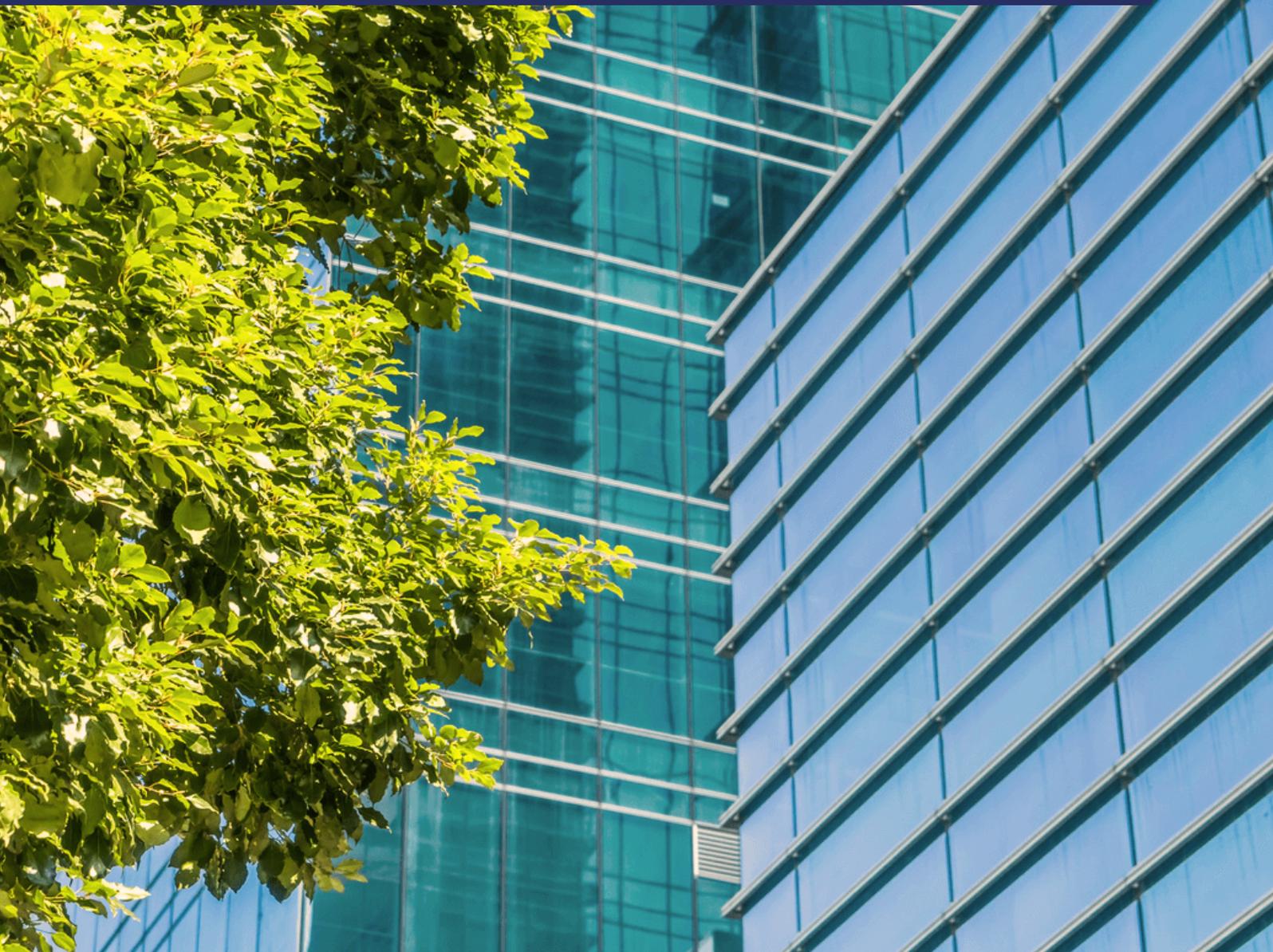
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“When sustainability is treated as an integrated business function – data-driven, strategically aligned, and implemented through collaboration – real estate players can minimize risks and maximize value.”

Anastasia Petrova
VP Partnerships & Strategic Alliances | Deepki

Key Takeaway: The Digital Transformation as an Enabler for Resilience and Value Retention

- The combination of environmental demands, regulatory requirements, and economic pressures are creating a new reality for asset management.
- In this rapidly evolving market, operational efficiency, emissions, and service provider performance must become transparent and controllable in a data-driven manner.
- The digital transformation is the key enabler that lets you refocus on what matters most in day-to-day business: responsible returns and value development.



