TRIDIUM

Tridium Developer Program
&
Niagara Marketplace

TRIDIUM

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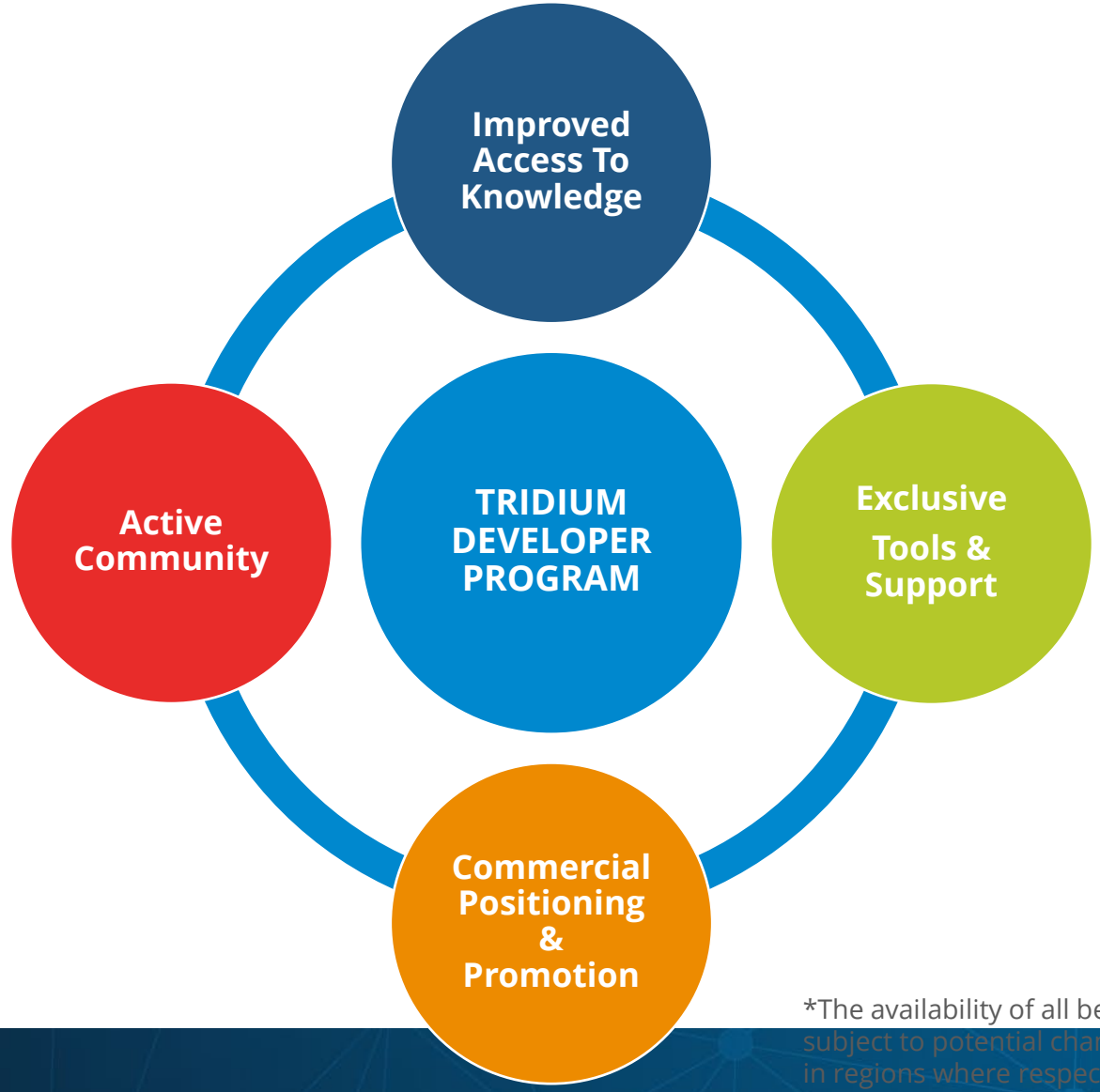
- Tridium since 2019
- 10 years of software ecosystem program experience
- 20+ years IoT experience focused on technology & partnerships

NS2024
POWER OF PARTNERSHIP

OVERVIEW

IMPROVED ACCESS TO KNOWLEDGE
Providing access to developer documentation, valuable examples, tips & tricks, code snippets and learning materials is one of the key parts of the new Tridium Developer Program. This documentation will be gradually developed and published as soon as it is available

ACTIVE COMMUNITY
The Niagara Developers Community is one of the most important parts of Niagara ecosystem. We believe that active engagement with the developers is key to the success of all parties – therefore we start with active two-way communication. It includes regular emails and an invitation to dedicated developer meetings – both business and technical



EXCLUSIVE TOOLS & SUPPORT
Developer support and access to multiple tools, for example Niagara Central, Developer Image, Early Access, and Niagara Cloud Suite API Sandbox, are integral parts of the Developer Program.

COMMERCIAL POSITIONING & PROMOTION
We want to help members of our Developer Program succeed in their business and sell more Niagara-based applications. Members of our Developer Program will get an opportunity to be promoted on the Tridium Partner Locator and Tridium Marketplace and also get unique promotion during Tridium events.

