



CONNECTING
THE WORLD



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CONNECTING
THE WORLD

Vision & Direction

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Welcome!

**Thank
you!**

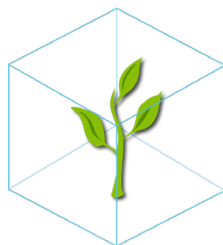
Vision & Direction

Market Landscape

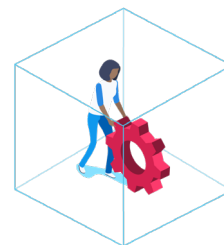
Market Landscape



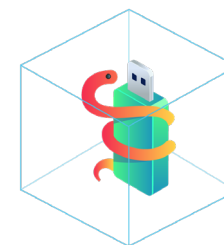
ACCELERATED INVESTMENT in IoT



SUSTAINABILITY MINDSET



WORKFORCE EVOLUTION



OT CYBER THREATS

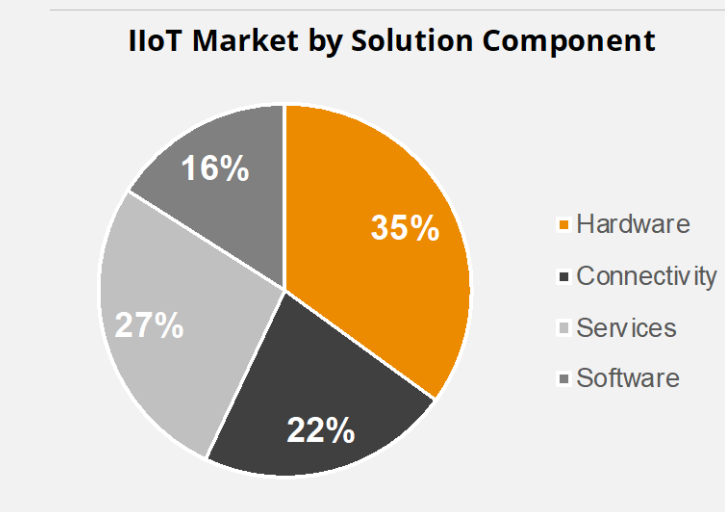
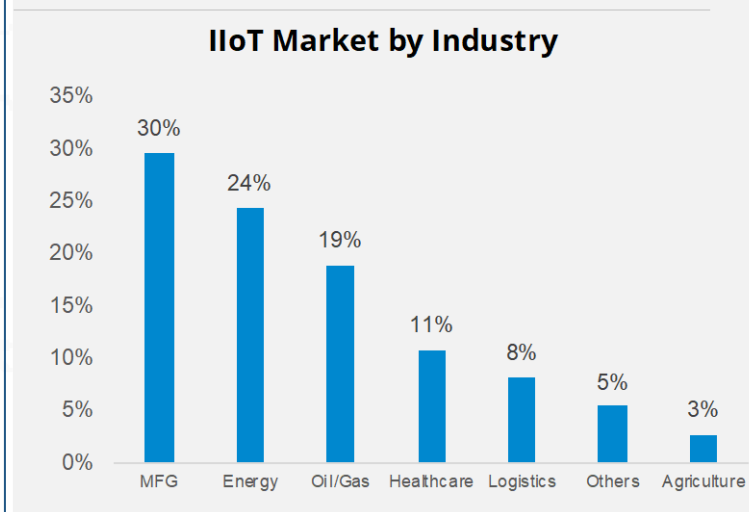
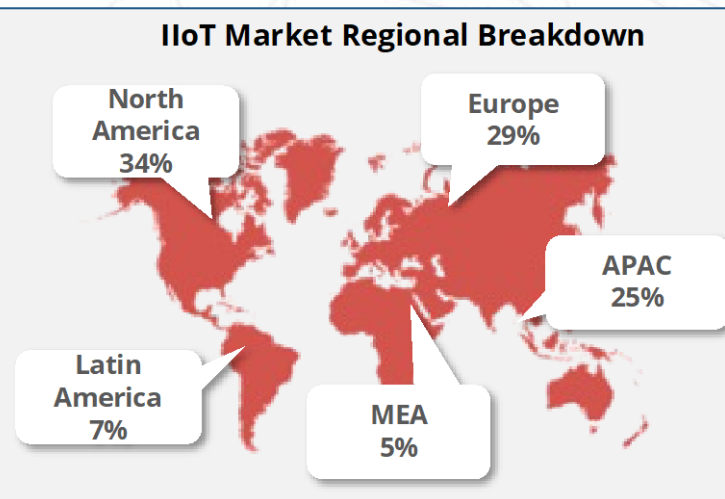
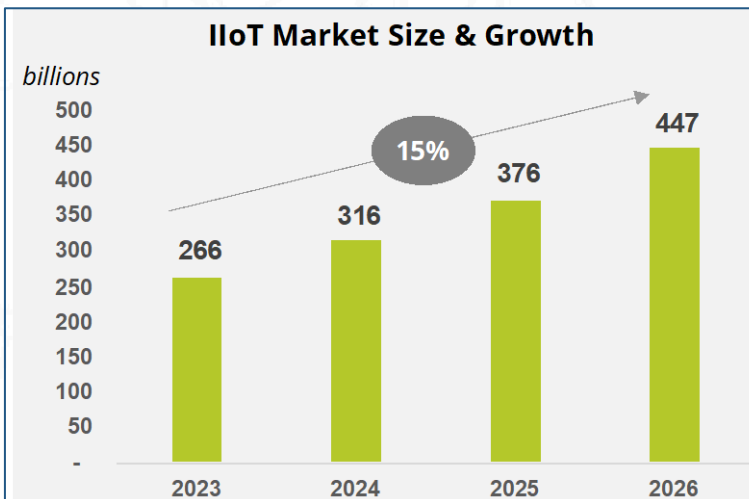
This year there will be
4.9B connected things
globally ¹
- *Forbes*

