



Contact:

Julie Hardesty, Marketing Communications
804-747-4771
jhardesty@tridium.com

Tridium Announces Key Niagara Appliance Partnerships
Bolsters Niagara Framework as the Standard for Device Management in Building Automation, Energy Conservation

RICHMOND—January 31, 2005—Tridium Inc., has added two major manufacturers to its roster of Niagara Appliance partners, moving significantly closer to the goal of establishing its Niagara Framework as the standard platform for connecting diverse smart devices and managing them over the Internet. The latest manufacturers to adopt Niagara are all leaders in the field of energy-efficient building systems and equipment. They are Lochinvar, a developer of water-heating products and technologies and The Watt Stopper, a manufacturer of automated lighting and power control products.

The deals are significant for two reasons, explained John Petze, president and CEO of Tridium. First, they validate the value of the Niagara technology as a way for manufacturers to get their devices and controls to market more quickly and inexpensively than developing their own proprietary software. Second, the agreements show that Niagara is fast becoming the standard in the building-automation and energy-control sectors.

“Remote devices are becoming ubiquitous throughout the economy,” Petze said. “By embracing the Niagara standard, manufacturers of diverse products from lighting controls to boilers and HVAC systems ensure that they all work well with each other for the benefit of the ultimate customer, the building owner intent upon managing costs. Niagara is *the* most specified platform for device management and Internet-based automation.”

Lochinvar and The Watt Stopper join other leading manufacturers in adopting the Niagara Framework, including McQuay International, a provider of engineered solutions for HVAC requirements, and Square D®, a global brand of Schneider Electric for electrical distribution, lighting and industrial control products.

“The Niagara appliance concept allowed the Watt Stopper to fill a void in our product line very quickly and with little effort on our part,” said Pete Baselici, Market Segment Manager for Building Automation/Retail Accounts at The Watt Stopper.

“Partnering with Tridium allows Lochinvar to simplify the integration of our products into a building management system, therefore making them more flexible in installation and satisfying our customers needs,” said Mike Lahti, Vice President of Sales for Lochinvar.

Tridium’s Niagara Appliance program provides “out of the box” solutions for equipment suppliers worldwide, combining Tridium’s expertise in Internet-based automation with the manufacturer’s domain-specific knowledge to bring solutions to market quickly. “Niagara Appliances give manufacturers the ability to provide their customers with products that connect to the other systems and applications at the heart of today’s enterprises,” Petze said. “Working together, we deliver new products quicker and reduce the traditional development costs of next-generation products, Internet-enabled products and services.”

About Lochinvar

Lochinvar Corporation is a leading manufacturer of high-efficiency water heaters, boilers and pool heaters, ranging in capacity from small residential units to two-million-plus BTU models. For more information, contact: Lochinvar Corp., 300 Maddox Simpson Parkway, Lebanon, Tenn. 37090; Phone: (615) 889-8900; Fax: (615) 547-1000; www.Lochinvar.com.

About The Watt Stopper

Watt Stopper/legrand is a leading manufacturer of lighting control products for commercial and residential applications. Commercial products include indoor and outdoor occupancy sensors, daylighting controls, lighting control panels, plug load controls and energy auditing tools. Residential products include Miro architectural wiring devices and wireless RF lighting controls and motion sensors.

About Tridium Inc.

Tridium is the inventor of the Niagara Framework[®], a software framework that integrates diverse systems and devices—regardless of manufacturer, communication standard or software—into a unified platform that can be easily managed and controlled in real time over the Internet or intranet using a standard web browser. Niagara provides many benefits across a wide variety of customer applications including: building automation, energy services, remote site management, service bureaus and maintenance management. System integrators use Niagara products to provide true open solutions without regard for specific protocols, products or technologies. Manufacturers adopt the Niagara Framework technology to move their products to the web, reduce development time, migrate legacy systems, develop new service offerings, and open up new markets.

Tridium is a privately held software company headquartered in Richmond, Va., with subsidiaries based in London and Singapore. Tridium markets its products to value-added resellers, original equipment manufacturers and a network of Tridium Systems Integrators. Additional information about Tridium is available at www.tridium.com.