*The availability of all benefits is dependent on membership tier and is subject to potential change. Any product related benefits are only available in regions where respective products are available for resale.

TWO-TIER PROGRAM

PREMIUM TIER

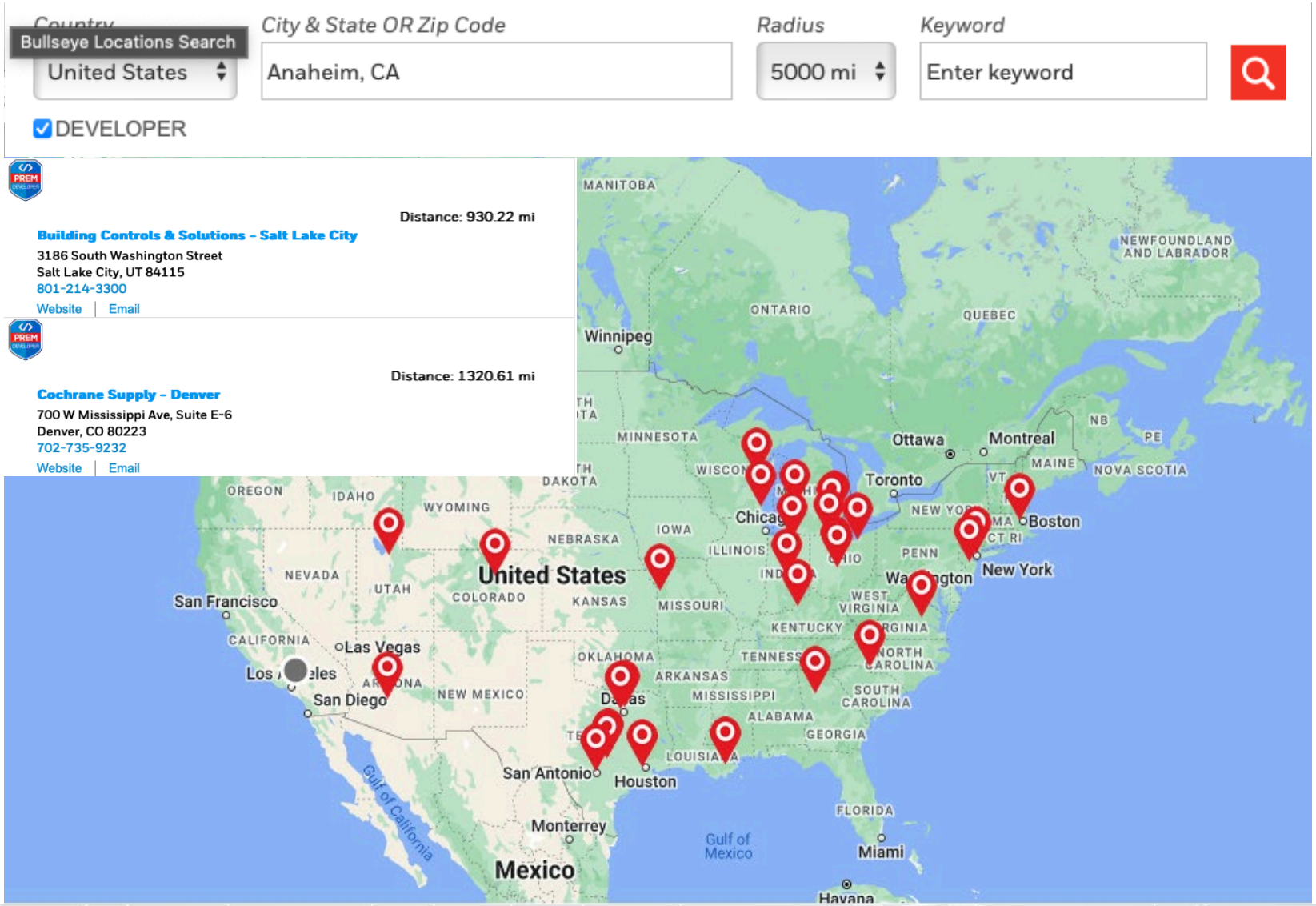
This tier is tailored for a classic Niagara Framework® developer who needs regular access to support and Niagara tools and who might be looking to expand business into the cloud.

