



NS2022

ACCELERATING INNOVATION

Tridium Professional Services

Tom Cantos

Director of Tridium Professional Services



PROFESSIONAL SERVICES MISSION

To provide a customer-focused experience in the creation of bespoke design applications and interfaces as well as engineering consultation for the Niagara Framework.

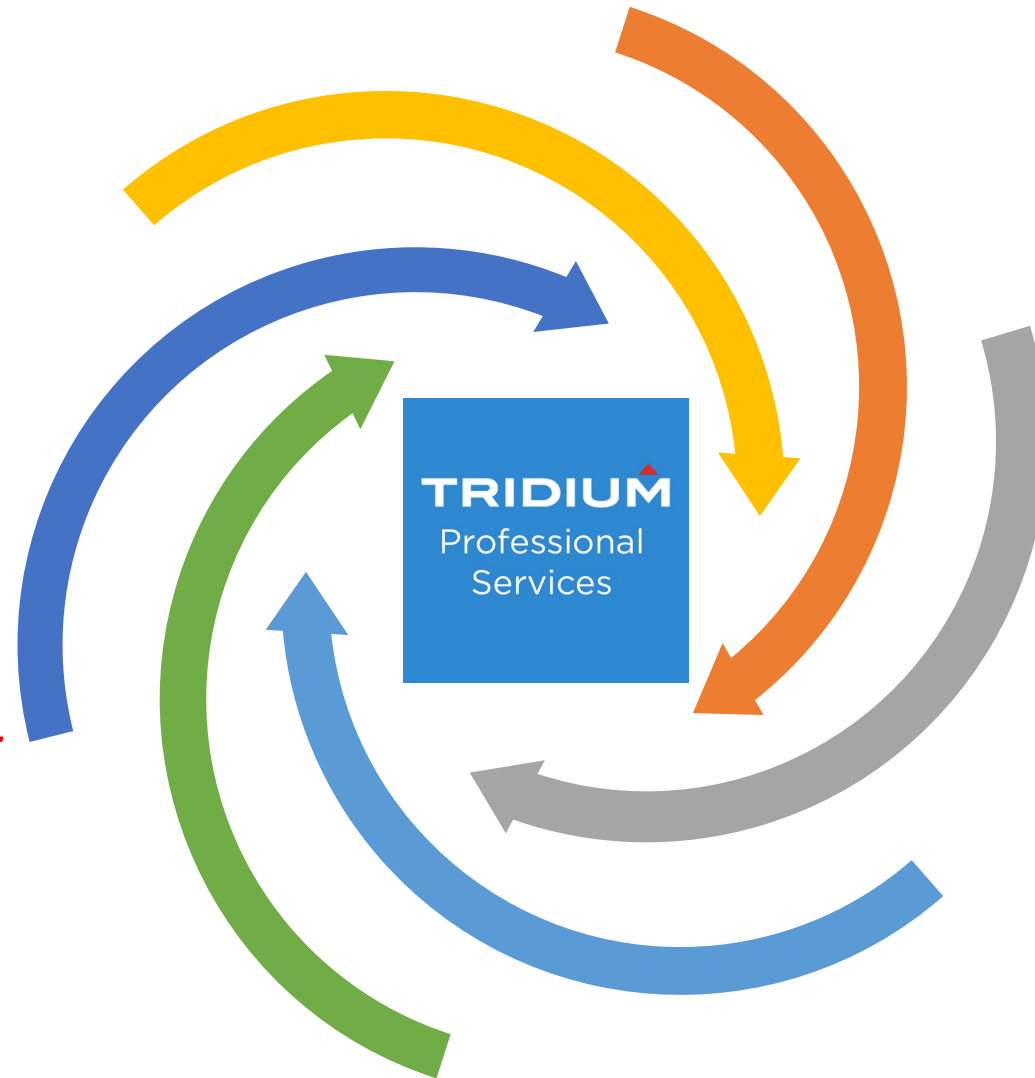


PROFESSIONAL SERVICES OFFERINGS

RESELLER
ONBOARDING

DRIVERS

PRODUCTS:
ESIGN ON MARKETPLACE
GOOGLE GATEWAY
OPEN ADR

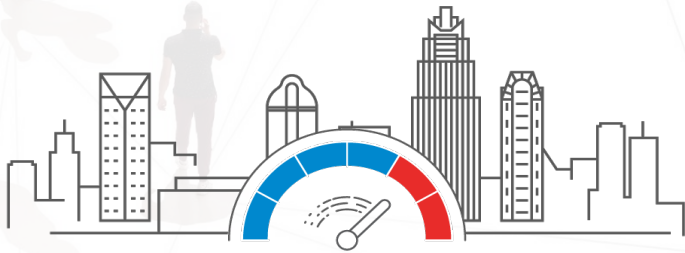


TRIDIUM
ENGINEERING
MANAGEMENT
SERVICES

BESPOKE
DASHBOARD &
TEMPLATING

The background features a network of thin grey lines connecting various small images of people in different poses and activities, such as talking on a phone, walking, and holding a dog. The overall theme is connectivity and a marketplace.

