CONNECTING
THE WORLD

Developer Program Professional Services Marketplace

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TRIDIUM

Developer Program

Introduction and Strategy

hello

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TRIDIUM

Overview

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TRIDIUM

Access to Knowledge

Enhanced Developer Documentation

Tips & Tricks

Video Examples Database

Recordings of Technical Councils

Dedicated Resource Storage

Learning Benefits & Enhancements

Developer Program features availability will be announced separately based on their readiness

Active Communication

Tailored Communication

Breaking Change Updates

Strategy & Roadmap Councils

Technical Councils

Feedback & Enhancements

Tridium Community Forum

Developer Program features availability will be announced separately based on their readiness

Tools and Support

Dedicated Developer Support

Niagara Central

Early Access Release

Cloud API Sandbox*

Application Signing

Developer Program features availability will be announced separately based on their readiness

*As available in countries where Niagara Cloud is released

Active Promotion & Commercial

Promotion on Tridium.com – Partner Locator

Marketplace Promotion

Marketplace Discounted Fee

Official Developer Certificate

Summit/Forum Promotion Opportunities

Enable Streamline Selling through Marketplace

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Developer Program features availability will be announced separately based on their readiness

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Program Details & Key Steps

Annual Program & Membership Fee

- Annual membership renewal
- Ability to align renewal date with monthly SKUs
- Discounted membership fee for Niagara resellers

Membership includes all

- All available features are included based on tier selection
- No additional fees for developer support hours
- Access to tier-based available features during membership term

Tiered System

- Multiple Membership Tiers based on different needs
- Requirements based on Tier selection
- Tiered-based membership fees

Program Features Enhancements & Updates

- Enhancement of existing program features
- Introduction of new program features to help support Developers
- Seeking feedback from members

Next steps

- Developer council in June
- Developer Program announcement
- Share feedback with us
- Contacts:

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TRIDIUM

Professional Services

WHY CHOOSE TRIDIUM PROFESSIONAL SERVICES

KNOWLEDGE
skilled developers with unique depth in Niagara

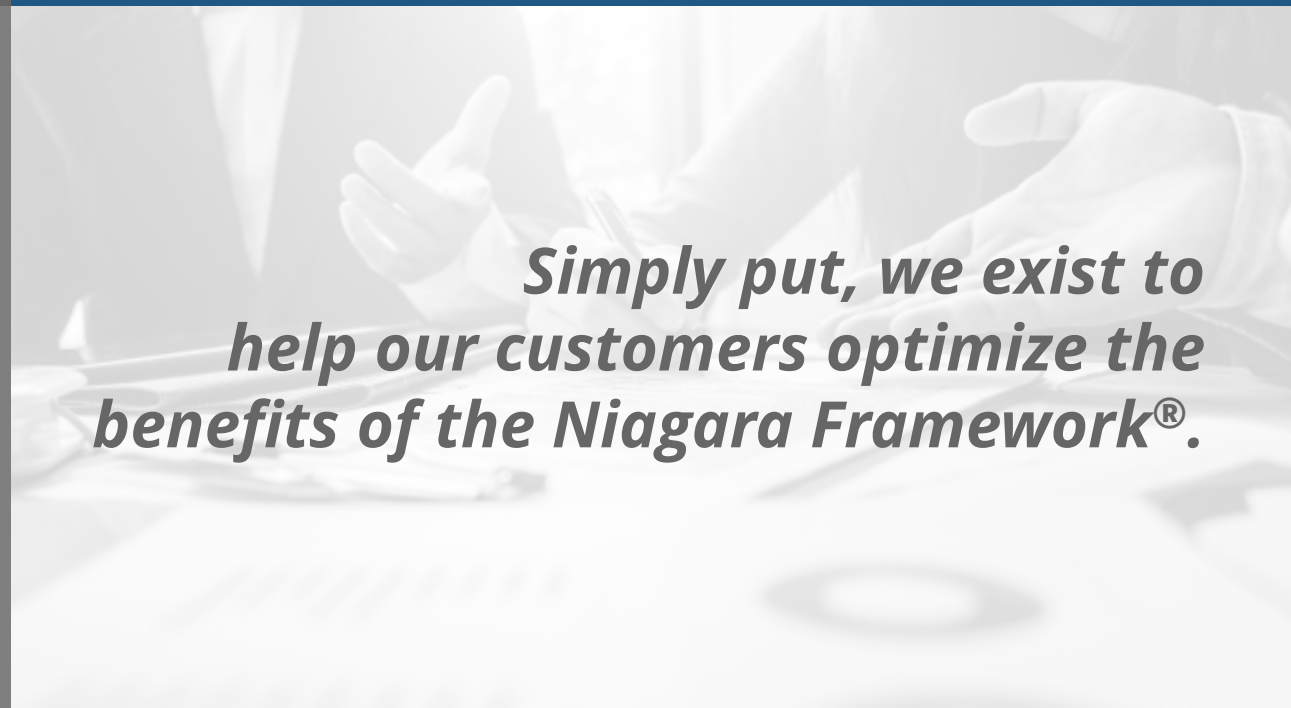
SPEED
development initiatives and time-to-market

