

NS2024

POWER OF PARTNERSHIP



ACCESS CONTROL INTEGRATION

*CASE STUDY AND VALUE OF OPEN
SYSTEMS*

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SPEAKERS



Amir Taleghani
Product Manager, Tridium



Matthew Harlan
President, Open Source Controls



Ken Larson
President, Z9 Security



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AGENDA

- ❑ *Niagara Enterprise Security Overview & Roadmap*
- ❑ *Integrating Access Control with BMS – A Real World Case Study*
- ❑ *Access Control Interoperability, Redefined*
- ❑ *Panel Q&A*

NIAGARA ENTERPRISE SECURITY

Integrates Access Control, Security, Video Surveillance, and almost any open protocol system –*starting with BACnet-based HVAC*– seamlessly, on a single platform

- Control Multiple Building Systems in Concert
- Know the number, whereabouts and identities of people in your building
- Make data-driven decisions about where/how to deliver building services
- Get more value from existing investments in JACE-Niagara, security cameras, sensors



NIAGARA ENTERPRISE SECURITY | ROADMAP



Niagara Enterprise Security

The current offering is under product revitalization and will be offered as **Niagara Access**



Niagara Access, Coming Soon...

All new hardware portfolio

- New controller models
- OSDP & Weigand support
- Multi-class reader support
- QR code credentials
- Biometric credentials
- Mobile credentials
- 12 VDC
- POE
- Connectivity via Ethernet & Wi-Fi



Partnered with



Niagara Access will be built on an open framework.

Niagara Access will leverage **Z9 FL=X** to integrate with:



- Multiple access control vendors
- Multiple wireless lock platforms
- More options in development

