
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

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Best Practices for BAS Deployment for a National Portfolio

Gary Ament | Niagara Summit | April 2026

PSC Smart Buildings

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

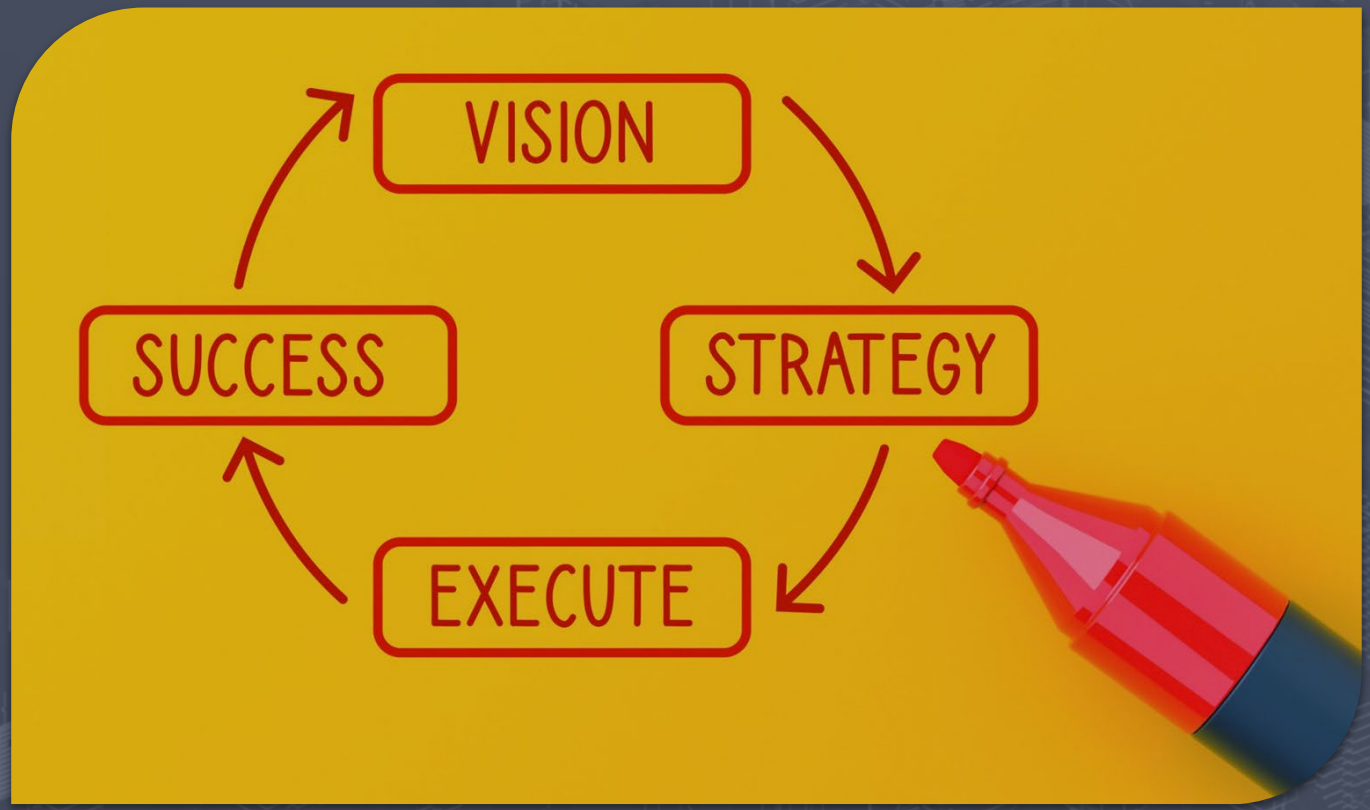
FSG Smart Buildings

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:

