Tridium EMEA 2023

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Managing Director – Tridium EMEA

TRIDIUM

WHAT WE SEE

MESSAGING

GROWTH OBJECTIVES

EVENTS

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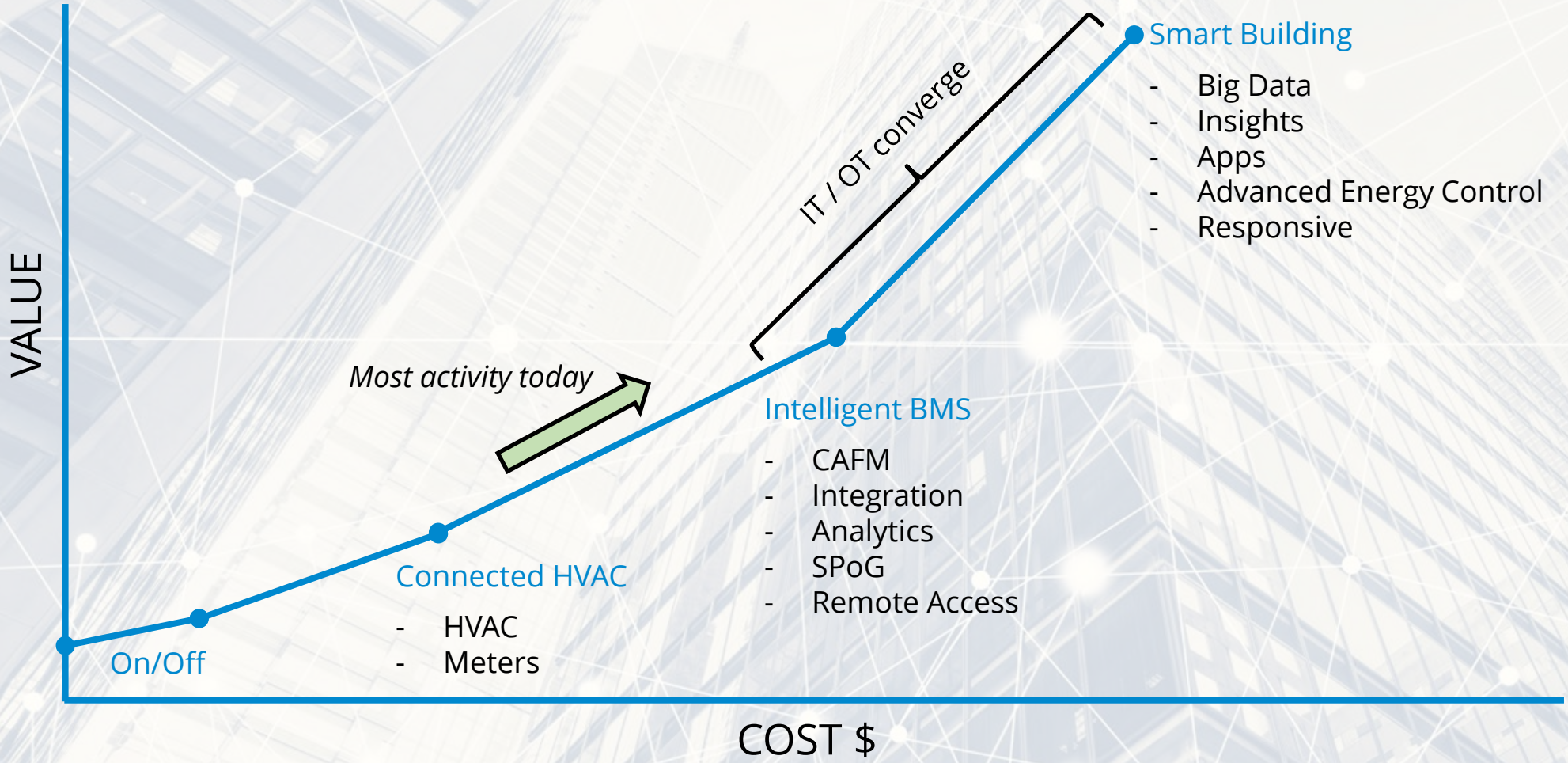
WHAT WE SEE

EVOLVING SMART BUILDINGS



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What does Niagara do?

