LYNXSPRING®

EXECUTIVE BRIEFING

EMBRACE? **OR REPLACE?**

Building operators and facility management face the challenge of delivering enhanced outcomes with old, outdated legacy building management systems. The real question is: **Can we embrace instead of replace?**

Deciding whether to embrace or replace depends on factors such as cost, scalability, system performance, and desired outcomes and more. Below are some considerations to guide that decision:

WHEN TO EMBRACE

SYSTEM IS FUNCTIONAL/NEEDS MODERNIZATION

The system meets basic needs, but lacks features like integration, energy analytics, or remote access. Upgrades such as adding sensors, retrofitting software, or installing gateways can enhance functionality without full replacement.

BUDGET CONSTRAINTS

When replacing the system is too costly, upgrading components like controllers or communication protocols can be a cost-effective alternative.

INTEROPERABILITY EXISTS

Systems supporting open protocols (e.g., BACnet, Modbus) can integrate modern equipment or third-party devices.

MINIMAL DOWNTIME IS CRUCIAL

When replacement would disrupt operations, retrofitting or incremental upgrades allow continuous functionality.

SPECIFIC OUTCOMES CAN BE ACHIEVED THROUGH OPTIMIZATION

If energy efficiency, automation, or fault detection can be achieved with new software; upgrading may be sufficient.

EXISTING EXPERTISE/MAINTENANCE

Leveraging staff familiarity with the current system can make upgrading more efficient and practical.

WHEN TO REPLACE

OBSOLETE/UNSUPPORTED TECHNOLOGY

Systems with outdated hardware, lack of vendor support, or proprietary restrictions hinder scalability/integration.

HIGH MAINTENANCE COSTS/FREQUENT FAILURES

When maintenance expenses exceed cost of replacement, upgrading to a new system ensures long-term savings.

SIGNIFICANT BUILDING UPGRADES

Renovations, usage, or modern initiatives (smart retrofits/renewable energy) may require a complete replacement.

INCOMPATIBILITY WITH MODERN STANDARDS

Systems lacking support for modern protocols or IoT integration limit connectivity with advanced devices.

SCALABILITY NEEDS

System unable to handle expansion (additional zones or sensors) requires replacement to future-proof operations.

ENERGY AND SUSTAINABILITY GOALS

Advanced energy management, predictive analytics, and optimization tools often necessitate newer systems.

REGULATORY COMPLIANCE

Local laws/industry requirements may require cybersecurity, energy benchmarking, or data logging that older systems cannot meet.

HYBRID APPROACH

The choice to embrace or replace hinges on balancing cost, functionality and long-term goals. A thourough assessment of the system's condition and building requirements will clarify the best approach of whether to embrace, replace or consider a hybrid approach.

Implementing a hybrid strategy can retain functional components (e.g., wiring, sensors) while upgrading central controllers and software. Using middleware connecting legacy systems and modern platforms can enhance functionality without requiring a full replacement.

LYNXSPRING **SOLUTIONS**

OPEN & SCALABLE

Lynxspring offers open, universal automation solutions that allow you to embrace without replacing all of your existing infrastructure.

By retrofitting systems, building owners can extend the life of existing equipment while introducing modern functionalities, improving energy efficiency, and ensuring compatibility with the latest control technologies.