83% of consumers
prioritize sustainability
when making
decisions ²
- *World Economic
Forum*

The most widespread
shortages occupations
are in software,
healthcare,
construction and
engineering crafts ³
- *European Labour
Authority*

93% of OT
organizations
experienced an
intrusion in the past
year; 78% more than
three ⁴
- *Fortinet*

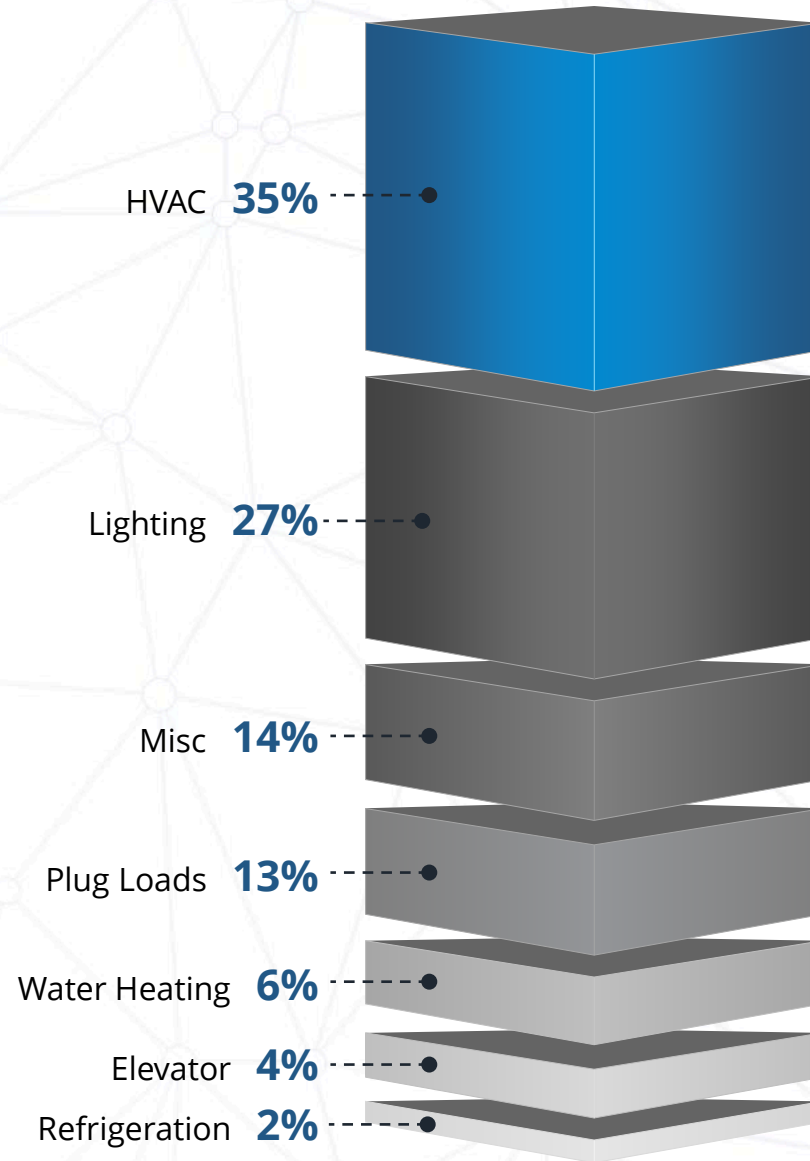
Accelerated Investment in IoT



Large opportunity driven by data, analytics, and automation needed to meet business objectives

Sustainability Mindset

WHICH ASSETS USE THE MOST ENERGY & EMIT THE MOST CARBON IN BUILDINGS?



TYPICAL ASSET
LOADS IN
COMMERCIAL
BUILDINGS



ACCELERATED
INVESTMENT in IoT



SUSTAINABILITY
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WORKFORCE
EVOLUTION



OT CYBER
THREATS

Workforce Evolution



- Some of the challenges:
 - Hiring is challenging across the board
 - Burn out creating employee turnover
 - Hardest hit in most critical areas
- Alternatives considered:
 - Flexible work
 - Sacrificing the 'perfect fit'
 - Education versus training
 - Investments in technology and automation
 - Reskilling and upskilling

OT Cyber Threats



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OT CYBER
THREATS

Why should you care?

Ransomware and cyber security attacks are on the rise

Depending on the attack, **YOU** could be held responsible

An 86% rise in attacks on hospitals and health care networks in 2022

- *Check Point Research*

Ransomware attacks in Europe exploiting a 2-year-old computer bug

- *Associated Press*

European Union Agency for Cybersecurity (ENISA) expects ransomware groups to disrupt OT systems

- *securityweek.com*

Vision & Direction

Product Vision



**Building on our
core values to
emphasize:**

We believe in ...

1. MAKING DATA READILY ACCESSIBLE

Make it easily and securely accessible from all systems to all parties for transparency and experience

