

NIAGARA SUMMIT 2026

SEAMLESS CONNECTIVITY,
POWERFUL INTELLIGENCE

NS₂₆
CUSTOMERS

TRIDIUM

2:00 PM – 2:50 PM | THURSDAY

BEST PRACTICES FOR DEPLOYING NIAGARA FOR A NATIONAL RETAIL PORTFOLIO



TRIDIUM

Views expressed by all speakers are their own and do not necessarily reflect the views of Tridium. Reference to any third-party product, service, customer, or integration does not constitute endorsement by Tridium. Each speaker is responsible for obtaining any required rights or permissions for third-party content included in the presentation.



SPEAKERS



TROY FENLEY
Business Development
Tridium



GARY AMENT
Smart Buildings
Strategic Partnerships
Facility Solutions Group



BRAD RITTLER
VP, Business
Development
Cycle Technologies



NILOTHPAUL DUTTA
Sr. Director Innovation
and Growth
Chesapeake Controls

Best Practices for BAS Deployment for a National Portfolio

Gary Ament | Niagara Summit | April 2026



Scaling BAS Across a National Portfolio



Managing BAS across a national portfolio brings unique difficulties:

- Rising operational and energy costs
- Aging and fragmented systems
- Inconsistent performance across locations
- Increasing complexity in multi-site oversight

Driving Measurable Value Across the Portfolio



A well-executed BAS strategy delivers:

- Reduced energy and maintenance expenses
- Improved asset performance
- Better data-driven decision making
- Long-term competitive advantage

FSG Smart Buildings

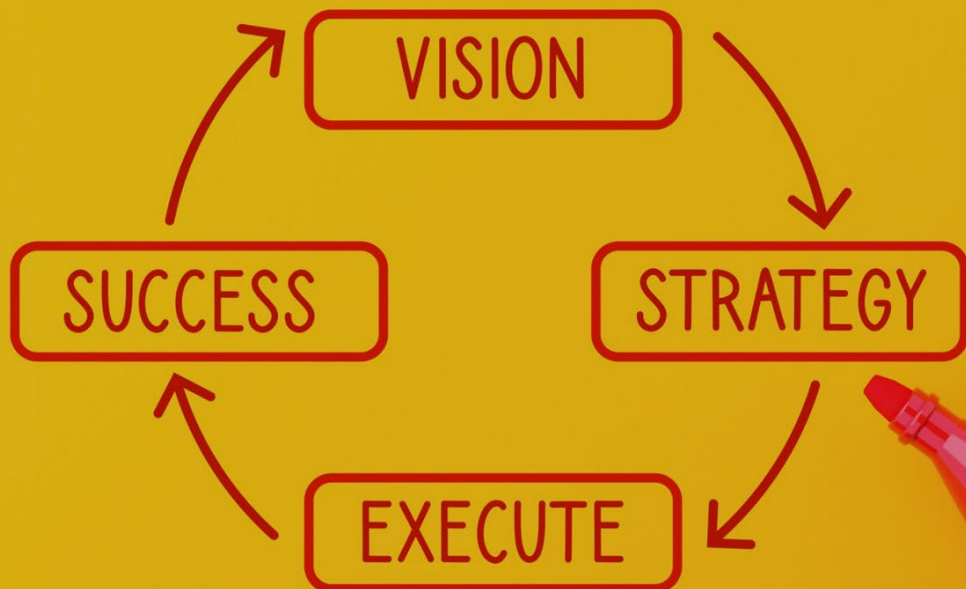
Uniquely set apart in the smart buildings' industry



Overview:

- Over 30 years of experience as part of the FSG Group
- Over 15,000 Niagara installs
- Specialized in open, scalable building automation
- National coverage with 24/7 US-based support
- Focus on integration and long-term success

Best Practice #1: Know Your Customer (KYC)



Start with deep discovery:

- Thorough stakeholder alignment
- Detailed assessment of current systems and goals
- Industry- and site-specific insights
- Creates the foundation for successful national deployment

Best Practice #2: Avoid Regret Spend



Eliminate costly mistakes:

- Avoid short-term cheap solutions
- Prevent poor integration and downtime
- Ensure scalability from day one
- Provide proper support and training

Best Practice #3: Change Management



Manage the human side:

- Structured methodology to minimize disruption
- Comprehensive training and adoption programs
- Clear communication across all sites
- Focus on long-term operational success

Best Practice #4: Governance & Version Control



Maintain control at scale:

- Robust project governance framework
- Full documentation and accountability
- Strict version control of all control logic
- Audit-ready processes and change tracking

Best Practice #5: Proven Results



Deliver measurable outcomes:

- Significant energy and operational savings
- Improved system reliability and uptime
- Scalable, future-ready solutions powered by Tridium Niagara
- Proven success across large national portfolios

Key Takeaway

Across industries and across the nation, Niagara is helping smart businesses be smarter



Successful BAS Deployment at Scale Requires an Integrated Approach:

- Technology + Process + People + Platform
- Niagara Enables Portfolio-Wide Execution Through:
 - Open integration across HVAC, lighting, refrigeration, and legacy systems
 - Standardization across sites and regions
 - Scalable, future-ready architecture

Q&A

Thank you!