We need to replace everything, again.

I've got a pilot graveyard

I've got BACnet, so I'm already open, right?

Insights not data

Talk to the IT Team

Our plans have changed, again

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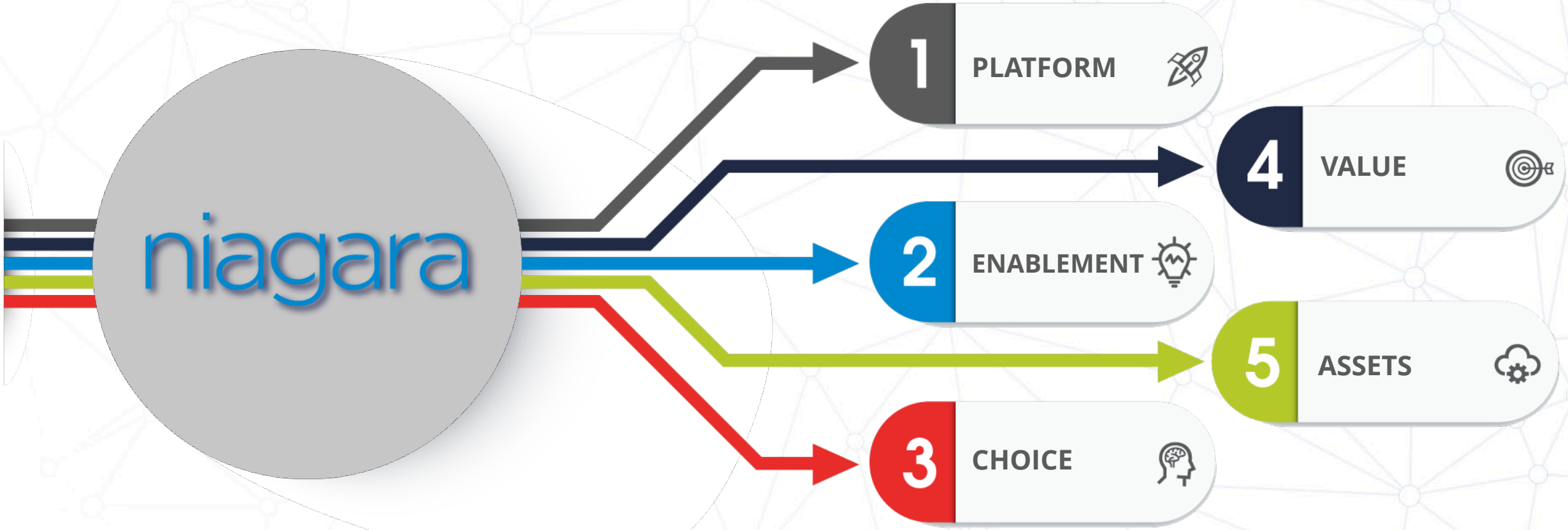
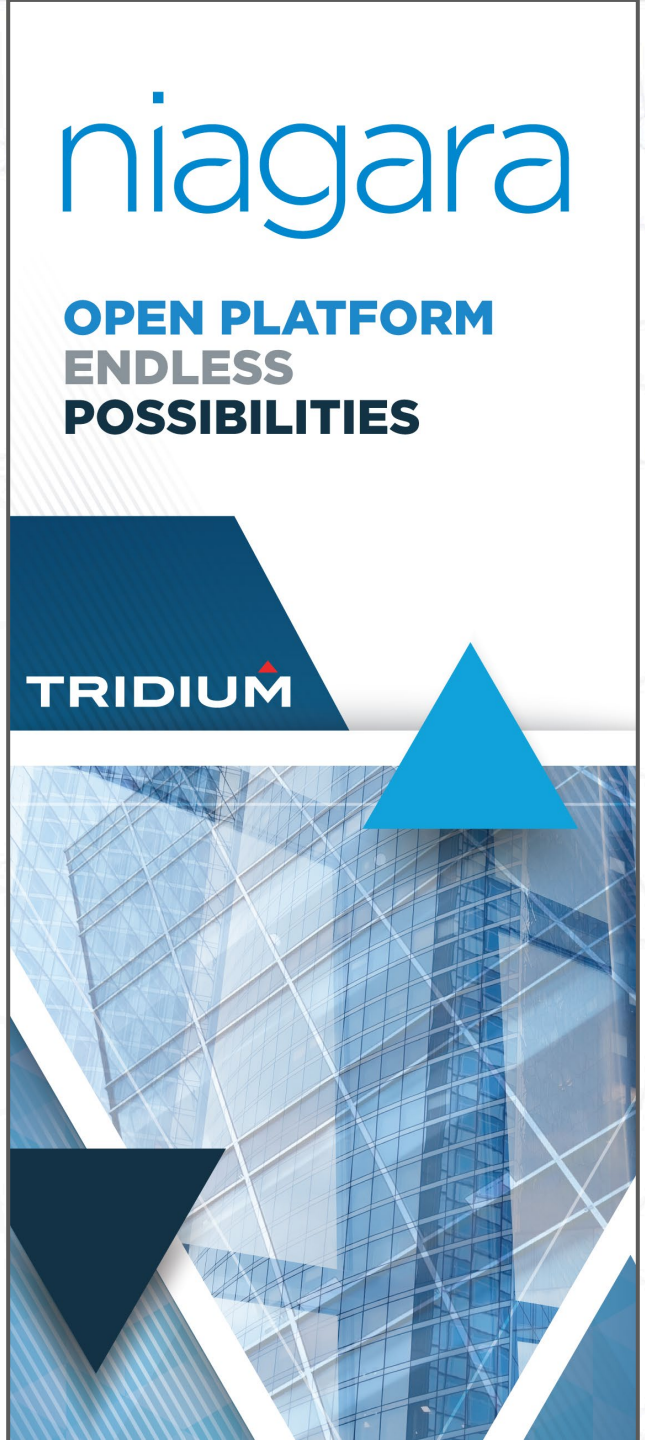
MESSAGING