niagara marketplace



NS2022

ACCELERATING INNOVATION
CHARLOTTE, NC | APRIL

4-6

Bob Neubaum

Marketplace Offering Manager
Atlanta, GA

- Tridium since 2019
- 8 years of software ecosystem program experience
- 20+ years IoT experience focused on technology & partnerships



THE MARKET LANDSCAPE



ACCELERATED INVESTMENT

The pandemic provided an opportunity for owners to upgrade infrastructure with an elevated focus on connected automation.



OCCUPANT-FIRST MINDSET

Occupant-focused solutions to improve wellness, experience and space utilization have shifted from nice-to-have to need-to-have.



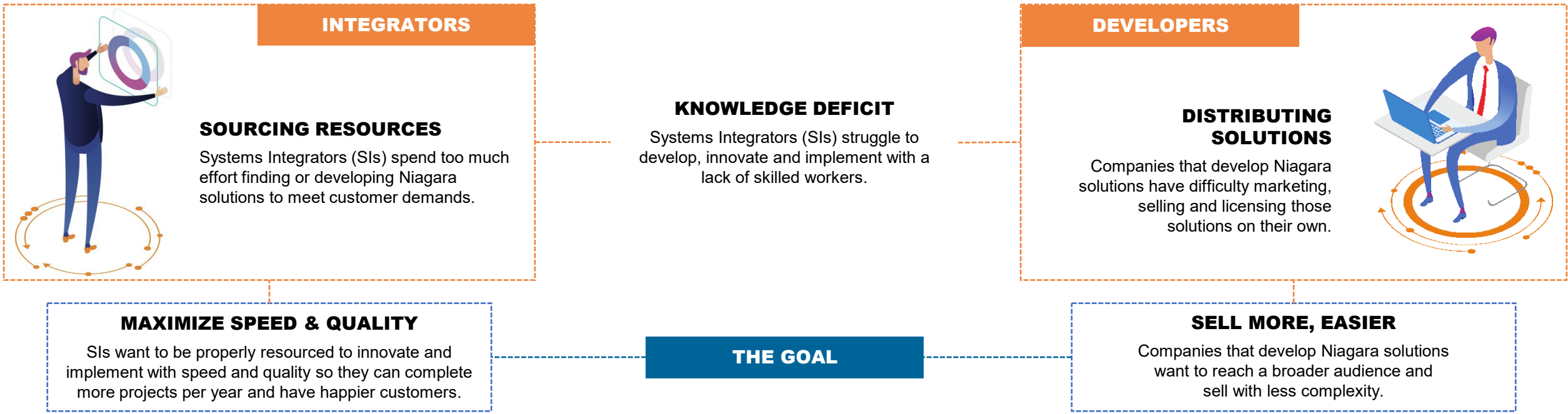
WORKFORCE ROLLOVER

Retiring 'knowledge-owners' are being replaced by digital natives that work differently and are more receptive modernization and automation.



SUPPLY CHAIN BARRIERS

Global supply chain issues continue to hinder peak market operations.



THE MARKET IS TEEMING WITH OPPORTUNITY YET PROVIDERS ARE STRUGGLING TO CAPTIALIZE

THE NIAGARA COMMUNITY'S ONE-STOP-SHOP TO DISCOVER, DISTRIBUTE AND INNOVATE

SIMPLE FOR SELLERS

Simple credit card transactions

Integrated Niagara licensing

Personalized 'storefronts'

