



## **Tridium Signs Record Number of Tridium Systems Integrators in Q4 1999**

Richmond, VA., Feb 1 /PRNewswire/ -- Tridium, Inc, the leader in Internet-based access, control, and automation for smart devices, today announced that 15 new companies have been signed to its Tridium Systems Integrators (TSI) Program in the fourth quarter. The new companies located in California, Iowa, Maryland, Minnesota, New York, Ohio, Pennsylvania and Vermont significantly increases availability of Tridium's solutions in North America.

Implemented May, 1999, the Tridium TSI program trains systems integrators in the design, installation, and service of open, interoperable control systems using the powerful Niagara Framework™. Tridium's Systems Integrators offer their integration and networking expertise to commercial, industrial, educational, municipal, and institutional facility owners who want the cost, quality, and flexibility benefits offered by open, multi-vendor, interoperable, Internet-based automation solutions.

"Tridium is very excited about the rapid acceptance of our product. It seems our TSI partners and their customers cannot implement the infrastructure fast enough. Everyone wants the accessibility and ease of working over the Internet, and the cost and performance advantage of open, interoperable systems – we delivered it and the pent up demand is showing. Our TSI partners are generating a high level of market momentum," said, Jim Hricik, Vice President Corporate Sales.

Comments Ken House of Long & Associates "We are pleased to become a Tridium TSI partner. We have seen a growing demand for interoperable systems that utilize the Internet and open, interoperable systems. Tridium's product suite is the best that we have seen in the market. Our customers have been impressed with the functionality, openness, and user-friendliness of the framework".

For more information about becoming a Tridium Systems Integrator, please call 804.747.4771 or visit <http://www.tridium.com>.

### **About Tridium, Inc.**

Tridium, Inc is a privately held infrastructure and services company located in Richmond, Virginia. Tridium supports companies and people who want to access, automate, or control smart devices over the Internet. Tridium allows users to leave the complexities of the protocol and Internet technology races behind them and concentrate on building solutions. Tridium offers a suite of software products built on the revolutionary and patent-pending Niagara Framework™ technology. The Niagara Framework™ incorporates all leading protocols, such as BACnet and LonWorks, Internet communication languages, and enterprise interoperability standards into one powerful, common control and development platform. For information about Tridium, Inc, visit <http://www.tridium.com>.