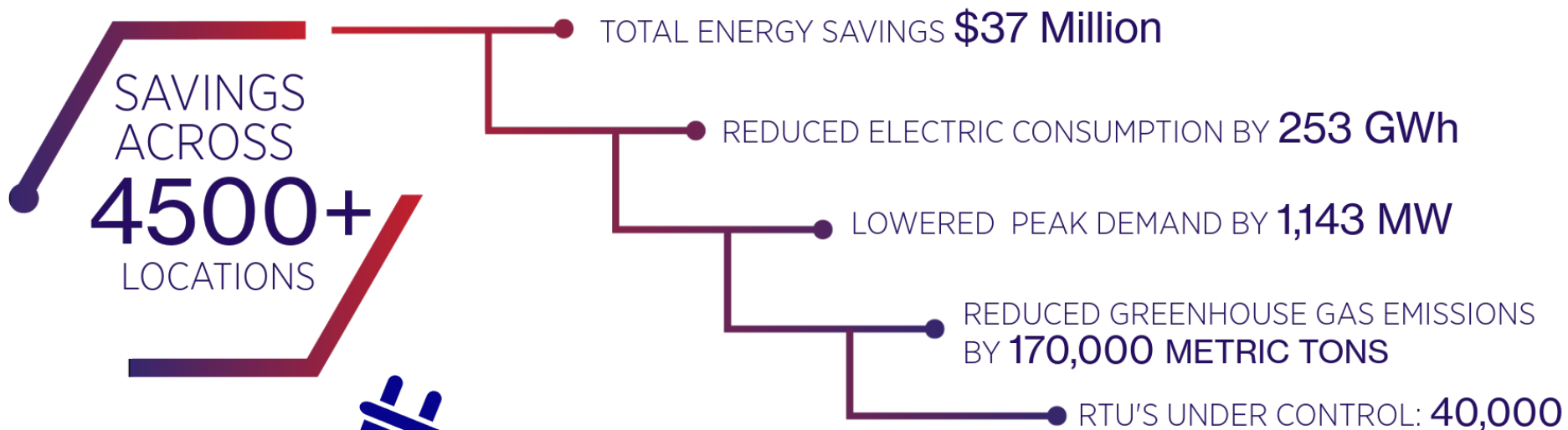
SWARM LOGIC®

Deploying Niagara for a National Portfolio Case Study





LIFETIME SWARM LOGIC SAVINGS