INTEGRATING ACCESS CONTROL WITH BMS | A REAL-WORLD CASE STUDY

Matthew Harlan

President, Open Source Controls

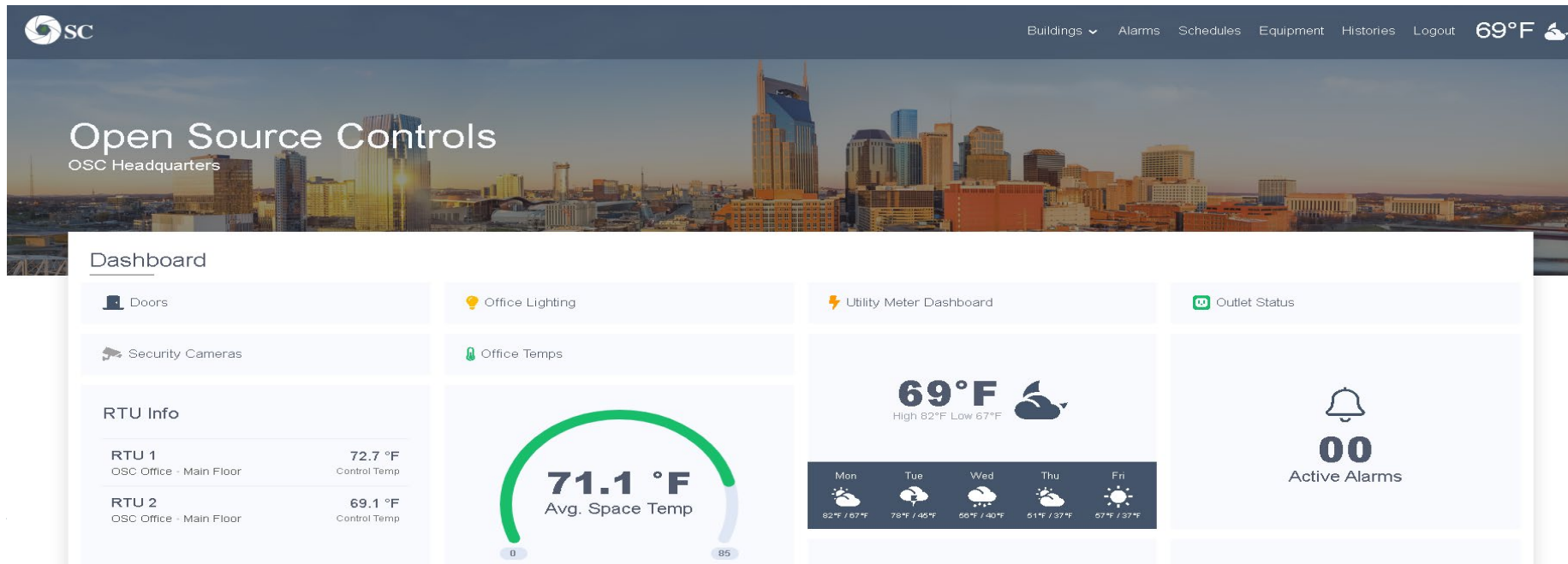


OPEN SOURCE CONTROLS

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WHERE TO BEGIN

- Evaluate the building needs and space use
- Look at building occupancy needs
- What infrastructure is in place already
- Is there an opportunity for energy savings
- Do your customers have a need for a one-stop shop



WHY IS ACCESS CONTROL KEY

- How do you know who is in the building
- Have the system make decisions based on Actual Occupancy
- Through the power of Niagara you can reuse logic
- The Access System is designed with the information needed to have intelligent occupancy rules.



**Wheeler, Tyler;
Stofferahn, Jade;
Harlan, Matt**

In Office

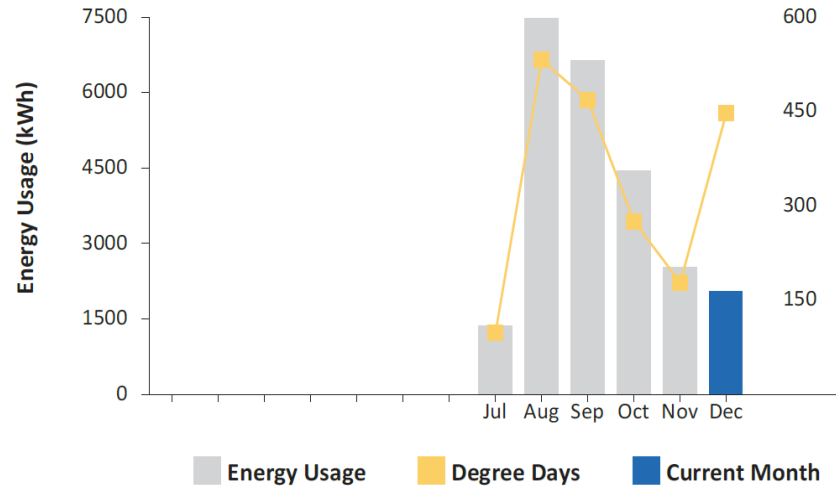


Badges

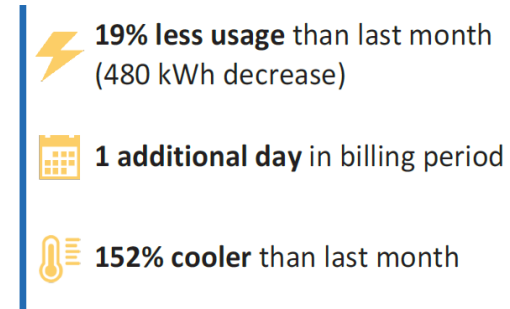
DOES IT WORK IN REAL WORLD

- At Move in date of OSC
- Typical office control
- August Bill 2022 \$1217.42
- After going live what is guess of bill following August
- August Bill 2023 \$623

Your energy usage



Your energy summary



*Questions on degree days? Visit nespower.com.

DOES IT MAKE SENSE TO GET INTO ACCESS CONTROLS

- Determine if your customer base will need this service
- Gives you another avenue into buildings
- Access controls are different than security
- Architecture and control is very similar to HVAC controls
- Access control companies are very willing to train your employees in all aspects
- Where access control companies fall short, we build our business on

POWER OF INTEGRATION

- You can help even the smallest customer save money.
- Using the power of Niagara to its fullest extent will bring savings
- Thank you for taking time to hear about our story

Proud to present Nashville
and surrounding area's first
MSI.

OPEN SOURCE CONTROLS



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ACCESS CONTROL INTEROPERABILITY, REDEFINED.