ACCESS
to developers behind Niagara

GAIN ADVANTAGE
around your Niagara-based solutions

Industry-leading Niagara Framework®

- Device Connectivity/Management
- Cyber Security
- Data Management
- User presentation Capabilities
- Community



Simply put, we exist to help our customers optimize the benefits of the Niagara Framework®.

CUSTOM SOFTWARE SOLUTIONS

Software Solutions from the Experts @ Tridium Professional Services

- Custom Device Drivers
- Custom Data Visualization
- Custom Software Images
- End User Engineering
- Post-warranty Support
  - Maintenance Of Compatibility (Moc)
  - Released Software Support (Rss)

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FEATURED TPS PROJECTS

LG Electronics

MultiSITE VRF Driver & Web Application

- Integrates LG VRF Equipment into Niagara
- Monitor, Control, Automate

Schneider Electric

SpaceLogic® Niagara 4 Driver

- Integrates SpaceLogic Controllers into Niagara
- Comprehensive BAS Solutions

Encycle

Swarm Logic® Niagara 4 Driver

- Integrates Swarm Energy Management Software into Niagara
- Improve building and energy efficiency

GLOBAL CUSTOMERS

OEMs

WattStopper – A Group brand – legrand
FUJITSU – FUJITSU GENERAL
LG
Life Is On Schneider Electric
Johnson Controls
SIEMENS
ENCYCLE
TREND
KMC CONTROLS
Honeywell – BUILDING MANAGEMENT SYSTEMS
Honeywell – MULTISITE
ALERTON
NORTEK AIR SOLUTIONS
LYNXSPRING

Distributors & SIs

sentient BUILDINGS
BROUDY PRECISION
BUILDING CONTROLS GROUP – SUPPLY • SUPPORT • SOLUTIONS
cci – A KELE COMPANY
ENABLED ENERGY – BETTER DATA CENTERS
CBRE
COCHRANE SUPPLY
CURRENT – LIGHTING SOLUTIONS
COMGUARD – FORTIFY YOUR IT SECURITY
TDIndustries
Caverion – Building Performance
CHESAPEAKE CONTROLS INC. – CREATING INTELLIGENT BUILDINGS
oneSIGHT SOLUTIONS
adn – FIRE SAFETY PVT. LTD
ATKINSON ELECTRONICS INC.
NRG CONTROLS INC.
M.C. DEAN – BUILDING INTELLIGENCE

End Users

THE UNIVERSITY OF CALIFORNIA – 1868
Hilo by Hydro-Québec
AT&T
King Abdullah University of Science and Technology
Honeywell AEROSPACE
OSRAM
Alibaba Group
Walmart 中国

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CUSTOM SOFTWARE SOLUTIONS CONTRACT TYPES

FIXED SCOPE AGREEMENT

- Fixed Fee
- Fixed Deliverables
- Hours vary
- Add Deliverables - Change Order
- Great for getting started
- Enter new markets by bringing your solution into Niagara

ANNUAL AGREEMENT

- Fixed Fee
- Fixed Hours
- Deliverables vary
- Add Hours - Change Order
- Great for maintaining and enhancing
- Bring changes to market quicker

CONSULTING SERVICES

- PRE-SALES CONSULTING
  - Specification Development
  - Project specific consulting for existing and future projects
- POST-SALES AUDIT
  - Detailed site inspection: System health, config, security, architecture, and much more
  - Report & Recommend
- DEVELOPMENT CONSULTING
  - Provide consulting on software development for the DIY developers

FEATURED TPS PROJECTS

KAUST

Annual Consulting Contract

- Quarterly Site Audits
- Advanced Emergency Tech Support
- Future Project Planning

Ensuring KAUST continues to optimize their investment in the Niagara Framework, year after year