2. WHAT

What Does the Digital Transformation in Existing Buildings Actually Involve?

Defining the Concept of “Digital Building Intelligence”

A building’s competitive edge increasingly depends on its digital sophistication. The Smart Readiness Indicator (SRI) is a key tool for assessing a building’s “digital intelligence”.



Introduced in 2018, the **Smart Readiness Indicator** is an EU-wide tool for investors, owners, and operators to systematically evaluate and compare their properties’ **digital maturity**. It measures how well a building supports **intelligent, automated, and data-driven operations** (through the likes of building automation, energy monitoring technologies, and smart HVAC systems). Currently voluntary, it may however soon become mandatory for non-residential buildings with over 290 kW combined HVAC rated capacity—similar to the digital energy monitoring requirement already in effect since 2025 (European Commission, 2024).

Beyond Smart Home Technology

Many people often assume that buildings with existing control systems or building automation are already “smart”. In practice, however, they lack the holistic view across system boundaries. The focus is not on isolated control of individual systems, but rather on **networking and interaction of technical systems** with three central objectives (European Commission, 2024a):



Optimizing Energy Efficiency

Through the likes of automated control, demand-responsive operation, and data-supported renovation decisions.



Increasing User Convenience

Through the likes of customizable indoor climate control, improved air quality, and greater operational comfort.



Promoting Integration into the Grid

Through the likes of flexible load control, active integration of renewable energies, and dynamic load balancing together with the power grid.

So the fundamental concept of the SRI goes far beyond conventional smart home gadgets. It evaluates these objectives across nine technical building areas, including HVAC, hot water, electricity, monitoring / control, and charging infrastructure. The impact on **energy efficiency, maintenance and fault prediction, comfort, energy flexibility / storage, and user information** feeds into an overall assessment, creating a score that objectively measures a building's digital maturity.

This shows that the digital transformation in existing buildings isn't a single IT project – it is a **comprehensive structural change**. So properties must evolve from being physical assets into **digital ecosystems** where systems, data, and people are connected in a smart way.

Cloud Platforms: The Core Operating System for Smart Buildings

Contribution by:

Erik Brümmendorf, Head of Partnerships | **aedifion**

The digital transformation of existing buildings means more than just automating processes or installing sensors. It requires a central infrastructure that intelligently connects all the relevant systems, stakeholders, and information. This is exactly where **cloud platforms** come into play: serving as the technical backbone and **central data hub** for real estate operations.

One Building, Multiple Solutions

Owners and asset managers often face a **multitude of specialized solutions** – from space utilization and comfort and energy optimization tools, to ESG reporting and user-specific applications like workspace apps for booking rooms and workstations. While they effectively address specific needs, they typically operate in isolation. Relevant **building data** often only exists in **fragmented** form, frequently in Excel spreadsheets **without real-time connectivity**. Without any connecting infrastructure, transparency remains limited and synergies go untapped.

Cloud Platforms Enable Collaboration

Cloud platforms centrally capture all **operating data** from technical building equipment (TBA), including the likes of energy consumption, HVAC systems, and maintenance histories. **Open communication interfaces** enable simple **“plug-and-play”** integration, even with existing systems or third-party solutions. Even older buildings can be quickly and cost-effectively integrated

through **digital retrofits**, which can usually be implemented **without making any structural changes** to the existing infrastructure, such as:

- Wireless sensors for temperature and air quality monitoring
- Controllers for regulating heating and cooling distributors
- Replacement of analog existing systems with digital automation systems

Based on the collected information, **digital twins** (virtual replicas of the physical systems) are created, establishing a **reliable database** for strategically controlling entire portfolios throughout their entire lifecycle.

