



# Living the Power of Partnership

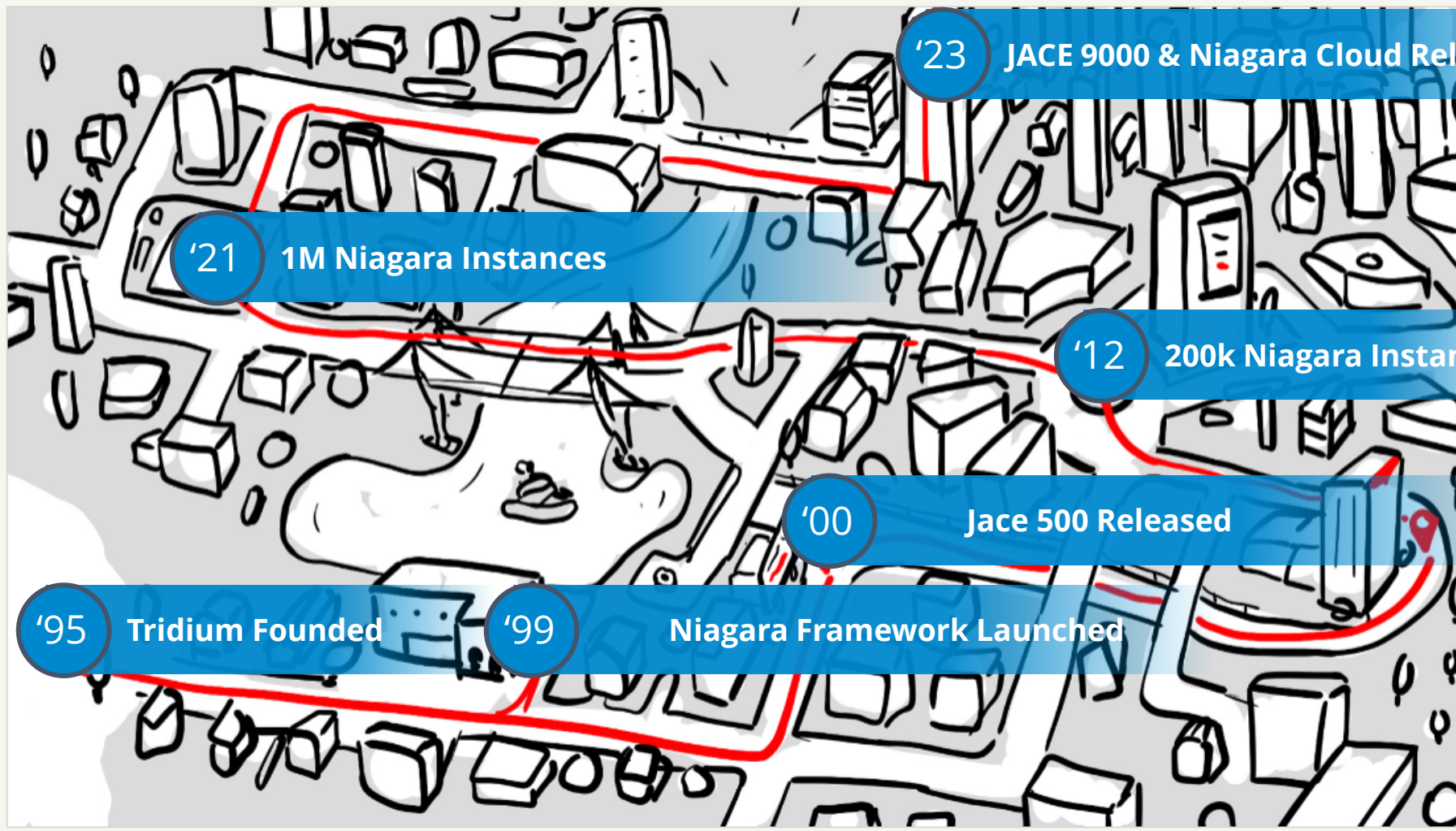
***Kevin Dehoff***

*Chief Strategy Officer, Honeywell and  
CEO, Honeywell Connected Enterprise*



# 30+ YEARS OF INNOVATION

## LEGACY CUSTOMERS





# WHY THE TRIDIUM COMMUNITY MATTERS



## HEALTHIER, SAFER SPACES

- IAQ
- Security
- Cyber



## COMPREHENSIVE COMPLIANCE

- Reporting
- Regulation
- Legislation



## ENERGY TRANSFORMATION

- Efficiency
- Smart Grid
- Transition



## FOUNDATIONAL FOR AI

- Aggregation
- Normalization
- Contextualization

# WHY TRIDIUM IS A GREAT PARTNER



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## TRUST

Tridium will be here for the next 30 years



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## SUPPORT

Niagara continues to get better and smarter over time



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## DELIVERY

Proven track record of flexible delivery options



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## EASE

User/community focused usability and scalability



# HOW THE CHANNEL WORKS



## YOU BUILD IT

SI's make it a reality on the ground



## YOU DREAM IT

The channel brings innovation to the ecosystem through apps



## YOU GROW IT

Distributors and OEMS give it life through unwavering support.

# THE POWER OF PARTNERSHIP



**1027**  
attendees



**70%**  
return  
attendees



**270**  
organizations



**90**  
exhibitors



**48**  
sessions



**56**  
sponsors



