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## Frost & Sullivan Recognizes Tridium's Innovative Integration Technology for the Building Automation Systems Industry

Palo Alto, Calif. —April 23, 2007 — *Frost & Sullivan* selected Tridium, Inc. as the recipient of the 2007 *Frost & Sullivan* Industry Innovation & Advancement of the Year Award in the North American building automation systems market.



Tridium's ground-breaking open-systems protocol framework integration gives manufacturers a universal platform in which they can develop Internet-enabled equipment systems and device-to-enterprise applications.

The vast capacity of Tridium's Niagara Framework® has enabled the company to serve customer segments beyond traditional building control. These include telecommunications, medical equipment, industrial, M2M, convergence retail and the highly anticipated security controls platform.

"Niagara Framework® integrates diverse systems and devices, regardless of manufacturer or communication protocol, into a unified platform that can be easily managed and controlled in real time using a standard web browser," says *Frost & Sullivan* Research Analyst Jorge Moreno. "This framework is an extensible platform that supports the rapid development of a wide range of device-to-enterprise applications and provides many benefits in a variety of customer applications."

Niagara Framework®'s integration software enables building managers to track and collect energy information to generate energy savings, improve efficiency, and monitor the condition of equipment. Tridium also has the added benefit of being able to integrate this data with a facility's existing enterprise application, using various accepted Internet and web service standards.

In addition to traditional integrators, the technology is also being adopted by OEMs and reseller partners who are either implementing the product as is or building on existing code. Partners and clients are gaining greater flexibility in targeting specific end-user requirements and in meeting stringent government regulations.

Niagara Framework®'s technology also helps manufacturers to move their products to the web, reduce development time, migrate legacy systems, develop new service offerings, and open up new markets.

To enable the security extension to its Niagara Framework®, Tridium recently launched its Vykon Security platform, which helps authorized personnel manage access rights and schedules, time and attendance, and alarm response in real time through a standard web browser. Since this physical security system is based on an open-systems protocol, it reduces costs by allowing remote maintenance and troubleshooting, reduced installation time, requires less training and is completely scalable.

To further enhance the Niagara Framework®, Tridium has incorporated oBIX, which is a new standard in web-based service technology and it uses widely accepted IP Internet protocols.

“The robust Niagara Framework® can be used in a variety of applications such as energy management, convergence retailing, lighting control, M2M, total facilities management, and recently, the much anticipated security application,” notes Moreno. “A key factor that differentiates Tridium from competitors is that it does not limit itself to just building automation but has expanded into new applications such as Telecommunications, Medical Equipment, Industrial, Homeland Security, Life Sciences, Kiosks and Office Equipment.

An important foundation of Tridium’s achievement is its continuous efforts in research & development, which has enabled it to be an early mover and offer inventive as well as updated technology. It is in recognition of these achievements that it has earned the 2007 Industry Innovation & Advancement of the Year Award.

Each year *Frost & Sullivan* presents this Award to the company that has proven to be a leader in the industry and through its pioneering technology, sound business strategy, and research efforts, has been successful in moving the industry forward. This Award recognizes the company for its broader, more comprehensive participation in the industry and for its contributions to the advancement of the market.

*Frost & Sullivan* Best Practices Awards recognize companies in a variety of regional and global markets for demonstrating outstanding achievement and superior performance in areas such as leadership, technological innovation, customer service, and strategic product development. Industry analysts compare market participants and measure performance through in-depth interviews, analysis, and extensive secondary research in order to identify best practices in the industry.

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

Tridium, a global software and technology company, is the inventor of the Niagara Framework®, a software framework that integrates diverse systems and devices – regardless of manufacturer, or communication protocol – into a unified platform that can be easily managed and controlled in real time over the Internet using a standard web browser. Niagara is an extensible platform that supports the rapid development of a wide range of Internet-enabled products and device-to-enterprise applications.

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. System integrators use Niagara products to provide true open solutions without regard for specific protocols, products or technologies. Today, there are over 75,000 instances of Niagara operating in over 6,500 installations worldwide in applications that include: energy management, building automation, M2M, telecommunications, security automation, lighting control, maintenance repair operations (MRO), service bureaus, convergence retailing and total facilities management – all realizing improved operational efficiencies, reduced costs and greater returns.

Tridium markets its products to value-added resellers, original equipment manufacturers and a network of Tridium Systems Integrators. The company is an independent business entity of Honeywell International Inc. Additional information about Tridium is available at [www.tridium.com](http://www.tridium.com).

#### **About Frost & Sullivan**

*Frost & Sullivan*, a global growth consulting company, has been partnering with clients to support the development of innovative strategies for more than 40 years. The company’s industry expertise integrates growth consulting, growth partnership services, and corporate management training to identify and develop opportunities. *Frost & Sullivan* serves an extensive clientele that includes Global 1000 companies, emerging companies, and the investment community by providing comprehensive

industry coverage that reflects a unique global perspective and combines ongoing analysis of markets, technologies, econometrics, and demographics. For more information, visit [www.awards.frost.com](http://www.awards.frost.com).

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