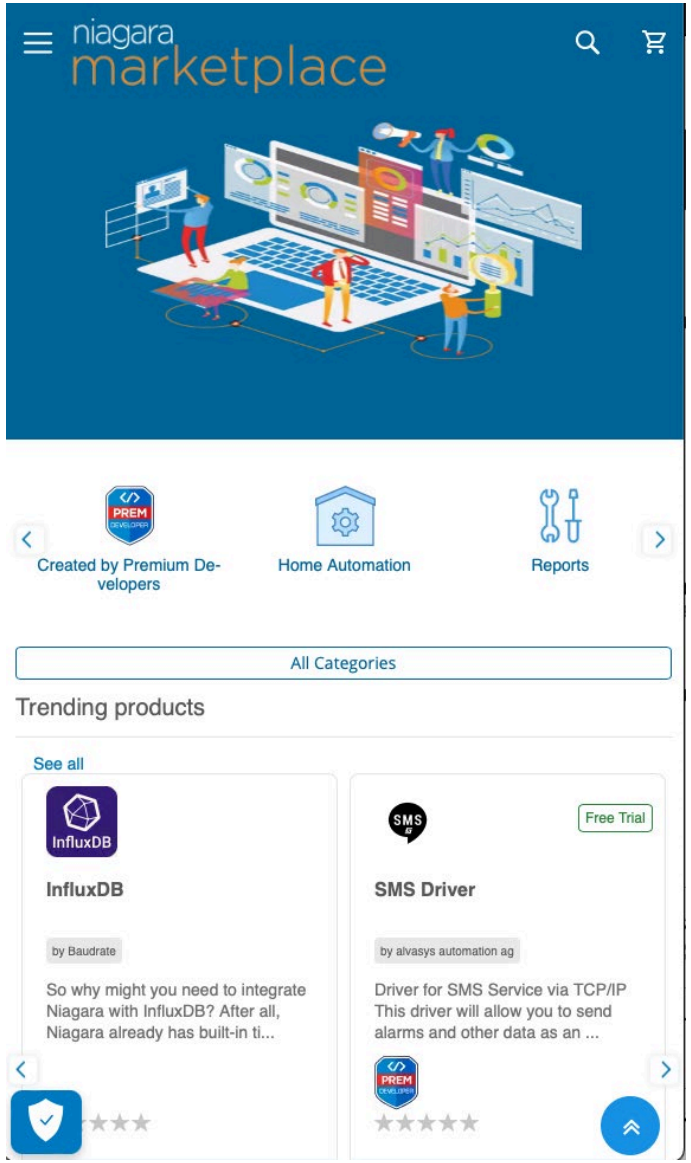
CLOUD TIER

This tier is made for those developers who are not planning to develop on top of the Niagara Framework® but need to work with Niagara Cloud Suite and have applications communicate with it.

	PREMIUM TIER	CLOUD TIER
COMMUNICATION		
Regular Newsletter	☑	☑
Breaking Changes	☑	☑
Developer Councils	☑	☑
DOCUMENTATION		
Dedicated Resource Center	☑	☑
Updated Documentation	☑	☑
Tips & Tricks, Examples	☑	☑
LEARNING		
Developer Training Discount	☑	☑
TOOLS & SUPPORT		
Technical Developer Support	☑	
Niagara Central Access	☑	
Early Access Release	☑	
Developer Niagara Image	☑	
Niagara Cloud API Sandbox*	☑	☑
DOCUMENTATION		
Discounted Niagara Marketplace Fee	☑	☑
Niagara Marketplace Promotion	☑	☑
Tridium.com Promotion	☑	☑
Developer Certificate	☑	☑
Exclusive Niagara Events Promotion	☑	

Execution of Benefits

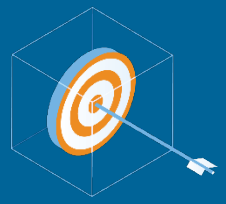




THE MARKET LANDSCAPE

ACCELERATED INVESTMENT

The pandemic provided an opportunity for owners to upgrade infrastructure with an elevated focus on connected automation.



OCCUPANT-FIRST MINDSET

Occupant-focused solutions to improve wellness, experience and space utilization have shifted from nice-to-have to need-to-have.

WORKFORCE ROLLOVER

Retiring 'knowledge-owners' are being replaced by digital natives that work differently and are more receptive modernization and automation.

SUPPLY CHAIN BARRIERS

Global supply chain issues continue to hinder peak market operations.

INTEGRATORS

SOURCING RESOURCES

Systems Integrators (SIs) spend too much effort finding or developing Niagara solutions to meet customer demands.

KNOWLEDGE DEFICIT

Systems Integrators (SIs) struggle to develop, innovate and implement with a lack of skilled workers.

DEVELOPERS

DISTRIBUTING SOLUTIONS

Companies that develop Niagara solutions have difficulty marketing, selling and licensing those solutions on their own.

MAXIMIZE SPEED & QUALITY

SIs want to be properly resourced to innovate and implement with speed and quality so they can complete more projects per year and have happier customers.

THE GOAL

SELL MORE, EASIER

Companies that develop Niagara solutions want to reach a broader audience and sell with less complexity.

THE MARKET IS TEEMING WITH OPPORTUNITY YET PROVIDERS ARE STRUGGLING TO CAPTIALIZE

niagara
marketplace

THE NIAGARA COMMUNITY'S ONE-STOP-SHOP TO DISCOVER, DISTRIBUTE AND INNOVATE

SIMPLE FOR SELLERS

Simple credit card transactions

Integrated Niagara licensing

Personalized 'storefronts'

Coupon codes support

EMPOWERING FOR BUYERS

Robust search and filtering

Content rated by peers in the Niagara community

Platform-based licensing

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LOG-IN

BECOME A SELLER

NiagaraMarketplace.com

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