EQUIVALENT OF DRIVING 149,883 ELECTRIC CARS FOR A YEAR

OR

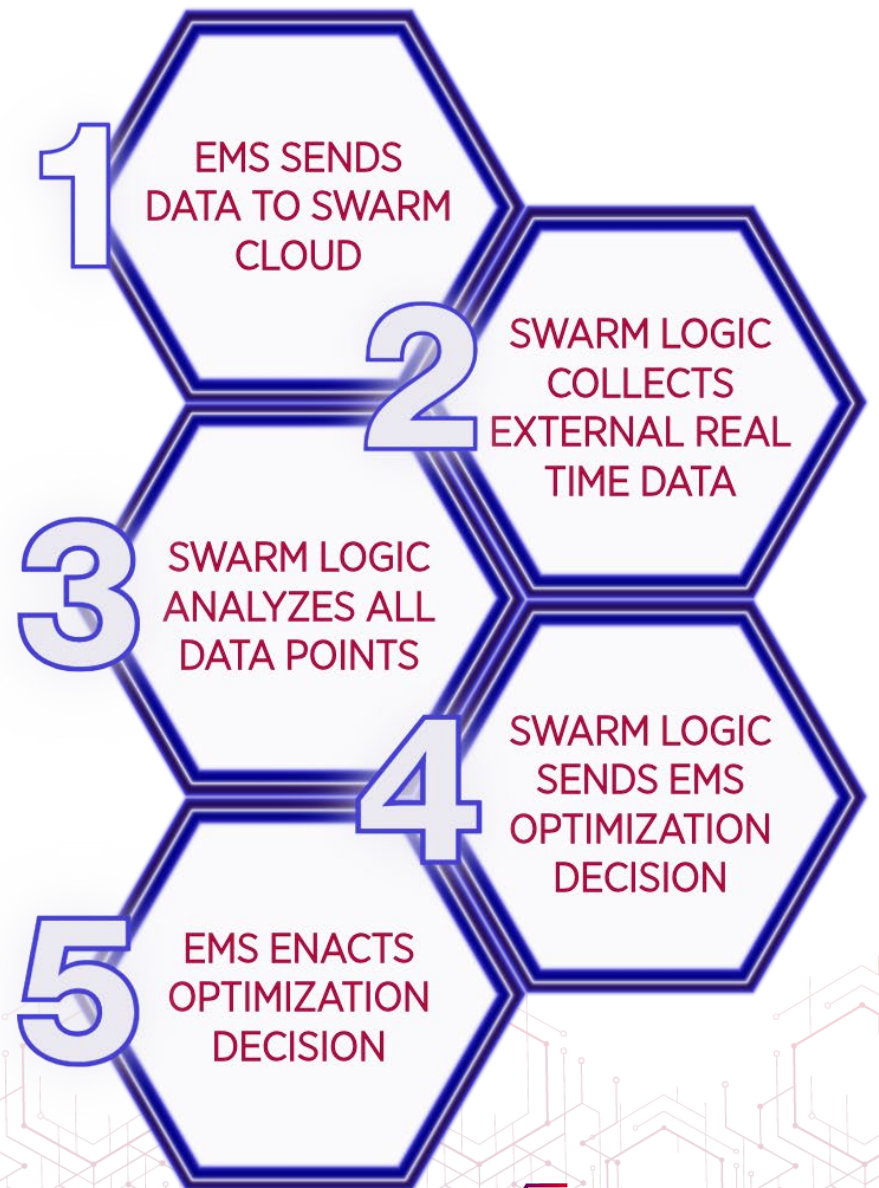
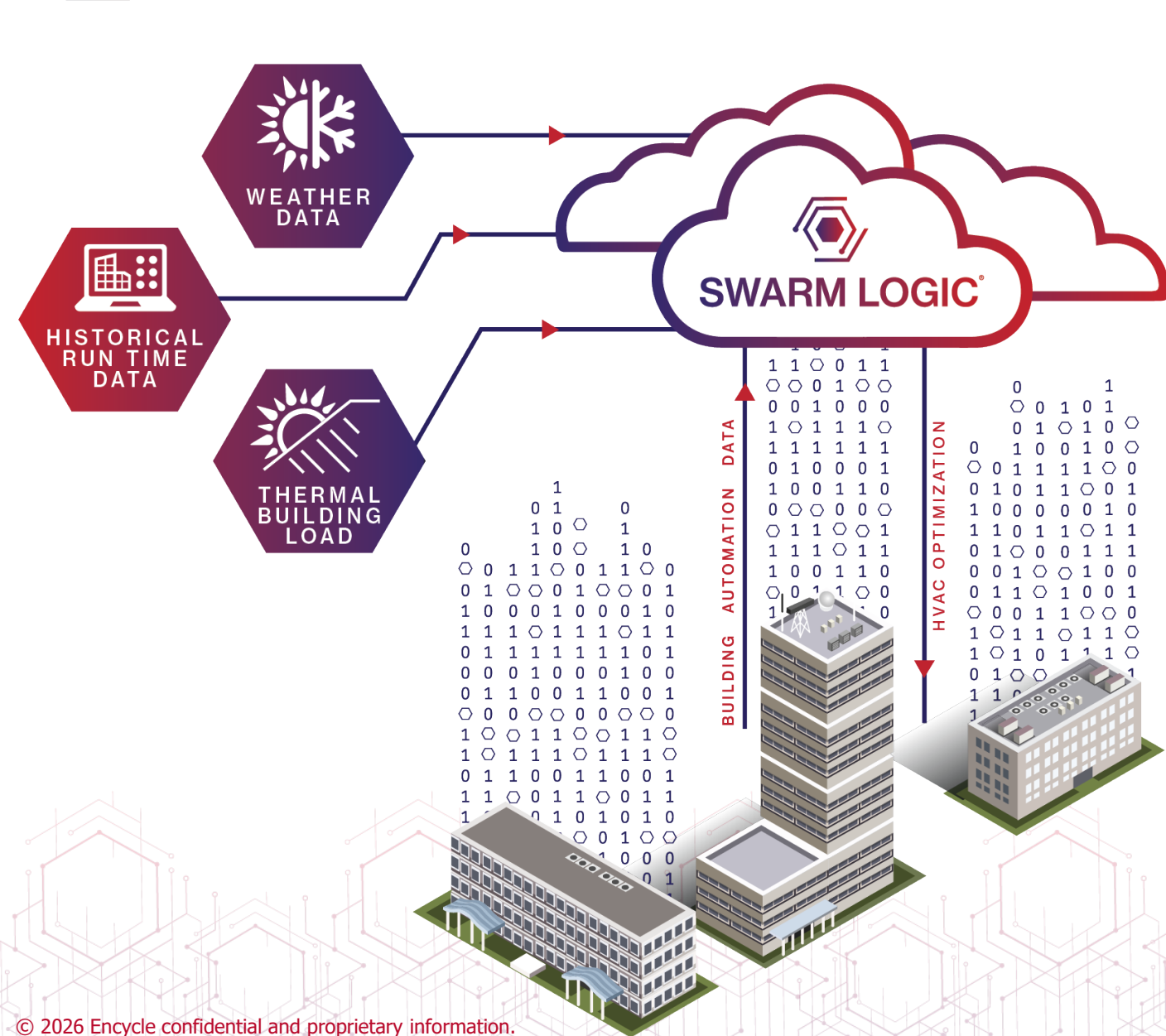
2,806,219 TREE SEEDLINGS GROWING OVER TEN YEARS



