



NF
25

CONNECTING
THE WORLD

TRIDIUM VISION & STRATEGY



ANDY D'AMELIO

VP & General Manager
Tridium

GUIDING PRINCIPLES



EASY TO DO BUSINESS WITH

- Seamless customer experience
- Fast and thoughtful interactions



TRANSPARENT ENGAGEMENT

- Honest and candid
- No gray, keep it black and white



MORE PROFITABLE

- Our channel should realize strongest earnings potential
- End users have clear path to productivity gains and cost efficiencies



WORLD CLASS ORGANIZATION

- Knowledgeable sales, engineering and functional teams
- Innovative marketing and offering management professionals

POWER OF PARTNERSHIP



1000+
registered



50%
return
attendees



430
organizations



23
sponsors



47
sessions



25,000+
certified
professionals



1,000+
developer
partners



14+
OEM partners
with Niagara
based products



77+
countries



5,000 +
system
integrators



1.4M+
Niagara instances
across the globe

OUR INDUSTRY IS TRANSFORMING

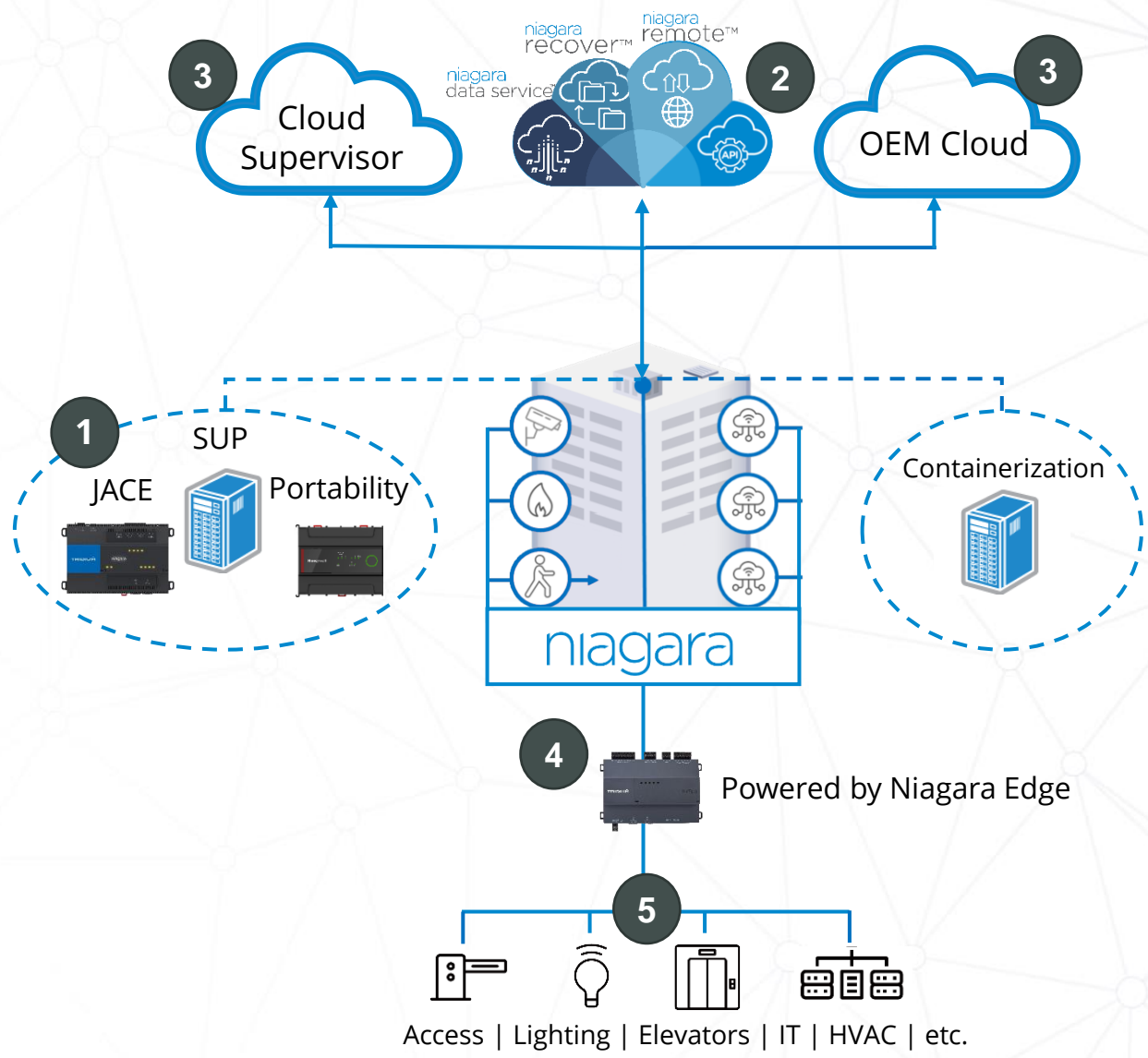


- Siloed systems
- Bespoke engineered connectivity
- On-premise
- In-house facility team



- Digital transformation & IoT
- Connectivity is expected
- On-prem, hybrid, cloud
- Outsourced remotely managed FM

TRIDIUM PRODUCT STRATEGY



OFFERINGS

- 1 NIAGARA CORE
- 2 NIAGARA CLOUD SUITE
- 3 PRIVATE + OEM CLOUD
- 4 NIAGARA EDGE
- 5 SUPPORTED DRIVERS

STRATEGIC OBJECTIVES

GROW THE
COMMUNITY

New regions, new offerings, new use cases, powerful programs

DRIVE
DEMAND

Expand reach across building verticals & thoughtful migration plans

EDUCATE
THE MARKET

Diverse and Effective Methods for knowledge sharing

TRANSFORM

Translate data for safe, healthy, and sustainable spaces

MY ASKS TO YOU



NIAGARA CLOUD

Embrace Niagara Cloud Suite™ and let's take this journey together!



NETWORK & CONNECT

Enjoy the show and network with other creators



HIGHLIGHT NIAGARA

Highlight the awesome things you're doing with Niagara



FEEDBACK

Fill your schedule, learn from industry experts and provide feedback



CONNECTING
THE WORLD