Ken Larson

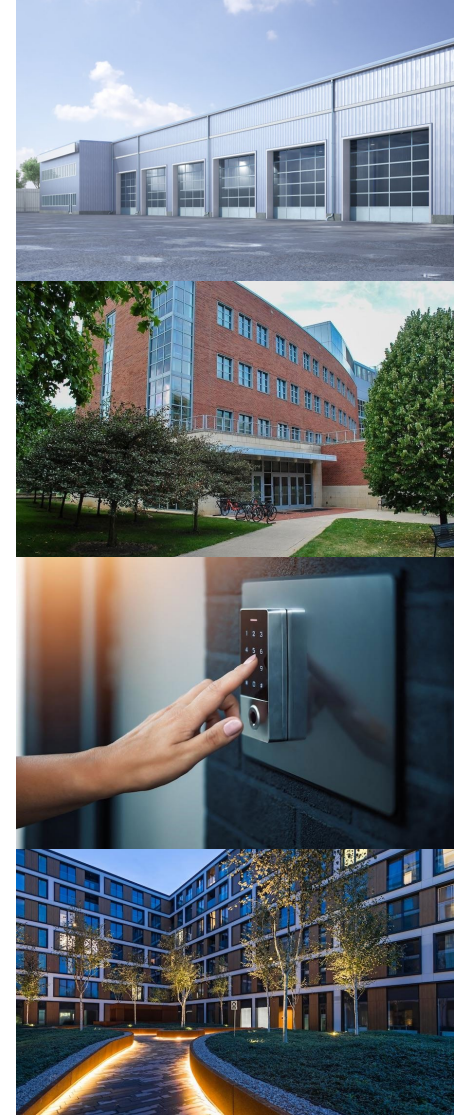
President, Z9 Security



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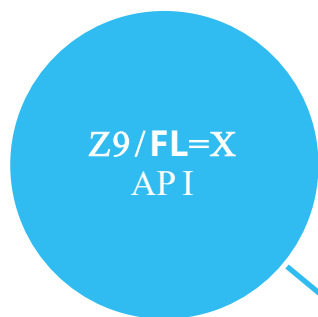
INDUSTRY CHALLENGES

- Hardware and software come from different vendors
...will continue to do so
- New hardware and software platforms being introduced every year
...a battle against complexity!
- Point-to-point integrations are one-off and expensive.
*...with **Z9/FL=X**: one and done.*

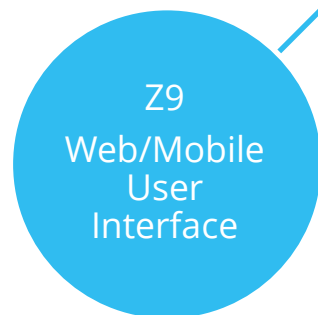
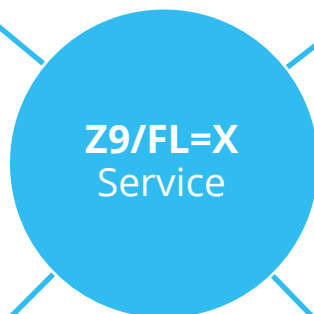


- The access control industry's first and only true hardware and software interoperability ecosystem
 - Unified technology platform
 - Seamlessly integrating a wide range of both open and proprietary access control hardware and software.
 - Drastically reduces time and cost to introduce new hardware and software integrations.