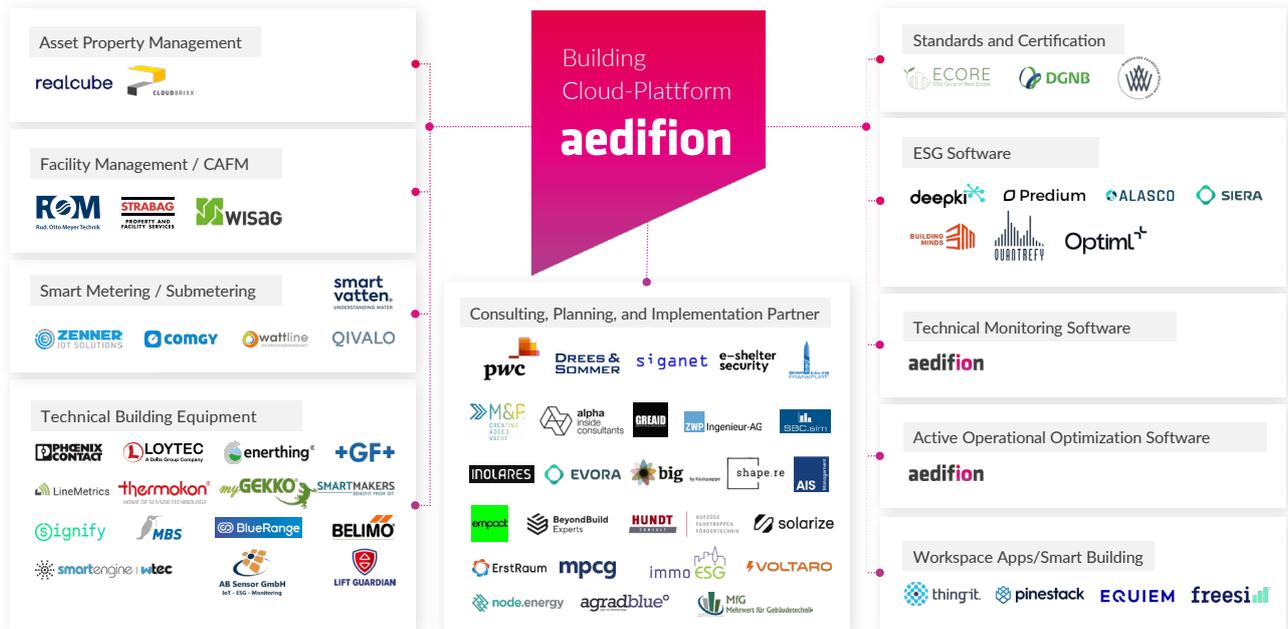


Diagram 2: The cloud platform as the central data hub in the digital building ecosystem. © aedifion.

[Click here to open image](#) ↗



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“As the heart of smart building operations, cloud platforms are the central data hub for all relevant partners in the digital building ecosystem.”

Erik Brümmendorf
Head of Partnerships | aedifion GmbH

Key Takeaway: Buildings as Digital Ecosystems

- Cloud platforms and close cooperation between software, hardware, and implementation partners form the foundation for successful asset management.
- Available solutions already address key challenges throughout the real estate lifecycle – from asset, property, and facility management, to TBA planning and consulting services and even ESG software and certifications.
- Through manufacturer-independent communication interfaces, these technologies create a powerful, integrated ecosystem with scalable benefits for operational efficiency, transparency, and portfolio management throughout the entire real estate lifecycle.

3. HOW

How Is the Digital Transformation Put Into Practice?

Digitalizing Existing Properties: Strategic Thinking for Secure Returns

Contribution by:

Dr.-Ing. Thomas Schild, Senior Manager | **DREES & SOMMER**

For asset managers, technical managers, and public property operators, digital technologies are far more than just technical resources. They are **strategic tools** that systematically capture, analyze, and transform data into actionable insights. This creates reliable foundations

for investments, operations, and development – directly impacting value appreciation, sustainability, and returns. **Three areas of application** demonstrate the potential:



1. Energy Optimization: Reducing CO₂ Emissions, Boosting Profitability

Digital energy management systems enable **precise consumption data analysis** and identify savings opportunities that would remain hidden without data transparency. **Strategic measures** don't just reduce emissions – they significantly lower energy costs while improving occupant comfort at the same time. This directly impacts returns.

Example: A 2000s-era office building achieved a **30% reduction in primary energy consumption** through digital consumption analyses and smart control systems – including CO₂ credits. A medical facility reduced **CO₂ emissions by 20%**. The ROI often comes in under 1 year!



2. Technical Building Operations: Creating Transparency, Controlling Costs

Digital building operations enable **predictive maintenance, early fault detection, and targeted resource utilization**. This cuts operating costs, increases system reliability, and minimizes risks to stable cash flow. Close cooperation with operators also creates opportunities to reduce “second rent” – a win-win-win situation for owners, operators, and users.

Example: A portfolio of 50 office and commercial buildings saw significant improvement in fault resolution through gradual upgrades to digital technology. The **number of unscheduled service calls decreased by 30%** – with a measurable impact on operating cost structure and user satisfaction.



3. User Centric Features: Increasing Appeal, Reducing Turnover

Digital services like **smart access systems, customizable room functions, and digital tenant platforms** create added value for users and increase attachment to the property. This positively affects rentability, lease duration, and ultimately property performance.