**1M+**  
Niagara instances  
across the globe



**NS2024**  
POWER OF PARTNERSHIP



# WHY NIAGARA CLOUD



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## SIMPLER, MORE TRUSTED APPROACH

End the workarounds,  
extra hardware, and  
third-party solutions



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## NEW SERVICE OFFERINGS

Offer new services  
and solutions even  
for SMB



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## WORKFORCE EFFICIENCY

Do more with  
less by breaking  
the on-prem  
cycle



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## FOUNDATIONAL FOR DATA

Prepare  
buildings for  
analytics and  
insights



# MY COMMITMENTS TO THE ECOSYSTEM



**SUPPORT TO COMMUNITY**



**RESOURCES TO THRIVE**



**FREEDOM TO GROW**



# MY ASKS TO YOU

- 1 TELL US WHAT YOU NEED NIAGARA CLOUD TO DO FOR YOU**
- 2 HIGHLIGHT COOL THINGS YOU'RE DOING WITH NIAGARA**
- 3 ENJOY THE SHOW AND NETWORK WITH OTHER CREATORS**





# THANK YOU TO THE EVENT SPONSORS

## PLATINUM



## GOLD



## SILVER



## BRONZE



NS2024

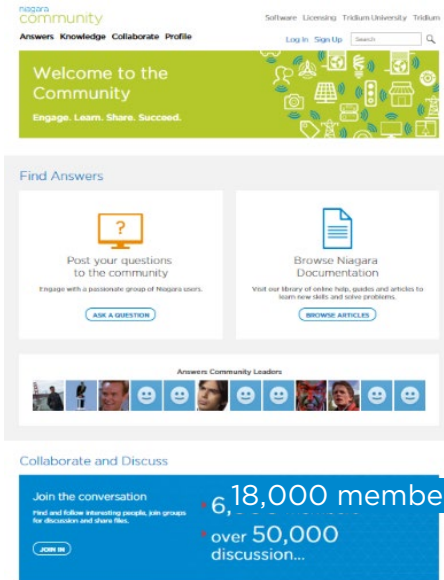
OTHER



REDAPTIVE



# A THRIVING, WORLD-CLASS COMMUNITY



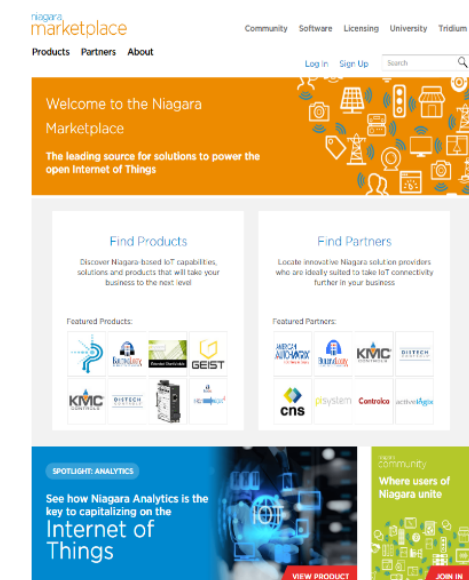
50,000+ conversations  
18,000+ members  
6,000+ articles published

niagara  
community



niagara  
marketplace

niagara  
licensing



12,500 views/month  
150 Products and services

tridium  
university



# OUR INDUSTRY IS TRANSFORMING