ENCYCLE TECHNOLOGY STACK

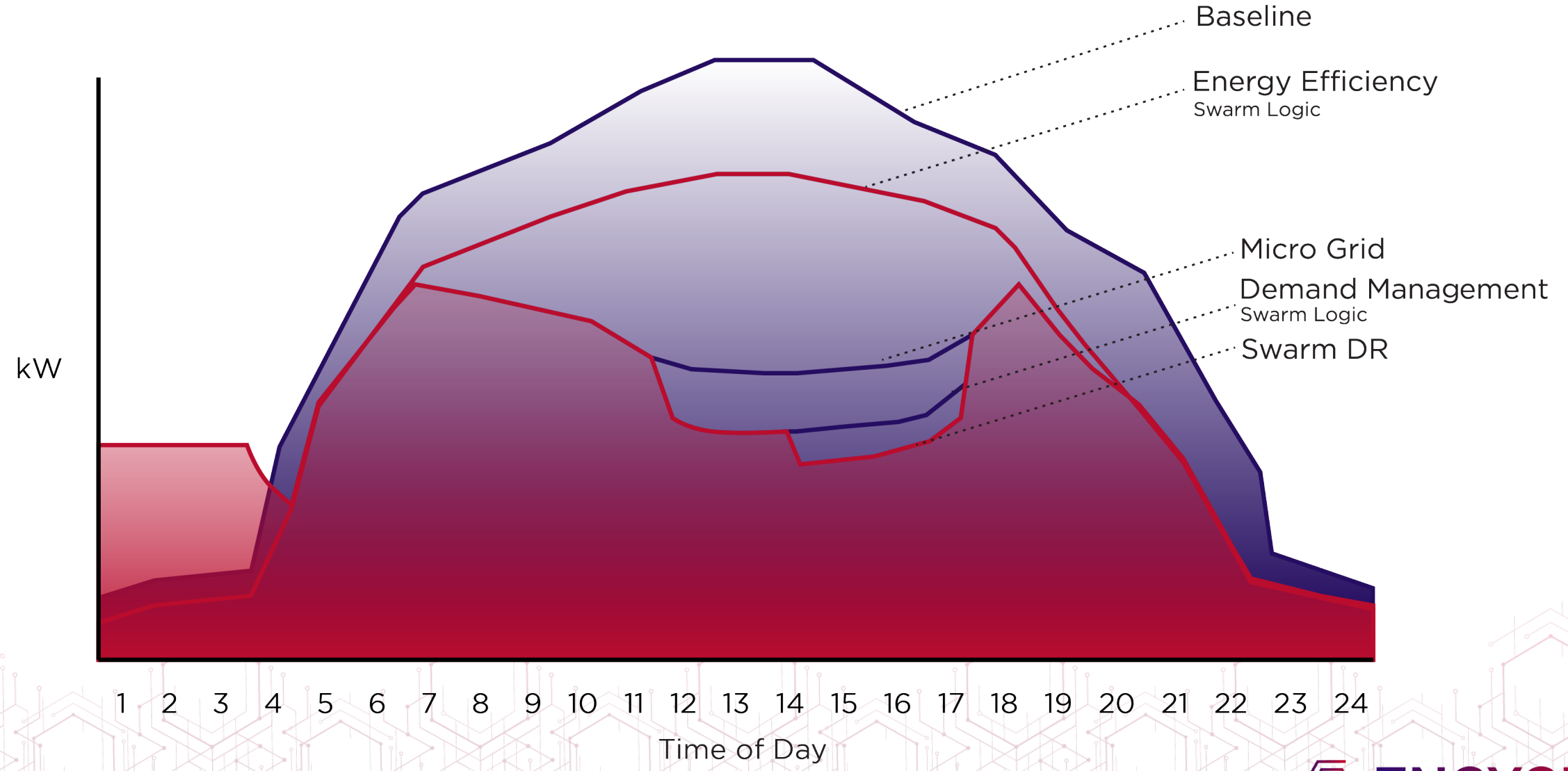


HOW SWARM WORKS WITH YOUR BUILDING



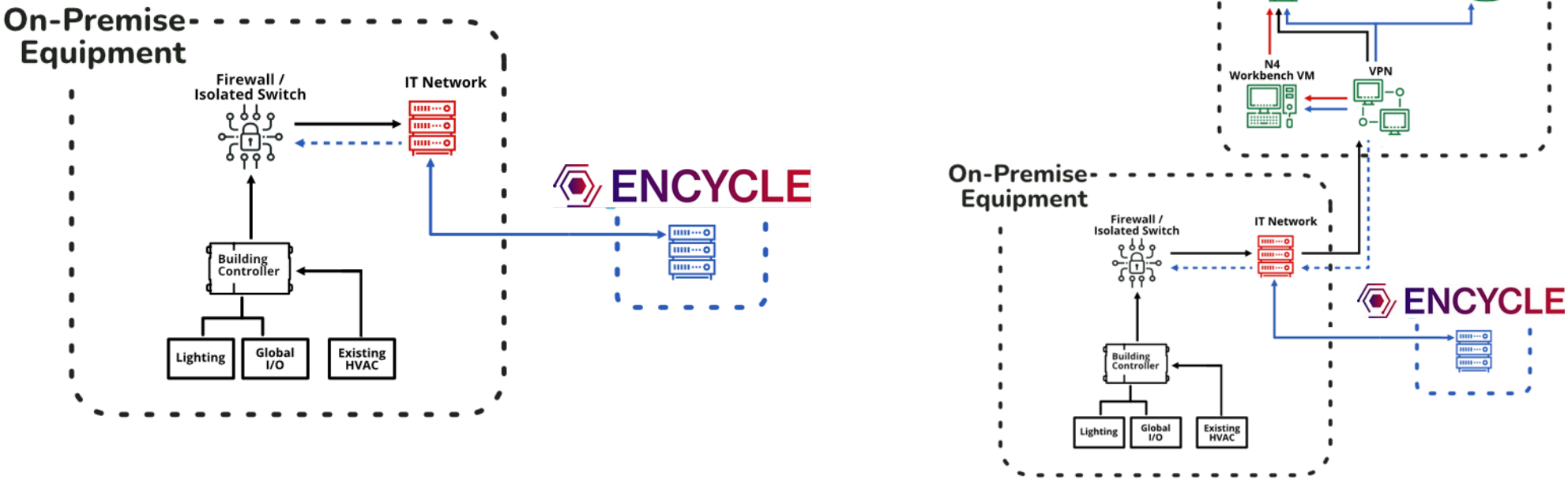


BASE LOAD IMPACT



NIAGARA DEPLOYMENT ARCHITECTURE

Network Access Diagram





BURLINGTON – NIAGARA DEPLOYMENT

Honeywell
MULTISITE

powered by
niagara
framework®



LEADING THE FUTURE OF
LIGHTING + TECHNOLOGY

Home Schedules Setpoints Energy History Alarms Networks Config

Home - System Overview

Rooftop Units Lighting Monitoring System Info

HVAC Override All RTU Setpt Offset 0 Δ°F

Encycle Swarm Logic Status: **Load Curtailment** Disable Encycle

RTU	Name	Zone Temp	Supply Temp	Setpoint	Offset	Schedule	Fan	Active Stages	Damper	Controlling Setpoints	Status	Controller	Address	Firmware	Network
RTU01	receiving	69.8 °F	71.5 °F	63.0 °F	0 Δ°F	Customer			Closed	Setpts Stockroom	Idle	UBMP6438	4000:01	0.0	Bacnet
RTU02	S.LeftRear	70.4 °F	71.7 °F	77.0 °F	0 Δ°F	Customer			Closed	Setpts Sales Floor	Idle	UBMP6438	4000:02	0.0	Bacnet
RTU03	frontleft	71.6 °F	71.9 °F	74.0 °F	0 Δ°F	Customer			Closed	Setpts Register Area	Idle	UBMP6438	4000:03	0.0	Bacnet
RTU04	S.FrontCenter	71.6 °F	71.7 °F	77.0 °F	0 Δ°F	Customer			Closed	Setpts Sales Floor	Idle	UBMP6438	4000:04	0.0	Bacnet
RTU05	S.RearCenter	70.0 °F	69.4 °F	63.0 °F	0 Δ°F	Customer			Closed	Setpts Sales Floor	Idle	UBMP6438	4000:05	0.0	Bacnet