Coupon codes support



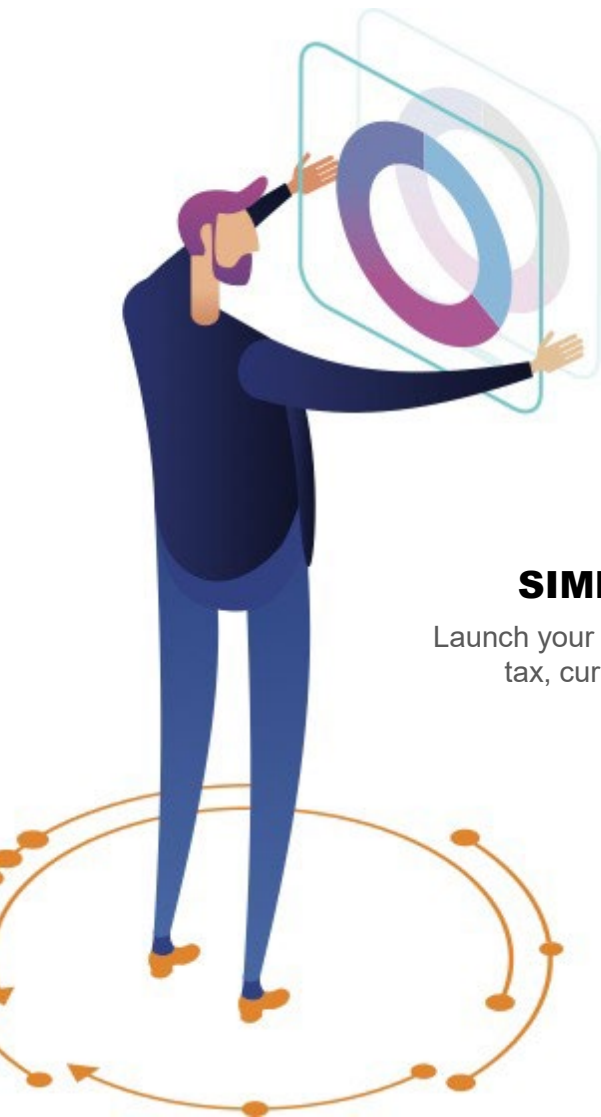
EMPOWERING FOR BUYERS

Robust search and filtering

Content rated by peers in
the Niagara community

Platform-based
licensing

SELL EASIER. BUY BETTER. WORK SMARTER.



DEVELOPERS

(sellers)

SELL WITHOUT LIMITS

Drive new or expanded revenue through an international marketplace where the Niagara community feels confident buying vetted content from trusted vendors.

SIMPLIFY YOUR SALES

Launch your storefront in minutes and sell without tax, currency or licensing complexities.

INTEGRATORS

(buyers)

BUILD BETTER, FASTER

Find everything you need to innovate and implement with Niagara all in a single place, so you can over-deliver faster, under budget.

DISCOVER & DEPLOY WITH EASE

Search, discover, license, pay and deploy through a modern, frictionless ecommerce platform.

BUY WITH CONFIDENCE

Browse vetted solutions with transparent ratings from your peers and purchase through a secured platform.



NIAGARA MARKETPLACE

WHAT YOU NEED TO KNOW

CONTINUOUS ENHANCEMENTS

A marketplace that's updated frequently to support new product types, payment methods, locations, etc.

2 PART REVIEW PROCESS

1. Sellers provide documentation for each submission to ensure best practices for secure software development
2. Listings are reviewed for accuracy and aesthetics to ensure browsing is easy and clean for buyers.

AUTONOMY OF COMMERCE

The Marketplace is here to enable innovation. Seller-buyer relationships, transactions and disputes are managed 'offline'.

ONLY PAY WHEN YOU SELL

No costs to sellers until buyers purchase their content.

PAYMENT PROCESSING VIA STRIPE

Sellers are guided to easily open an account with Stripe and remain responsible for associated costs

TAX GUIDANCE PROVIDED PER TRANSACTION

Enterprise-class tax software clarifies proper tax remittance for each transaction. Sellers are responsible for remittance unless legal requirements dictate otherwise.



niagara marketplace



**LOG-IN OR SIGN-UP
ONLINE TODAY**

NiagaraMarketplace.com

Appendix



NIAGARA MARKETPLACE

2022 Roadmap

1Q

Launch

AUTONOMY OF COMMERCE

The Marketplace is here to enable innovation. Seller-buyer relationships, transactions and disputes are managed by sellers.

GLOBAL MARKETS

Coverage in US, UK, EURO based EU Countries

Downloadable Software

Launch with support for downloadable software content with perpetual license

2Q

Expand & Enhance

PRODUCT EXPANSION

Expand Marketplace capabilities to allow sellers to offer Niagara related Hardware

GLOBAL EXPANSION

Extend Marketplace capabilities to reach more people in more places

- Rest of North America
- EU & neighboring countries
- Includes currencies

2 PART REVIEW PROCESS

1. Sellers provide documentation for each submission to ensure best practices for secure software development
2. Listings are reviewed for accuracy and aesthetics to ensure browsing is easy and clean for buyers.

3Q

Expand & Enhance

TRY & BUY CAPABILITIES

Allows sellers to optionally offer trial capabilities for software. Purchased software will be charged upfront with buyers ability to backout purchase and license

PAYMENT FLEXIBILITY

Add additional payment options:

- SEPA
- Direct Debit

GLOBAL EXPANSION

Extend Marketplace capabilities to reach more people in more places

- Regions in APAC, South America
- Includes currencies

4Q

Expand & Enhance

SUBSCRIPTION ENGINE

Expand payment capabilities to include subscription-based offerings to allow for more product types:

- SAAS Offerings
- Subscription based software offerings

INNOVATION CENTER

Allow buyers to engage in our partners development roadmap. Buyers will be able to request Niagara functionality that can be captured by our developer community and offered on the Marketplace