Example: A mixed-use development was digitally connected through a neighborhood app. The platform enables **resource sharing, social networking, and barrier-free use of shared infrastructure**. This resulted in higher tenant satisfaction and increased occupancy quality – and **positively impacted rental rates**.

These examples show that digitalization delivers its full added value only within a comprehensive strategy. Isolated measures fall short. Success requires holistic

consideration of sustainability criteria, economic objectives, and user needs.

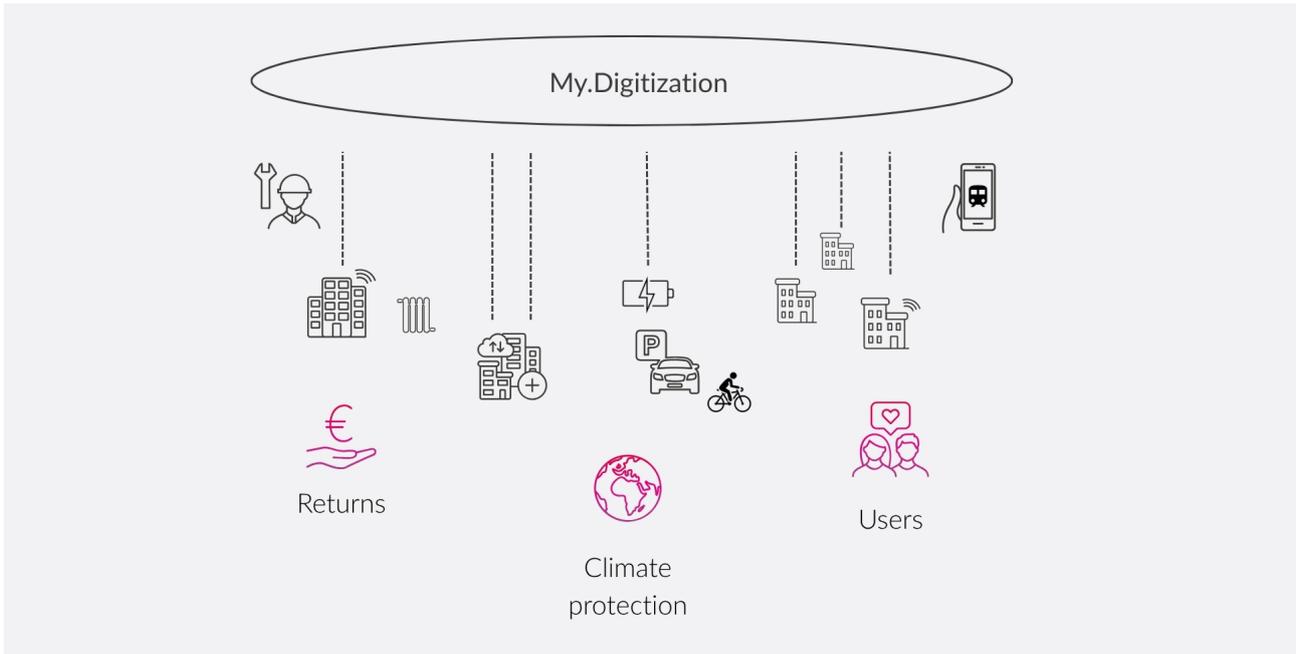


Diagram 3: Digitalization as an individual and a comprehensive strategy. © Drees & Sommer.



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“The full benefit of digitalization emerges through integration with a clear overall strategy that takes sustainability, economic efficiency, and user focus into account in equal measure.”

Dr.-Ing. Thomas Schild
Senior Manager | Drees & Sommer SE

AI-Powered Optimization of Non-residential Buildings: A Four-Step Path to Futureproof Portfolios

Contribution by:

Dr.-Ing. Johannes Fütterer, CEO | **aedifion**

To achieve climate goals and prevent value erosion, specialized providers offer smart technologies for decarbonizing and improving efficiency in existing non-residential stock. At the heart of the technology are cloud

platforms that not only serve as central hubs in building ecosystems (as described in Chapter 2), but through **artificial intelligence (AI) integration** also offer opportunities to sustainably enhance building performance.

Four Steps to Efficient Building Operations

1. Operating data from technical systems – like heating, ventilation, and air-conditioning – are **analyzed in real time**
2. The software detects malfunctions and provides **optimization recommendations**
3. Predictive algorithms **autonomously regulate operations** based on factors like weather forecasts
4. HVAC systems, photovoltaic installations, heat pumps, and energy storage systems are intelligently **connected to the electricity market**. Electricity is autonomously purchased, used, or stored based on market prices and self-generation.