HOW WE TALK ABOUT NIAGARA





FRAME THE MESSAGE

Digital Transformation

- A customer has a plan for their assets
- The plan is unique in scale, objectives and duration
- The customer wants multi-vendor to deliver the plan
- The plan can change direction mid way

The Stage Zero

- Get a connected base before anything else
- Build on, not replace
- Design a strong & flexible digital base
- Reduce whole life costs and technology debt

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WHAT IS NIAGARA?

Niagara Enables

- Enables digital transformation
- Enable the stage zero
- Enable big tech to deploy
- Enable change and evolution
- Enable a smarter edge

Through the Community

- Diverse & highly skilled installers
- Developers
- Hardware vendors
- Consulting services

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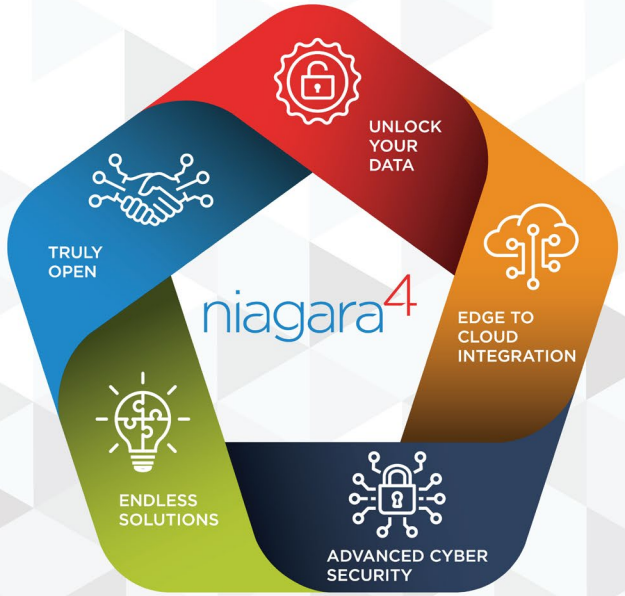
niagara4