2. PROMOTING AGILE FACILITIES OPERATIONS

To accommodate for hybrid work environments and mixed-use facilities

3. CONTRIBUTING TOWARDS A SUSTAINABLE FUTURE

Buildings make up 40% of carbon footprint and we can help slash it

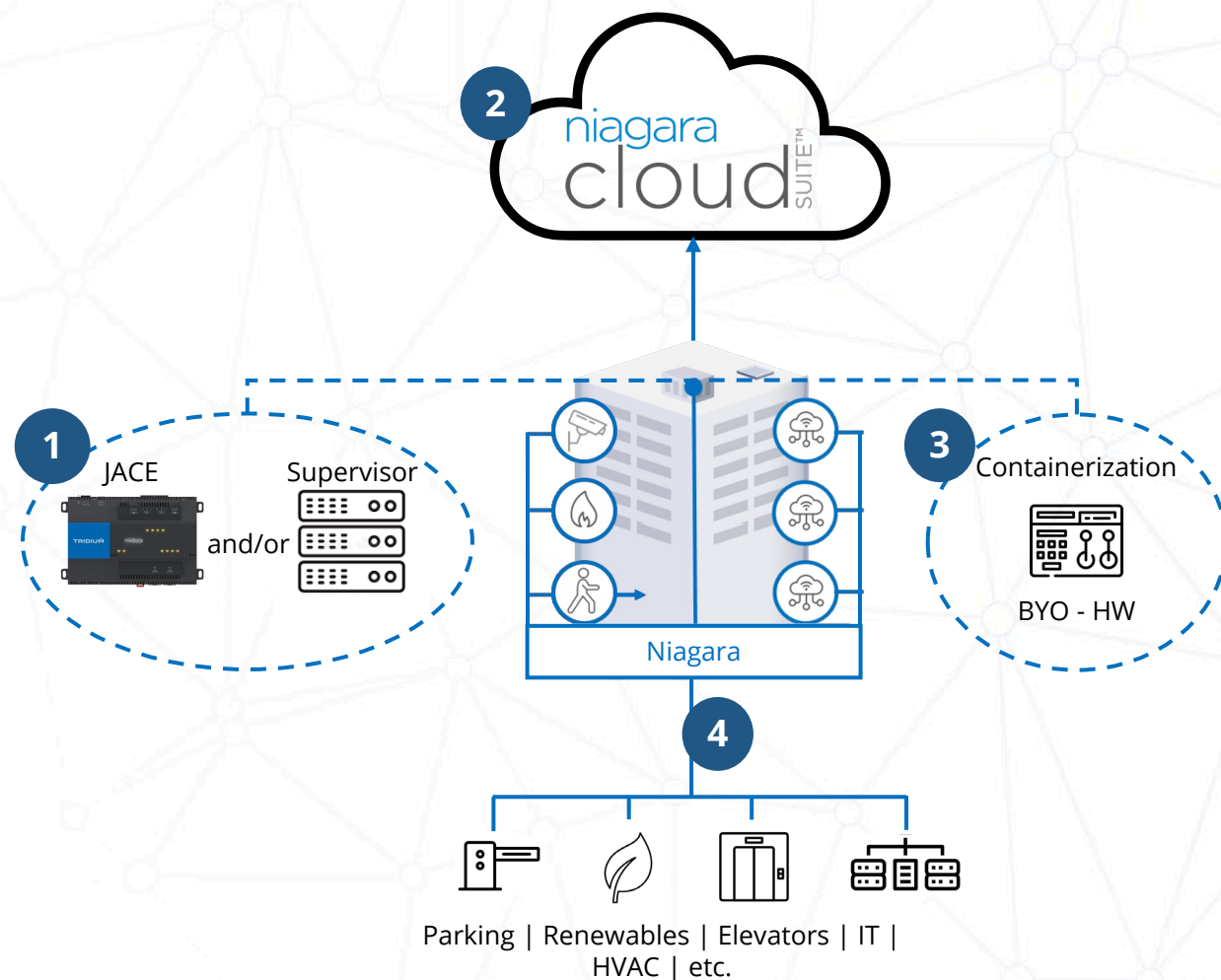
4. CREATING SAFE, HEALTHY AND EXCITING SPACES

Real estate should serve as a strategic asset to help drive productivity and to attract and retain top talent

5. EMPOWERING THE NIAGARA COMMUNITY

Provide the community with the right products, tools, and enablement to serve customers and attract great talent

Informs our product vision ...