Up to

40 %

savings can be made in terms of energy consumption, operating costs, and CO₂ emissions through using AI in buildings.

Source: aedifion (2025).

Scalability and Flexibility as Basic Requirements

When selecting a software solution, it should be ensured the cloud platform can **scale** across any portfolio, regardless of asset class, age, digitalization level, or building count. **High flexibility** is equally important, so that solutions can easily adapt to changes like tenant turnover, repurposing, or new legal requirements. The software should also enable **manufacturer-independent exchange of information** with other providers. Through cooperation among various specialized providers, **mixed portfolios** – including both non-residential and residential buildings – can be comprehensively and digitally optimized too. The following guest contribution places special focus on residential buildings.

In most cases, the **license fees** for operating cloud platforms **can be allocated to tenants**. The savings achieved typically exceed the allocation by far, ensuring that tenants experience **no financial disadvantages**. AI-based operational optimization thus becomes a strategic lever for long-term competitiveness.

The Benefits at a Glance



Total transparency and complete control over the real estate portfolio and service providers



Enhanced “green value” through improved energy efficiency and reduced carbon footprint



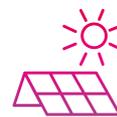
Solid foundation for ESG reporting and renovation decisions



Stable returns through higher building performance and satisfied tenants and investors



Regulatory compliance for existing buildings (Article 15 of the EPBD, Section 71a of the German Buildings Energy Act (GEG))



Energy procurement flexibility as a foundation for the electricity-based heating revolution

€24 800

in annual operating cost savings achieved by Cologne's "Kaiserhof" office building through AI-based operational optimization using aedifion's cloud platform.

Source: aedifion, Art-Invest Real Estate (2024).



Diagram 4: Kaiserhof in Cologne. © Art-Invest Real Estate



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“Most buildings that will be in use in 2050 already exist today. The existing stock is therefore a crucial lever for effectively achieving both climate targets and return goals.”

Dr.-Ing. Johannes Fütterer
CEO | aedifion GmbH

Digital Heating Optimization: Paving the Way to Carbon-Neutral Residential Portfolios

Contribution by:

Paul Hock, CEO |  GreenFusion

Rising CO₂ prices, legislation like the German Buildings Energy Act (GEG), and growing decarbonization pressure require a fresh mindset in the **housing sector** too. For owners nowadays, it's not just about cutting costs

– it's about positioning their portfolio as attractive and futureproof in the long term. This often starts in the boiler room with intelligent system digitalization.

Boosting Existing Asset Value Today

Every sustainable strategy starts with what you already have. Specialized software providers digitalize heating systems – from gas and district heating to heat pumps. This creates a **solid database**, providing oversight and **control**. Building on this foundation, system operations are optimized using artificial intelligence and the expertise of experienced engineers: energy consumption and CO₂ emissions decrease, operating costs drop, and legal requirements are met. This perfectly exploits the potential of existing systems. Reduced heating system consumption often leads to improved energy efficiency ratings.

Digitalization: The Foundation for the Heat Pump Transition

The most important aspect of digitalization is its role in transitioning to renewable energies:

- Instead of relying on estimates, systems like **heat pumps** can be **planned more accurately** using real consumption data, **avoiding costly mistakes**. Digitalization makes the change predictable and secure.
- By optimizing existing systems, residential buildings can be brought into a heat pump-ready condition – **without any need for expensive insulation measures**.

The Economical Way to Control Sector Coupling

The **future of heat supply** involves photovoltaic installations, heat pumps, storage solutions, and more besides working together. Software solutions ensure cost-effective system operation, optimum use of self-generated solar power, and integration of dynamic electricity tariffs.

With its Energy Savings Pilot, Green Fusion is already combining efficiency improvements with the capability to safely and profitably guide the transition to renewable energies. This makes the carbon-neutral building stock not just **environmentally friendly**, but **economically attractive** too – both now and with effect for the future.