ENABLING SMARTER BUILDINGS

ENABLE integration
ENABLE choice
ENABLE the IoT
ENABLE change

GROWTH OBJECTIVES

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4 TARGET AREAS

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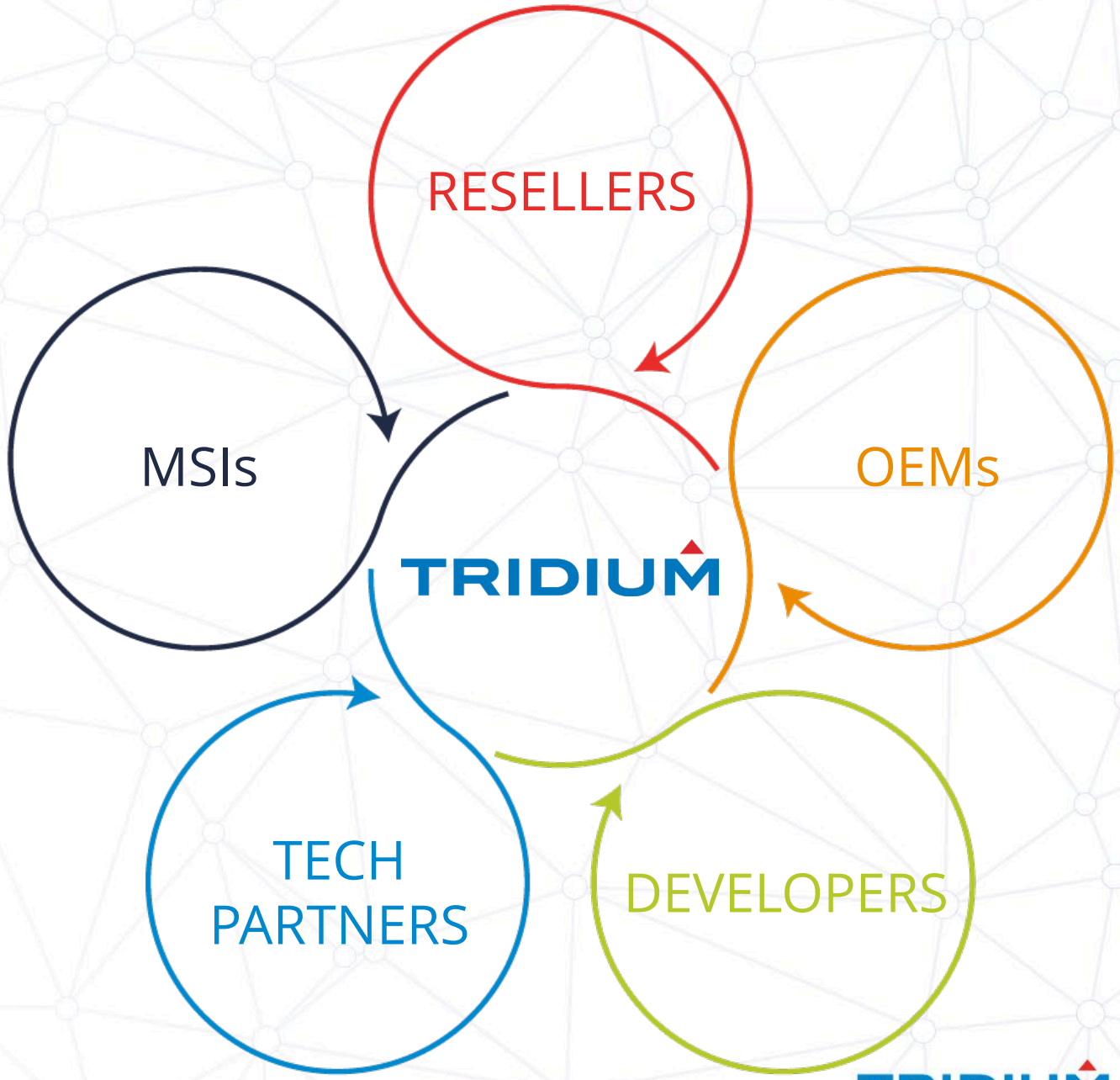
GROW THE COMMUNITY

Tech Partners

- Technology that compliments Niagara
- Give end user some technical assurance
- CAFM, Insights, LPWAN, alliances
- Co-promote and link communities

MSI's

- Require Niagara to connect and deploy insights
- Will buy from existing partners