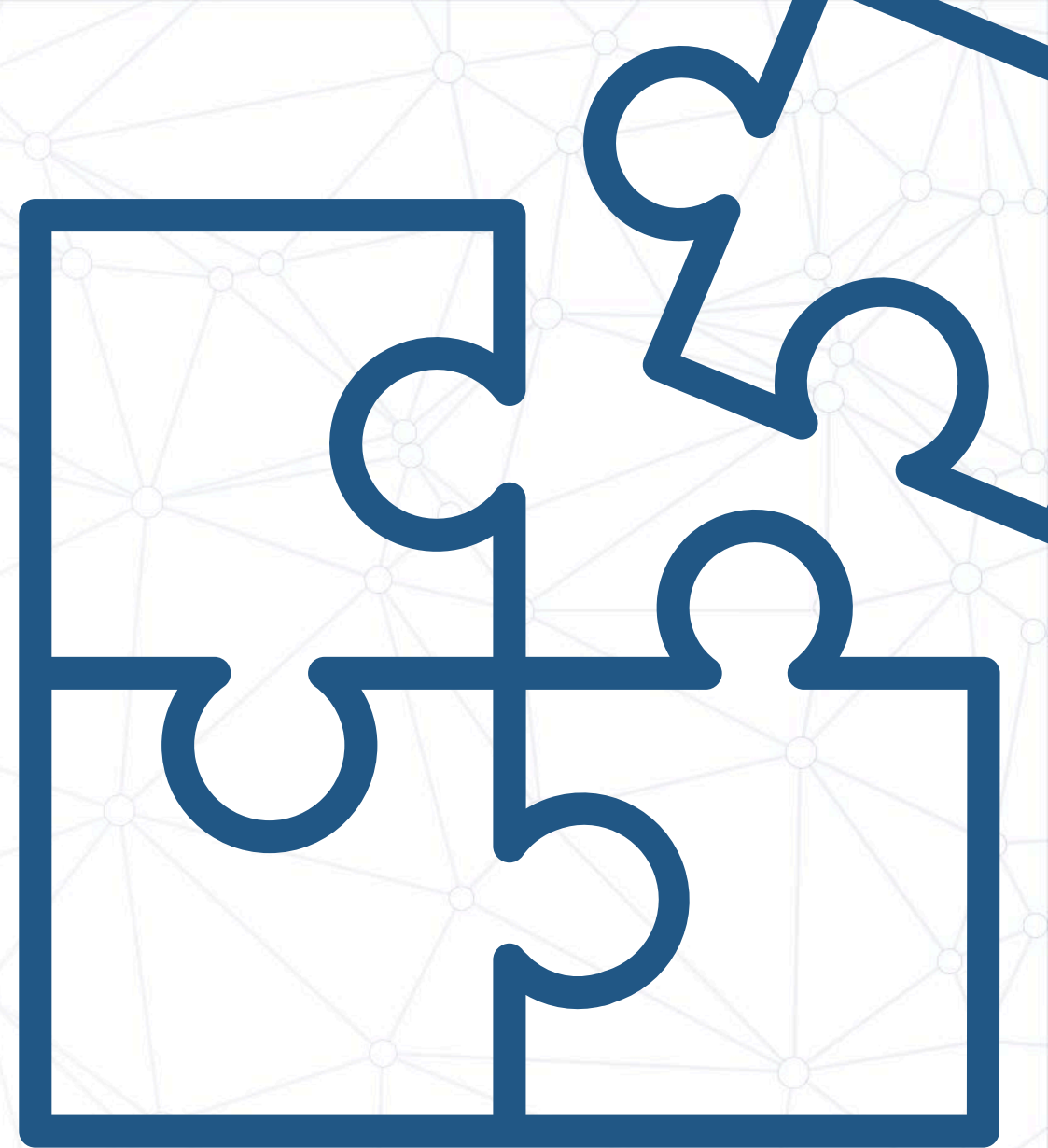
- 1** Committed to our core offerings:
 - Niagara
 - JACE & Edge10
 - Enterprise Security / Analytics
- 2** Extending supervisor services to the cloud and providing a marketplace for our community
- 3** Making Niagara easier to consume and deploy
- 4** Providing a common interface / toolset for the management of control peripherals across an OT network



What you should expect

Our product development is focused on:

1. Improving the **security posture** of our community
2. Simplifying **workflows** for SIs
3. Creating **growth opportunities** for our partners to enable them to provide a higher quality of service





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