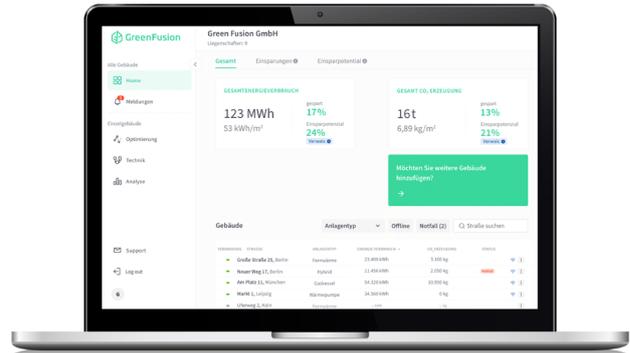
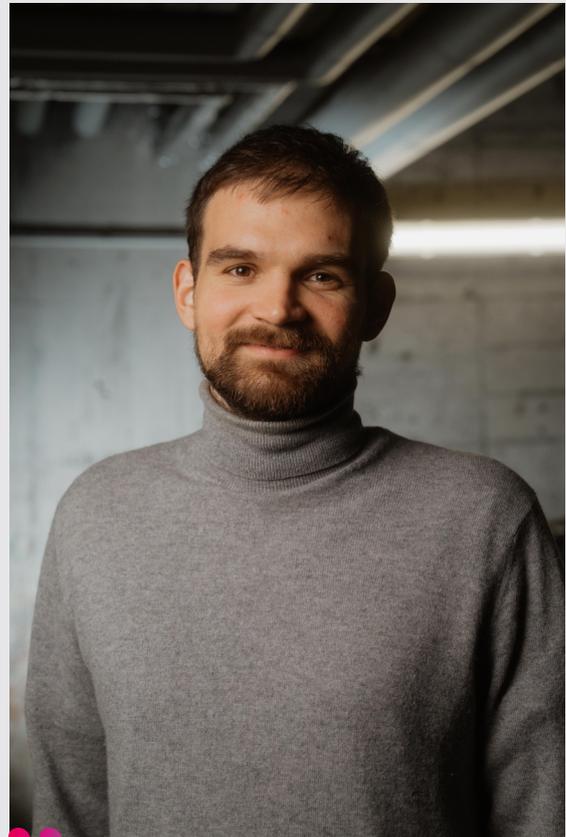


Diagram 5: The Energy Saving Pilot dashboard, where all the properties are listed. Malfunctions are immediately visible. © Green Fusion.



“Digital heating optimization does not just improve buildings’ energy efficiency. It paves the way for an economical transition to renewable energies too.”

Paul Hock
CEO | Green Fusion GmbH

Digital Efficiency in Building Operations: Meeting Operator Obligations While Protecting Asset Value

Contribution by:

Dave Gebauer, CEO | 

The Challenge

Building operations face high labor requirements, rising costs, and increasing shortages of skilled workers. At the same time, owners and users are demanding maximum **quality**, **availability**, and **transparency**. Without digitalization, this often creates inefficient structures and high fixed costs.

The Solution

Using Hamburg's Hammerbrooklyn project as an example, ROM Technik GmbH is demonstrating how digitalization is transforming building operations:

Staff optimization without quality loss: Digital control centers and remote monitoring reduce on-site staff needs – achieving savings of around 30%. Operating staff are deployed exactly where actually needed.

Transparent operating data: Consumption and system states are visible and remotely accessible at any time. This enables identification of optimization opportunities at an early stage.

Proactive fault resolution: Systems report faults automatically. The operating staff receive targeted guidance and can efficiently solve problems before failures occur.

Quality assurance through monitoring: An independent monitoring department oversees ticket processing, maintains documentation, and ensures consistent completion.

Action instead of reaction: Digitalization enables predictive operations, significantly increasing system availability and user satisfaction.

Added Value for Owners and Operators



Cost-cutting through lower staffing requirements and optimized operations management



Sustainability and transparency through continuous monitoring and optimized consumption data



Relief in the skilled labor shortage through efficient resource deployment



Satisfied tenants through short response times and high service quality



Increased system availability through proactive control and maintenance

Conclusion

The Hammerbrooklyn project demonstrates how smart digitalization of building operations processes can **cut costs, ensure quality, and address the challenges of the skilled labor shortage**. For owners and asset mana-

gers, this not only makes technical building operations more efficient, but also makes assets more resilient and futureproof in the long term.



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“Digitalization in technical facility management is not an option, but a prerequisite for transparent and efficient building operations.”

Dave Gebauer
CEO | ROM Facility Solutions GmbH

Digital Facility Management: A Lever for Economic Efficiency and Sustainability

Commentary by:

Matthias Mosig, Head of the Digitalization Working Group | [gefma](#)

“The key lever for **sustainability, cost efficiency, and satisfied users or tenants** lies in digitalizing building operations – where complex processes and information needs offer genuine potential to improve efficiency.

