

# NS2024

APRIL 15 - 17 | ANAHEIM, CA



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# Speakers

## \* **Rob Bartmann – Leader of Tridium Global Business Development**

Rob leads global Business Development for Tridium. 4 years at Tridium, Rob has held previous roles in Demand Generation in the EMEA region then going on to head up the EMEA Demand generation team. Prior to Tridium Rob had worked in the heavy industrial HVAC industry for over 20 years in a variety of roles, starting as a design and application engineer then moving onto Sales and marketing leadership roles for some of the largest global HVAC manufacturers.

\* **David Hornosky is the Global Strategy Leader for Government and Defense at Tridium.** He has worked in this capacity for Tridium for just over 5 years and transferred from Honeywell Safety/Productivity Solutions and Honeywell Process Solutions where he successfully managed hundreds of global projects in the government and industrial wireless connectivity space for 11 years. He has been an active member of the U.S. Military in both active and national guard capacities for the past 30 years serving as a U.S. Army Green Beret for over 25 years and currently serving as a Strategic Advisor and Aircraft Maintenance Officer in the Louisiana Air National Guard with deployments spanning the globe. David is likely to be found on his free time on his boat fishing, outdoors training for a marathon or triathlon, or spending time with his family.







# Global Coordination

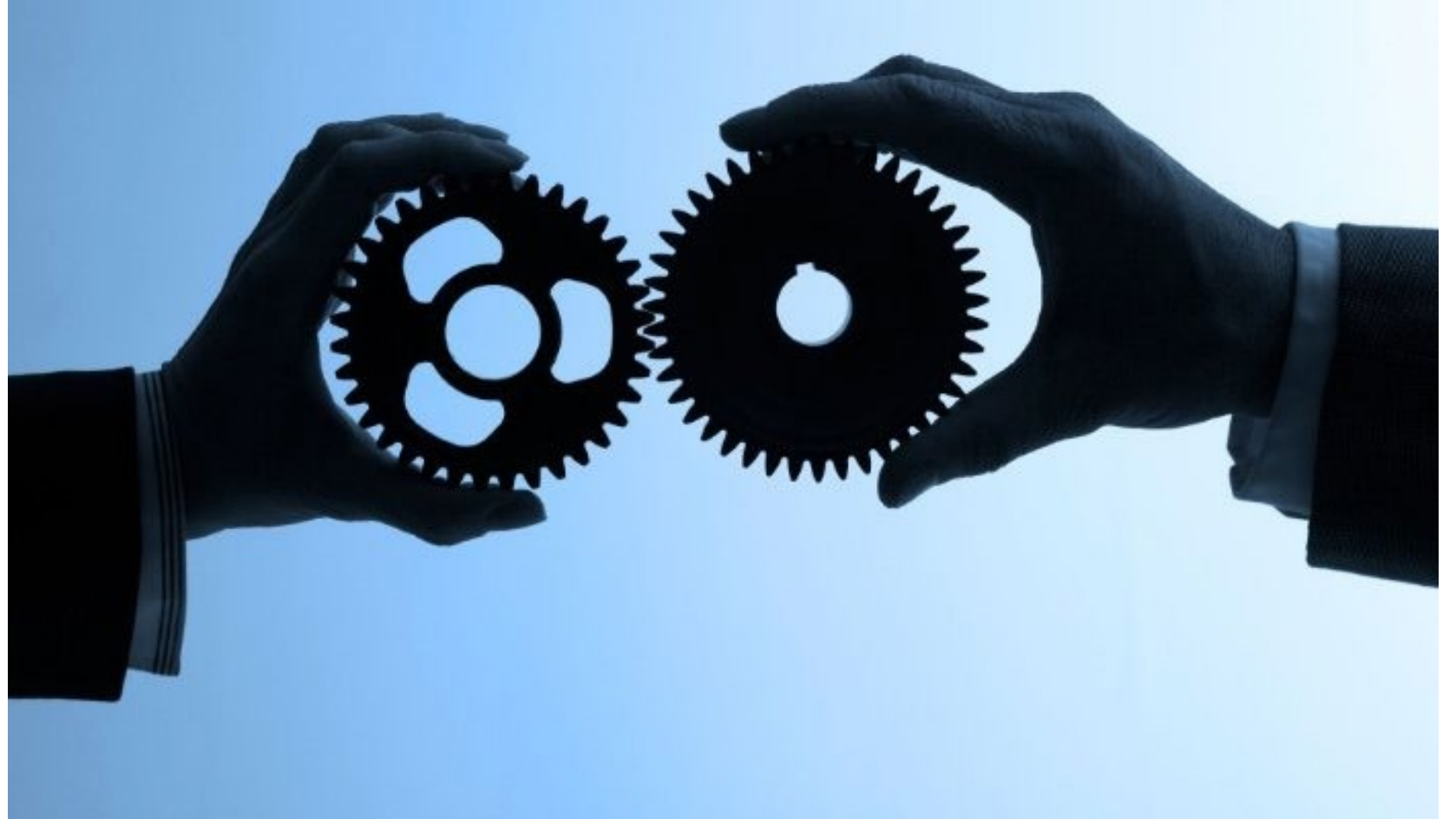
- Global Account Support
- High Volume Multi-site rollouts
- Standardized Global Specifications



## Niagara Isolation from the “outside” world

- Air-gapped buildings
- Test Labs
- Secure Facilities

# Strategic Alliances





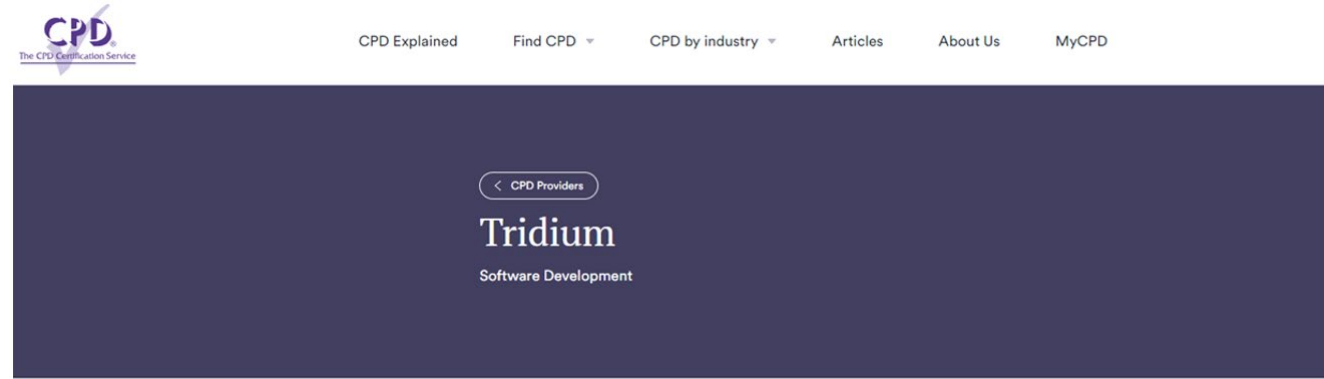


# Agreements and Questionnaires

- CRADA
- Cybersecurity
- RFP's
- Supporting Documentation

# Consultant / Specifier Engagement

- Learning and Certification program
- Improved Niagara Capability Knowledge
- Improved Design and Specification
- On Prem / Webinar / Tridium University



## Tridium

Tridium, a global software and technology company, is the developer of the Niagara Framework®, a software platform that enables the integration of disparate 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.

Want to learn more?



# A Digital AI Platform Leveraging Niagara Technology