King Abdullah University of Science and Technology

University of California Santa Cruz

Site Audit Consulting

- On-Site System Architecture & Implementation Audit
- Summary & Recommendations

Focus on System Health, Application, Security and much more

Niagara Cloud Pro Services

SERVICES IN THE CLOUD

TIER 1: Niagara Cloud Suite Consultation

TIER 2: Niagara Cloud Suite Set-up & On-Going Support

TIER 3: Niagara Cloud Suite Application Development

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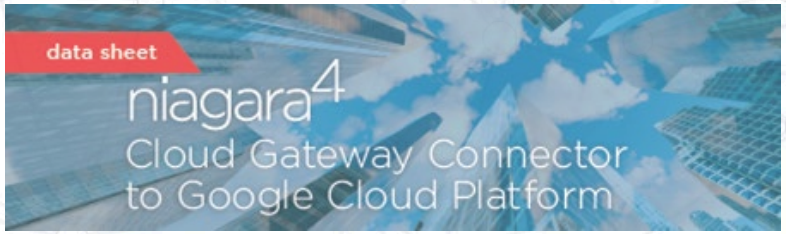
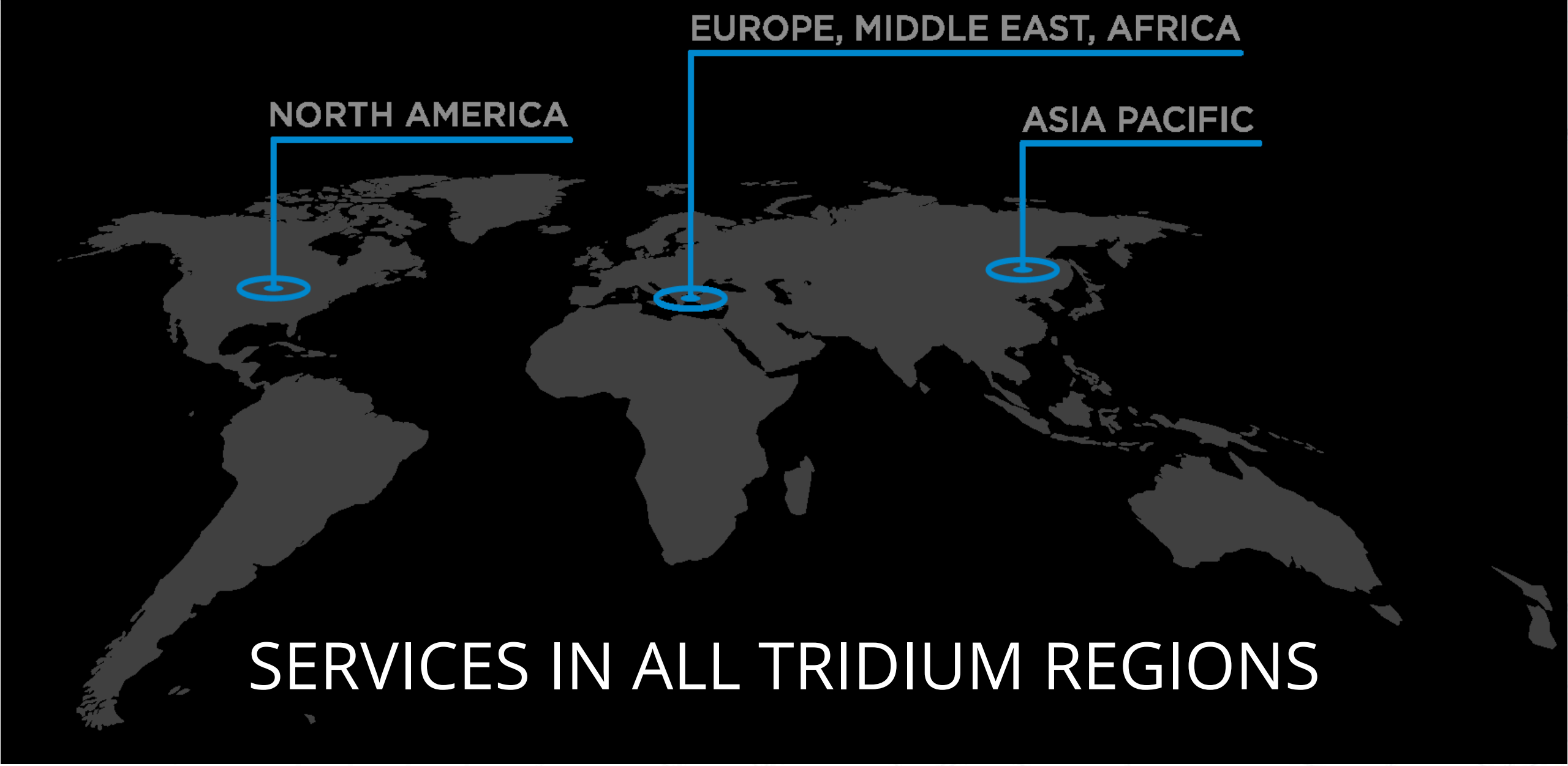
PROFESSIONAL SERVICES PRODUCTS