RTU06	S.Front	71.1 °F	70.0 °F	74.0 °F	0 Δ°F	Customer			Closed	Setpts Sales Floor	Idle	UBMP6438	4000:06	0.0	Bacnet
RTU07	MgrOffice	71.4 °F	71.6 °F	77.0 °F	0 Δ°F	Customer			Closed	Setpts Sales Floor	Idle	UBMP6438	4000:07	0.0	Bacnet
RTU08	RR/Office	71.5 °F	71.7 °F	77.0 °F	0 Δ°F	Customer			Closed	Setpts Sales Floor	Idle	UBMP6438	4000:08	0.0	Bacnet
RTU09	S.RightRear	71.7 °F	71.7 °F	77.0 °F	0 Δ°F	Customer			Closed	Setpts Sales Floor	Idle	UBMP6438	4000:09	0.0	Bacnet
RTU10	S.RightRear02	70.8 °F	70.9 °F	77.0 °F	0 Δ°F	Customer			Closed	Setpts Sales Floor	Idle	UBMP6438	4000:0a	0.0	Bacnet

Outdoor Conditions		Indoor Conditions		Miscellaneous		Monitoring Points		Energy Monitor		Users Logged into Controller	
Point	Value	Point	Value	Point	Value	Point	Value	Point	Value	Address	User
Outdoor Temp	55.2 °F	Indoor Temp	71.0 °F	Phase Loss	INACTIVE(OFF)	Indoor Front_CO2	431.00	Demand5	62.71	192.168.160.142:51659	Supervisr
Outdoor Light	294 fctcd	Indoor Humidity	45.3 %RH	Security System	DISARMED(ON)	Indoor Front_Humidity	46.30 %	Demand15	57.21		
Outdoor Humidity	45.0 %RH					Indoor Rear_CO2	438.5 ppm				Supervisor @ Ip:192.168.160.142

Burlington Freedom

Enterprise Home Site Home Back Refresh Forward Contact Messages Last Update: 23-Mar-26 3:07 PM CDT