Digital FM solutions need stronger **platform-based** and **IoT-based** approaches. **Optimization based on consumption data** directly impacts external costs (e.g. energy costs), while status information makes investment costs assessable and manageable. AI-supported analysis enables **proactive control instead of reactive problem-solving**. This improves service quality, cuts costs, and relieves the strain on teams of operators.

The key is that owners and service providers jointly implement **integrated digital solutions** and **continuous data flows**, integrate them into operator processes, and shape change as industry pioneers.”



Site-Wide Energy Optimization: How a Centralized Energy Manager Creates Long-Lasting Synergy Effects

Contribution by:

Sebastian Palmer, Building Technologies Director | 

Generating, distributing, and consuming energy: this **comprehensive, interconnected energy system triad** provides energy at the right time, exactly where it is needed. **Smart sector coupling** based on renewable energy is absolutely essential for this. Such concepts form the foundation of the **All Electric Society's** vision of the future, encompassing **electrification and**

automation of energy, industry, infrastructure, and mobility. With electrical engineering, electronics, and automation components and systems, specialized providers offer solutions that create sustainable synergy effects. **Building automation** acts as a central energy manager by charging internal battery storage systems to smooth peak loads.

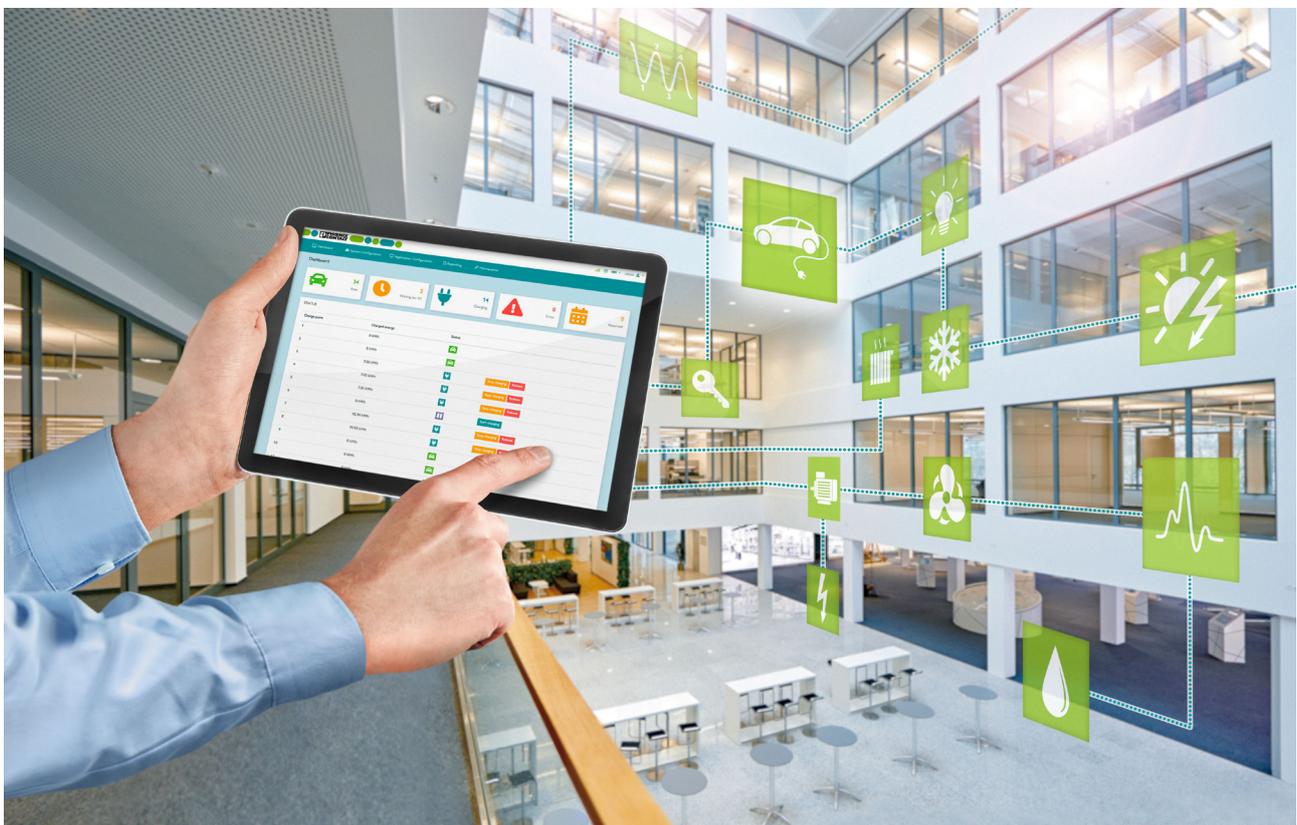


Diagram 6: Emalytics provides a solution for centrally managing and optimizing the integration of different sectors. © Phoenix Contact.