- OEM Management Software Integration



- Wired Panels
- Wireless Smart Locks

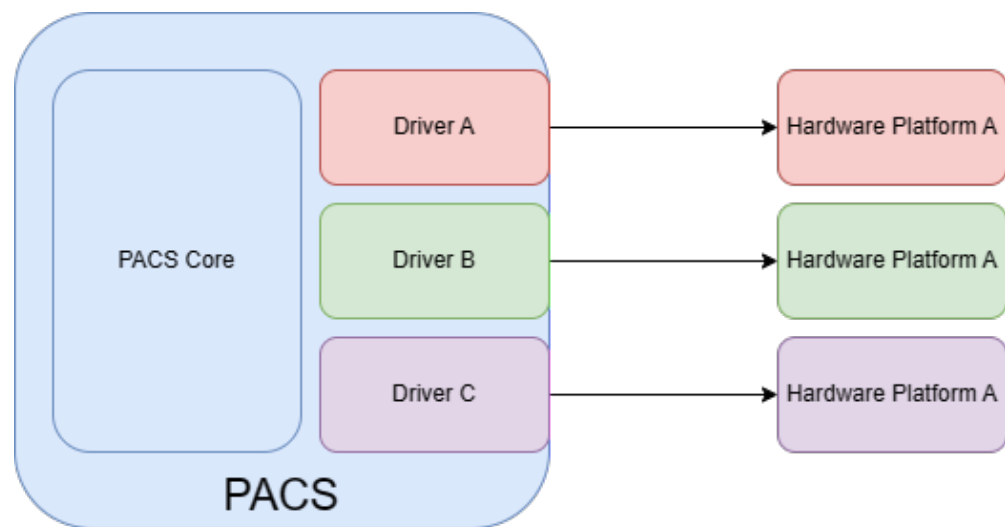


- Optional, Available for White Labeling

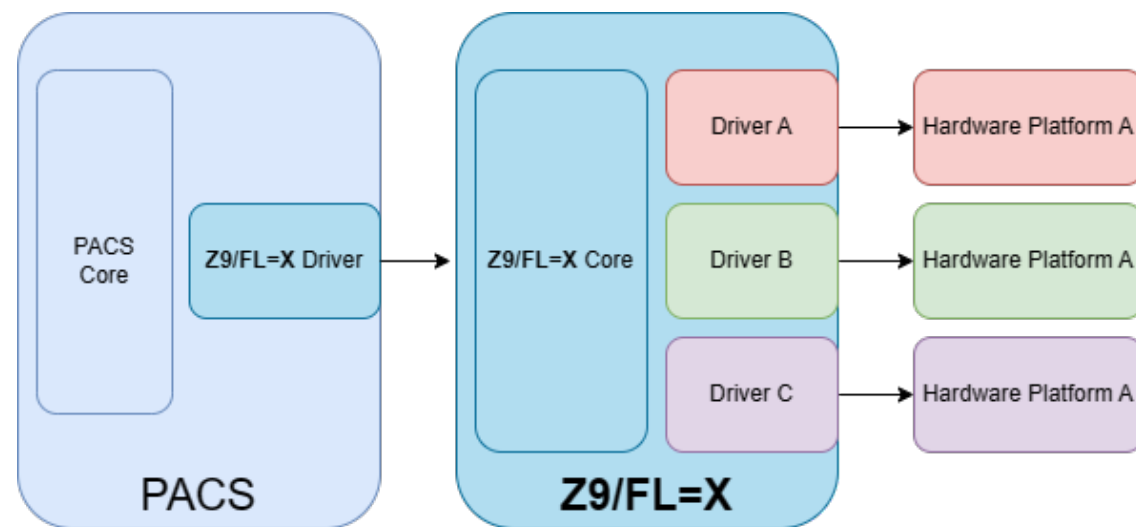


- **z9/op=n** Compliant Wired Panels
- **z9/op=n** Compliant Smart Locks

BEFORE AND AFTER



Traditional Multi-platform Access Control Integration Architecture



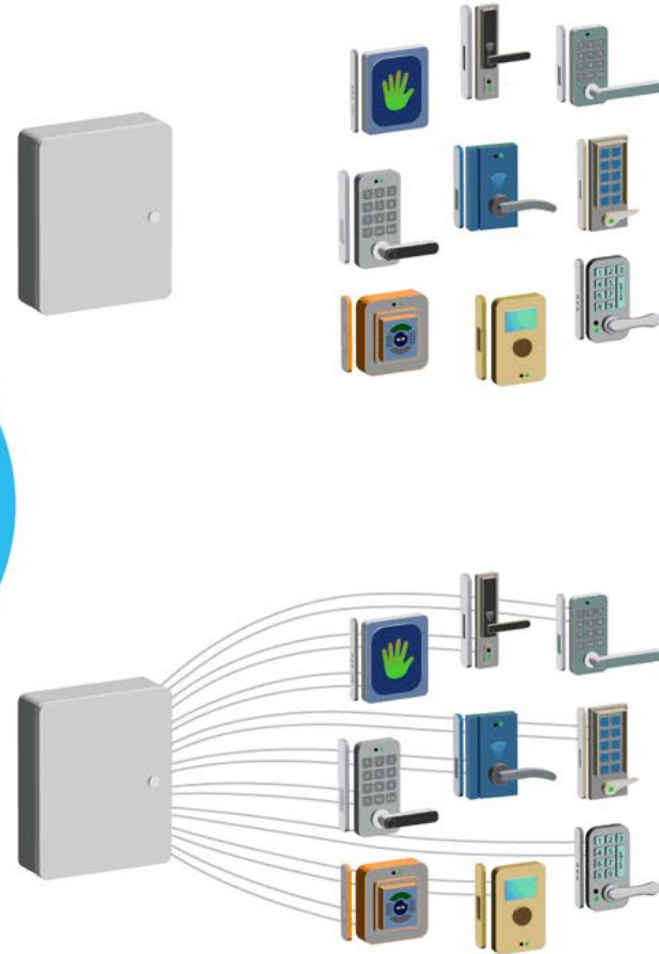
Z9/FL=X Multi-platform Access Control Integration Architecture