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DRIVE DEMAND

ENTERPRISE SPECIFICATION

ENHANCE CORE DRIVERS

GEO INVESTMENT

COLLABORATE WITH TECH ALLIANCES

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EDUCATE THE MARKET

THE VALUE OF niagara

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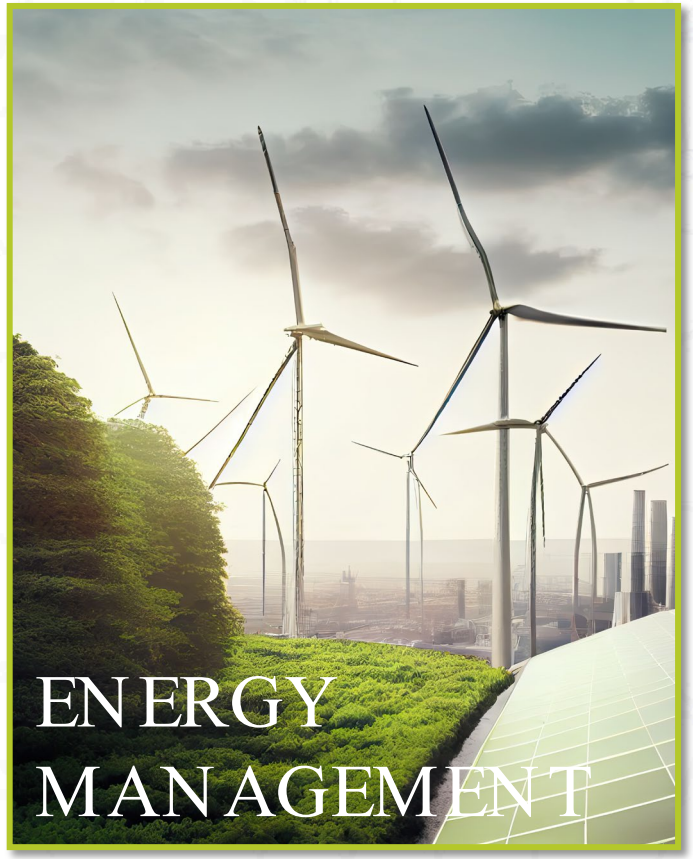
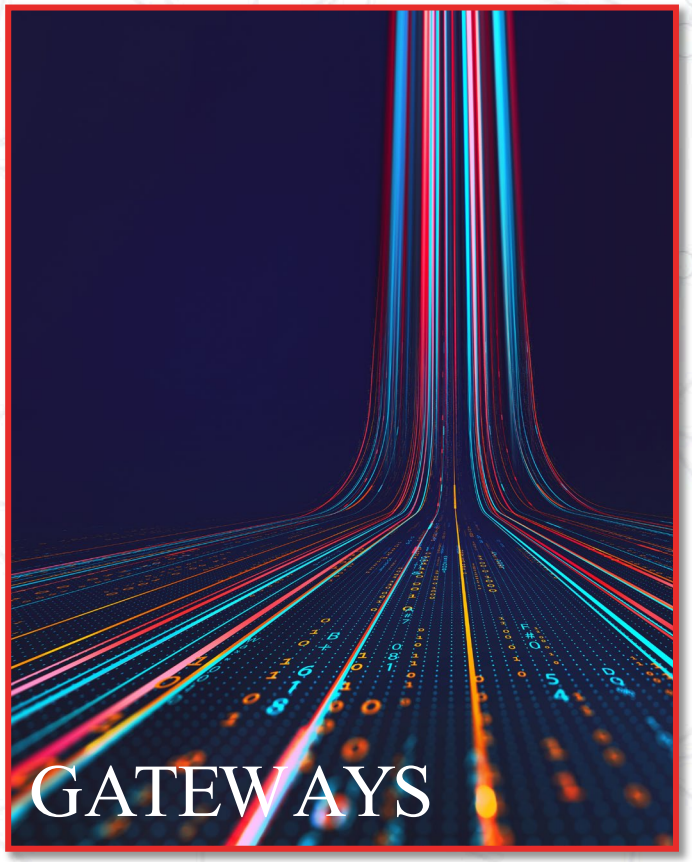
PORTABILITY





EVENTS

EVENTS

Drive **Demand**

Promote the **Community**

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TRIDIUM

CONNECTING

THE WORLD