Standardized Data Point Provision

Data provides the foundation for automation and networking. An open IoT framework is necessary here to utilize data interfaces and harmonized data formats that standardize **communication between traditional building technology and production machinery**, enabling energy optimization not just for traditional commercial buildings like offices, but entire manufacturing sites too. Phoenix Contact uses the “Emalytics Automation”

building management system, which brings data into a uniform format and stores it in the cloud. This enables efficient operation integrating building management, production, e-fleets, and battery storage systems – all powered by self-generated energy. The required energy can come from local grids, cooperatively financed wind farms, or ideally from dedicated photovoltaic installations.

Temporal Decoupling of Energy Supply and Demand Through Energy Storage

Sector coupling involves distributing and storing self-generated energy, plus early buffering of conventionally generated energy as backup strategy. High availability at acceptable costs is achieved through strategically purchasing affordable electricity, coupling properties with energy storage systems, and effective peak load management. This enables **economical kWh pricing with high energy demand**. Electricity should be purchased when self-generated energy is insufficient and conventional energy is affordably available. This involves temporally decoupling supply and demand, as is also applicable to wind turbines and photovoltaic installations. Energy storage allows nighttime use of excess energy, saving state compensation costs and enabling older wind farms to take part in primary control reserve markets.

Smart Digitalization of Local Grid Stations

Buildings' energy-related interrelationships are closely connected with larger **energy systems**. The energy supply must take into account the requirements of the many decentralized grid participants. Renewable energies irregularly burden grids and create fluctuating yield loads, requiring increased intelligence. Phoenix Contact offers solutions here too, with the Eanalytics building management system for **digitalizing local grid stations**, avoiding grid fluctuations through enhanced transparency and oversight while quickly remedying faults. This secures the energy supply for industry and the population.



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“Sector coupling and smart use of building automation are crucial for operating individual buildings and entire properties both economically and in an ecologically sustainable manner. Digitalization is the key to transitioning to the All Electric Society.”

Sebastian Palmer
Building Technologies Director | PHOENIX CONTACT
Deutschland GmbH

Conclusion

The presented practical examples clearly demonstrate that digitalization is not an end in itself – it delivers concrete **business, environmental, and regulatory added value**. Success requires a **comprehensive** approach that intelligently connects data, systems, and stakeholders – ideally through a central cloud platform as a digital backbone. The necessary solutions for this already exist today and can be implemented in practice immediately.

At the same time, we need a fundamental paradigm shift: moving away from the short-term focus on pure investment costs **toward a comprehensive lifecycle cost perspective**. Only when investments in digitalization are evaluated in the context of the long-term effects they have on efficiency, value development, and risk minimization do they reach their full potential and become genuine strategic success factors.

About aedifion

At aedifion, we operate Germany's leading software solution for building operations optimization. At the heart of our technology is our AI-based cloud platform, which enables asset managers and owners to cut their portfolios' energy consumption, CO₂ emissions, and operating costs by up to 40%.

Our plug-and-play solution captures operating data in real time, automatically detects malfunctions, and provides concrete recommendations

for more efficient, sustainable operations. Additionally, our dynamic electricity cost optimization solution enables smart building-to-energy market connections with automatic electricity procurement control from the grid or self-generation based on current electricity pricing.

This transforms buildings into active energy transition components – safeguarding their environmental and economic value in the long term.

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- [Get to know us](#) or contact us directly: contact@aedifion.com

Digitalization Thrives on Partnership

We firmly believe that transformation in the real estate industry will succeed only through strong networks where everyone contributes their own unique expertise. We would therefore like to ex-

tend our sincere thanks to the following companies and experts from our partner network for their guest contributions and insights:

Anastasia Petrova, VP Partnerships & Strategic Alliances

[Deepki SAS](#)

Dr.-Ing. Thomas Schild, Senior Manager

[Drees & Sommer SE](#)

Paul Hock, CEO

[Green Fusion GmbH](#)

Dave Gebauer, CEO

[ROM Facility Solutions GmbH](#)

Matthias Mosig, Head of the Digitalization Working Group

[German Facility Management Association \(gefma\)](#)

Sebastian Palmer, Building Technologies Director
[PHOENIX CONTACT Deutschland GmbH](#)



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- [Learn more about our partner network](#) or contact us directly: partnerships@aedifion.com

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