IN ACTION

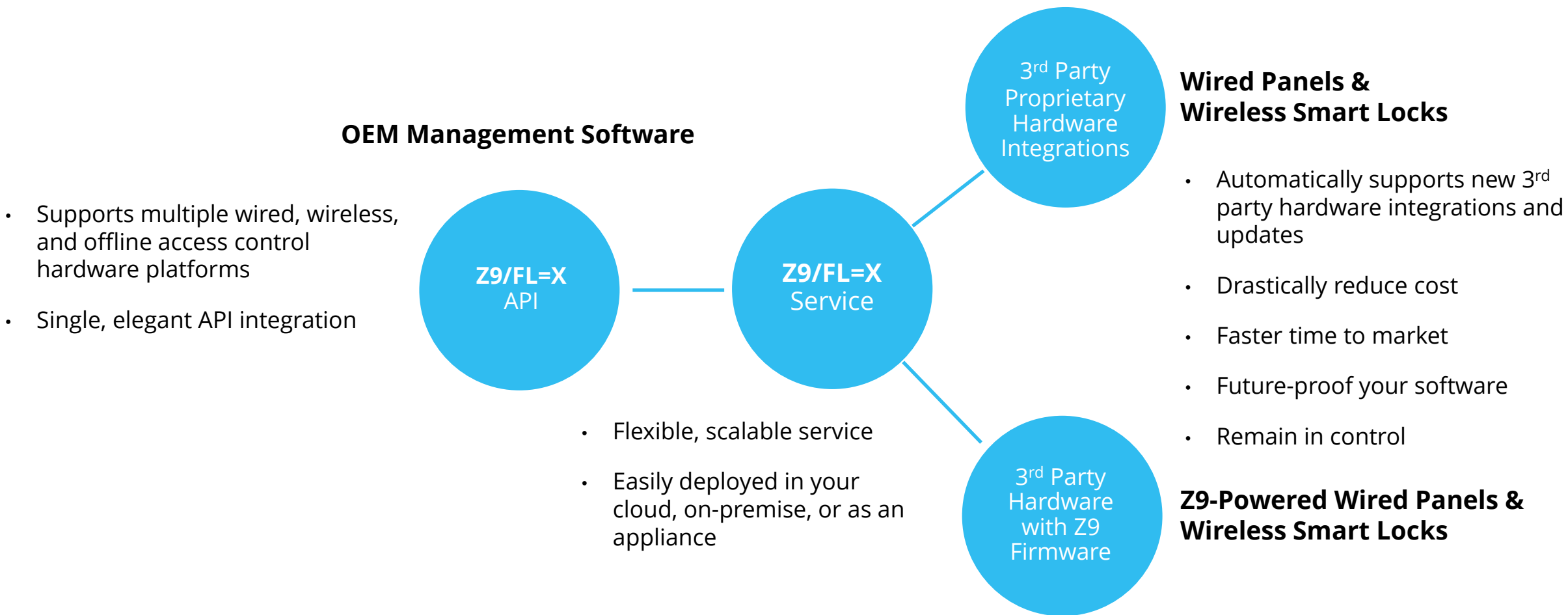


Z9/FL=X
Service



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BENEFITS FOR SOFTWARE VENDORS





WHY Z9 SECURITY

- Z9 Security is focused specifically on access control interoperability
...Vendor neutral, decades of expertise
- We've built technology for the biggest names in the industry
...Honeywell, Dormakaba, Allegion, Lenel, Avigilon, ZK Teco, Azure Access, Assa Abloy
- We bridge the gap between hardware and software
...and make this available to hardware and software vendors
- We do this with the Z9/FL=X Ecosystem
...components, interfaces, services



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PANEL Q&A

THANK YOU