#19 - Arlington Heights, IL 45.5 °F 279.1 fct 32.8 %RH 691 E Palatine Rd, Arlington Heights, IL 60004

Navigation Site Information Schedules HVAC Lighting Digital Loads Meters Energy Programs Alarm Routing Reports History Viewer Alarm Console

Recycle Config Enabled - optimizing energy use

HVAC Summary

Unit ID	Name	Status	Occupancy	Zone Temp	Discharge	Cond Spt	Heat Spt	Savings	Return	Fan	Damper	ActiveStages	Error Code	Controller
RTU01	aldroom	Online	Occupied	73.0 °F	74.0 °F	68.0 °F	Active	ON	ON	ON	ON	---	---	NMC-BAC-730
RTU01	front	Online	Occupied	68.8 °F	76.2 °F	74.0 °F	68.0 °F	Active	70.7 °F	ON	1.18 %	0 - None	---	Lennox Contr
RTU02	middle	Online	Occupied	68.2 °F	81.2 °F	74.0 °F	68.0 °F	Active	58.5 °F	ON	1.18 %	0 - None	---	Lennox Contr
RTU03	rear	Online	Occupied	68.2 °F	85.3 °F	74.0 °F	68.0 °F	Active	60.5 °F	ON	1.57 %	0 - None	---	Lennox Contr
RTU04	receivingright	Online	Occupied	70.0 °F	70.0 °F	74.0 °F	68.0 °F	Active	70.0 °F	OFF	0.00 %	0 - None	---	Lennox Contr
RTU05	receivingleft	Online	Occupied	36.2 °F	62.9 °F	74.0 °F	68.0 °F	Active	67.9 °F	ON	0.78 %	Heat 1	93 - Switch to Backup Mode	Lennox Contr
RTU06	officesezanine	Online	Occupied	70.0 °F	68.7 °F	74.0 °F	68.0 °F	Active	68.7 °F	ON	0.78 %	0 - None	---	Lennox Contr
RTU07	ITIngr.com	Online	Occupied	69.5 °F	67.3 °F	74.0 °F	68.0 °F	Active	69.4 °F	ON	1.18 %	0 - None	---	Lennox Contr

