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POWER OF PARTNERSHIP

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Fault Detection and Diagnostics (FDD) Powered Service Contracts: Unlocking the Potential of *Niagara* Data to Drive Greater Profitability and Customer Satisfaction



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Youngs**
Global Sales
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Lawrence Trifiletti
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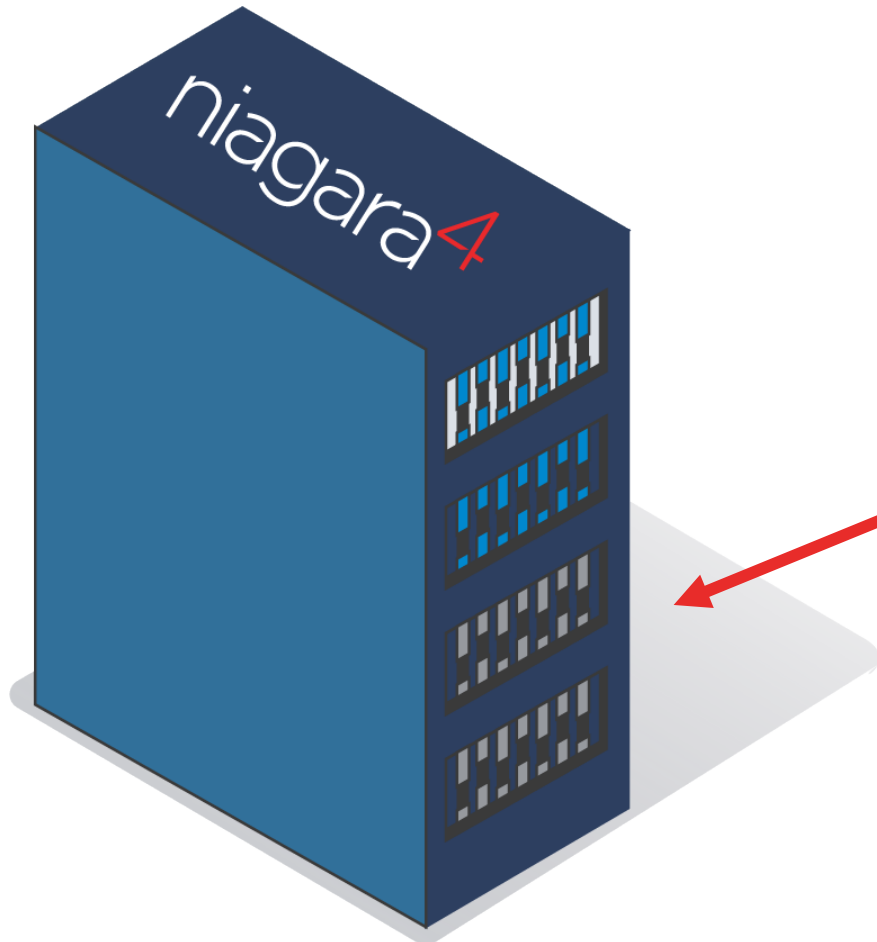


James Donahue
Director Partner
Success

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SUBSCRIPTION LICENSING


SaaS Subscriptions: Purchased using OPex rather than CAPex



More purchasing flexibility!

niagara
licensing

TRIDIUM



How do we sell
and increase
adoption of
SaaS offerings?



- Who is Clockworks/LONG, and how do you both partner together?
- How is FDD operationalized by a controls/mechanical service provider?
- What value does FDD powered service contracts bring to the System Integrator?
- What value does an FDD powered service bring to the end user?
- How is FDD incorporated into service contracts? How are these service contracts sold?
- How does cloud based technology allow for a controls/mechanical company to scale its services?

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QUESTIONS?

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