

## Frost & Sullivan Recognizes Tridium for Superior Product Development in Building Automation Systems

### Extends Connectivity Integration, Interoperability

MOUNTAIN VIEW, Calif. — February 18, 2009 — Based on its recent analysis of the building automation systems (BAS) market, Frost & Sullivan recognizes Tridium, Inc. with the 2009 North American Frost & Sullivan Enabling Technology of the Year Award for its unrelenting and intensive efforts to advance building efficiency, maximize cost savings, and reduce greenhouse gas emissions by optimizing energy usage. The company has successfully expanded on its Niagara Framework to broaden the scope of device-to-enterprise integration platform within the realm of building technologies and beyond.

Building owners, developers, and managers are more than ever committed to provide better services to the tenants and occupants by way of increased data integration and device level communication. Using Tridium's Niagara and Sedona Frameworks, building owners can keep operating costs at a minimum by detecting inefficient operating conditions and taking corrective measures.

Niagara is an extensible platform that supports the rapid and wide range development of device-to-enterprise applications. It integrates diverse systems and devices regardless of manufacturer or communication protocol into a unified platform. The technology is being adopted by not only the integrators but also the original equipment manufacturers (OEMs) and reseller partners to either implement the product as is or build upon the existing code. This allows partners and clients to have more flexibility in targeting specific end-user requirements and in some areas meet more stringent government regulations.

"Having anticipated the technical future of the building automation industry, Tridium's product line is designed around the standard IT infrastructure to capitalize on cost effectiveness while at the same time offering a comprehensively tailored package of unique features," says Frost & Sullivan Research Analyst Jorge Moreno. "As a pioneer in the machine-to-enterprise segment, the company continues to provide customers with the tools to operate on a single, unified platform for integrated data sharing to improve efficiency and maximize cost savings."

The fact that Niagara Framework is operating in 43 different countries, and grew by 34,000 instances in 2008, is testimony of Tridium's sound vision and successful delivery of that vision. Tridium followed up with the Sedona Framework, an open source BAS framework that provides a complete platform for developing, integrating, connecting, and managing pervasive device applications at the lower level.

With the flexibility and power of Niagara combined with the new addition of the Sedona Framework, Tridium is able to expand on its vision of interoperability to new frontiers. Unlike competitors, Tridium does not limit itself to just building automation. The robust Niagara Framework can be used in a variety of applications, such as energy management, lighting control, M2M, security automation, video integration, remote monitoring and total facilities management. New growth areas for the technology include telecommunications, medical equipment, 'smart cities' or intelligent infrastructures, smart homes, aviation, c-stores, and industrial applications. In the residential market, Tridium is taking the existing capabilities of the Niagara and Sedona Frameworks to develop a platform standard for integrating best-of-breed systems for "smart" homes.

“Due to this unique business model, Tridium has broken pertinent cost barriers to access the proprietary and legacy data from different systems and devices in a facility,” continues Moreno. “This revolutionary and timely concept not only facilitates simplification of the process of connectivity and integration, but also makes building management easier for end-users by building bridges between systems and devices.”

For its winning strategy of superior product development in controls and user interface, enabling integrators, OEMs and resellers to offer an open approach for control solutions and expanding its vision of interoperability to new frontiers, Tridium is a worthy recipient of the 2009 Frost & Sullivan Enabling Technology of the Year Award in the North American BAS market.

Each year, Frost & Sullivan presents this award to the company that has developed a technology that can benefit or revolutionize the industry. The award recognizes the development of a system or enabling component that removes a significant obstacle in the development of a technology.

Frost & Sullivan's 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 is the global leader in open platforms, application software frameworks, automation infrastructure technology and device-to-enterprise integration solutions. Our technologies extend connectivity, integration and interoperability to the millions of devices deployed in the market today and empowers manufacturers to develop intelligent equipment systems and smart devices that enable collaboration and communication between the enterprise and edge assets.

The Niagara Framework® is a software platform 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.

The Sedona Framework™ is the industry's first, open source development framework that provides a complete software platform for developing, deploying, integrating, and managing pervasive device applications at the lowest level. It brings the power of programmable control and the Internet down to extremely inexpensive devices. The Sedona Framework distributes decision making control and manageability to any device and brings intelligence and connectivity to the network edge and back.

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).

For further information contact:

Marc Petock, Vice President, Global Marketing & Communications

Tridium, Inc.

Email: [mpetock@tridium.com](mailto:mpetock@tridium.com)

Tel: +1 (804) 747-4771

Fax: + 1 (804) 747-5204

## About Frost & Sullivan

Frost & Sullivan, the Growth Partnership Company, enables clients to accelerate growth and achieve best in class positions in growth, innovation and leadership. The company's Growth Partnership Service provides the CEO and the CEO's Growth Team with disciplined research and best practice models to drive the generation, evaluation and implementation of powerful growth strategies. Frost & Sullivan leverages over 45 years of experience in partnering with Global 1000 companies, emerging businesses and the investment community from 31 offices on six continents. To join our Growth Partnership, please visit <http://www.frost.com>.

### Contact:

Jake Wengroff

210.247.3806

[jake.wengroff@frost.com](mailto:jake.wengroff@frost.com)