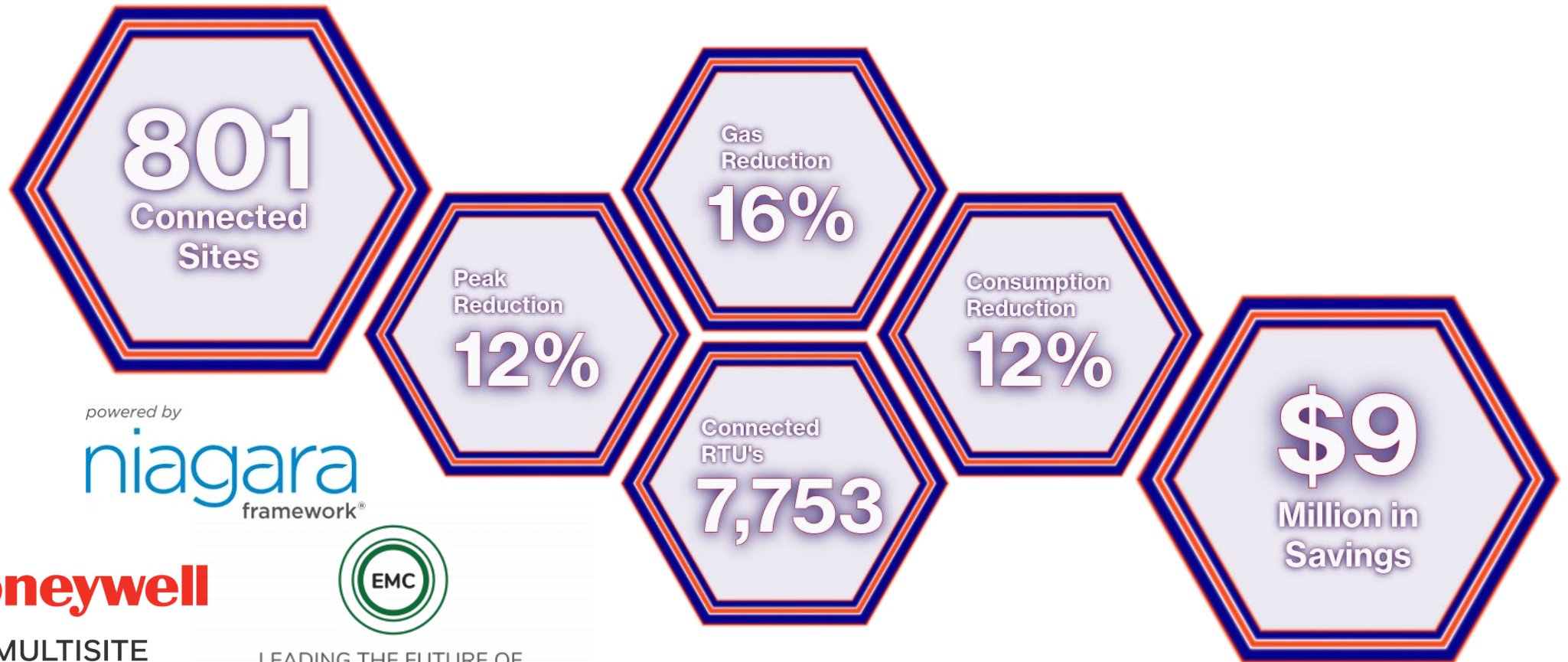
Lighting Summary

Load ID	Name	Command	Light Level	HOA	Status	Misc Loads
LTG01	EmployeeLts	ON			Load controlled by schedule AND occ	DGL03 vestibAentryrth OFF 60.01 °F
LTG02	CustomerLts	ON			Load controlled by schedule	DGL04 receivingrth OFF 70.58 °F
LTG03	Sign	OFF	279.09 fct		Load limited by light sensor	DGL05 vestibAentrth OFF 63.19 °F
LTG05	ExtSecurityLts	OFF	279.09 fct		Load limited by light sensor	DGL06 trashroomth OFF 66.57 °F