Market and industry factors such as Code and Regulation can lead to non-core Niagara products





SERVICES IN ALL TRIDIUM REGIONS

niagara marketplace

hello

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TRIDIUM

niagara
marketplace

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

EMPOWERING FOR BUYERS

- Peer content rating
- Platform-based licensing
- Try before you buy

SIMPLE FOR SELLERS

- Personalized 'storefronts'
- Integrated Niagara licensing
- Simplified Selling

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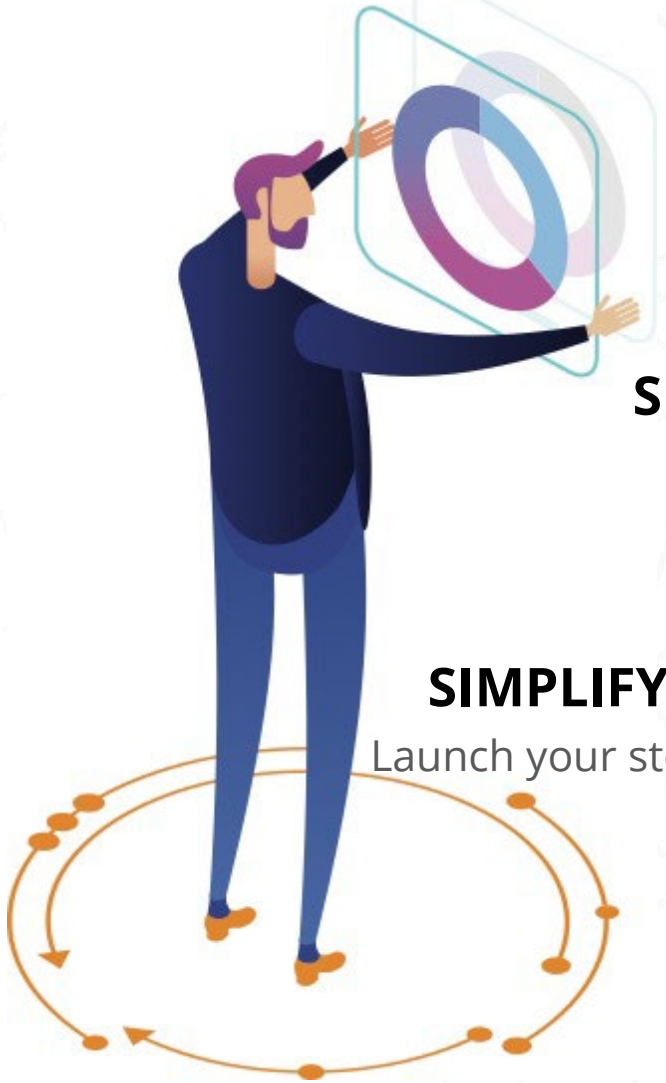
NIAGARA MARKETPLACE

SELL EASIER. BUY BETTER. WORK SMARTER.



DEVELOPERS
(sellers)

SELL WITHOUT LIMITS
International Market

SIMPLIFY YOUR SALES
Launch your storefront in minutes.

INTEGRATORS
(buyers)

DELIVER BETTER, FASTER
Find everything you need to innovate

BUY WITH CONFIDENCE
Browse vetted solutions through a secured platform.

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NIAGARA MARKETPLACE

WHAT YOU NEED TO KNOW | THE DETAILS

2 PART REVIEW PROCESS

1. Sellers document compliance with best practices for secure software development
2. Listings are reviewed for accuracy and aesthetics

AUTONOMY OF COMMERCE

Seller-buyer relationships, transactions and disputes are managed 'offline'.

ONLY PAY WHEN YOU SELL

No costs to sellers until buyers purchase their content

3rd PARTY PAYMENT PROCESSING

TRANSACTION TAX GUIDANCE

Clarifies proper tax remittance for each transaction.

NIAGARA MARKETPLACE

WHAT YOU NEED TO KNOW | ROADMAP

EXPANSION TO APAC REGION

INDUSTRY TRAINING COURSE LISTINGS

NEW PAYMENT SUPPORT

HARDWARE LISTINGS

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LOG-IN OR SIGN-UP ONLINE TODAY

NiagaraMarketplace.com

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Q&A

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