Global I/O Additional I/O Energy

Point	Value	Point	Value	Point	Value
Outdoor Temperature	45.5 °F	Janitor ClosetMonitoring	69.1 °F	Demand5	14.6 kW
Outdoor Humidity	32.8 %RH	FrontCo2	490.6 ppm	Demand15	13.9 kW
Outdoor Light	279.1 fct	RearCo2	491.8 ppm	Demand38	13.8 kW
Outdoor EnthAlpy	13.2 BTU/lb	DataRoomTemp	72.99 °F	kWhHourly	13.8 kWh/hr
Indoor Temperature	69.4 °F	FFR15Status	On	kWhDaily	233.5 kWh/day
Indoor Humidity	45.4 %RH	FFR26Status	On	Total kWh	0.4 kWh

BURLINGTON SAVINGS RESULTS



powered by
niagara
framework®

Honeywell



MULTISITE

LEADING THE FUTURE OF
LIGHTING + TECHNOLOGY



BEST BUY – UPDATE FROM NS24



LEADING THE FUTURE OF LIGHTING + TECHNOLOGY

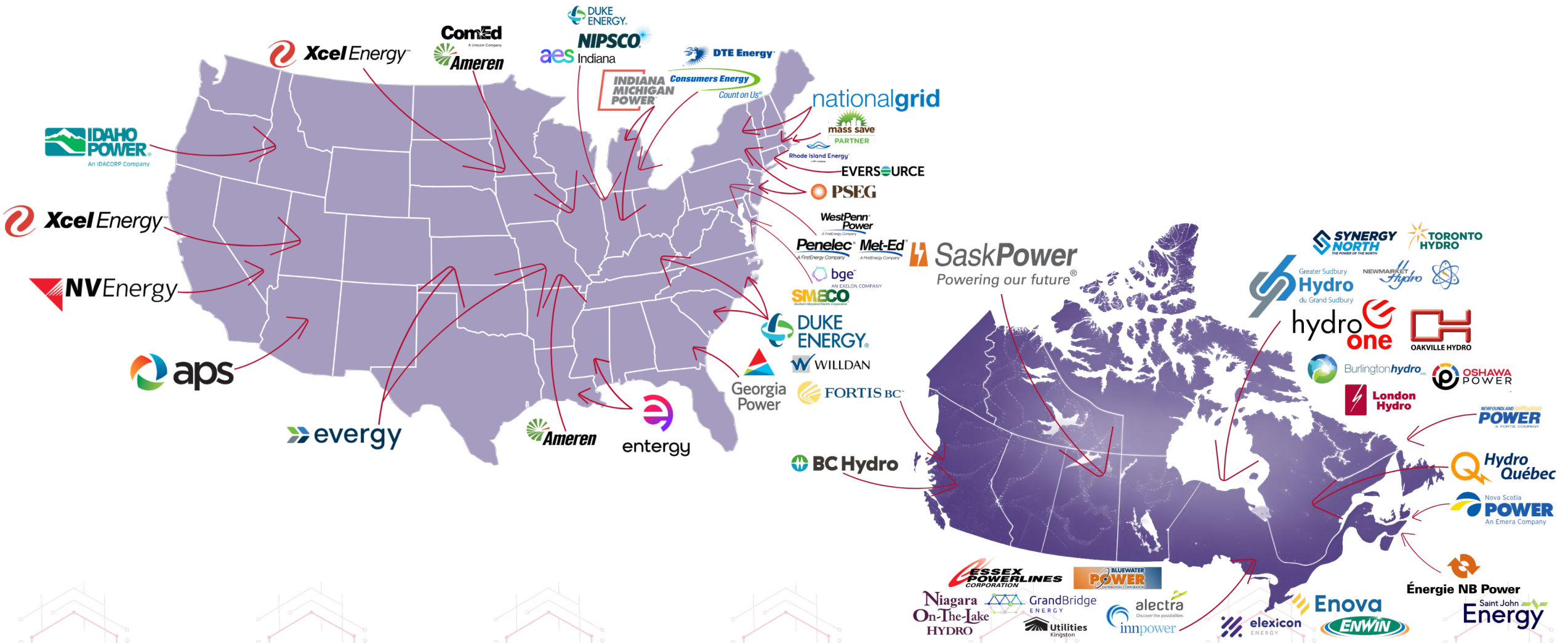
powered by

DISTECH CONTROLS™ **niagara** framework®





UTILITY ENDORSEMENTS & INCENTIVES





Thank You



ENCYCLE