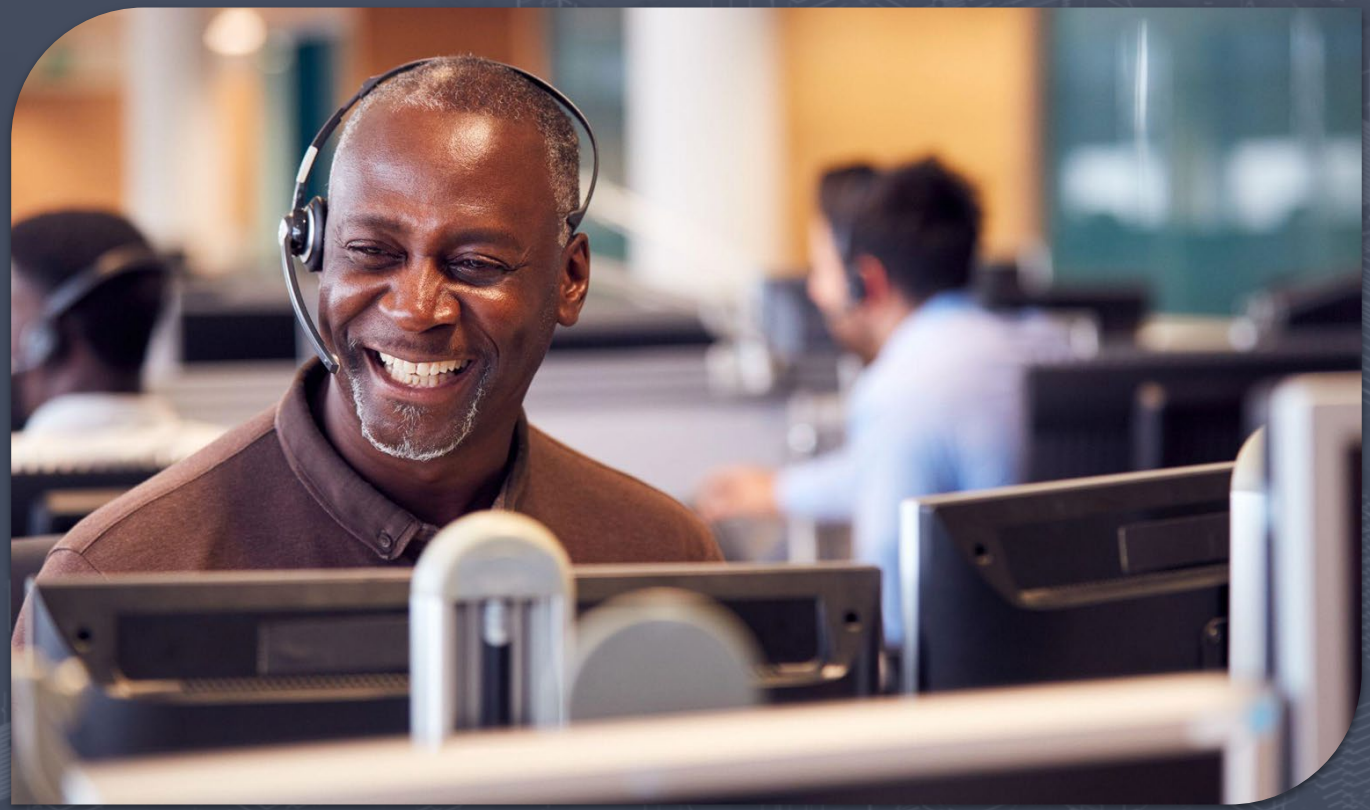
- Avoid short-term cheap solutions
- Prevent poor integration and downtime
- Ensure scalability from day one
- Provide proper support and training

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

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LIFETIME SWARM LOGIC SAVINGS

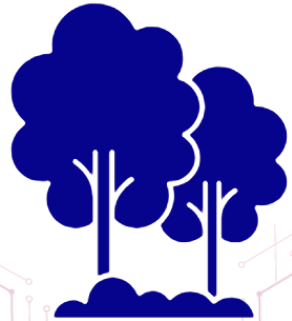
SAVINGS ACROSS 4500+ LOCATIONS

- TOTAL ENERGY SAVINGS **$37 Million**
- REDUCED ELECTRIC CONSUMPTION BY **253 GWh**
- LOWERED PEAK DEMAND BY **1,143 MW**
- REDUCED GREENHOUSE GAS EMISSIONS BY **170,000 METRIC TONS**
- RTU'S UNDER CONTROL: **40,000**

EQUIVALENT OF DRIVING 149,883 ELECTRIC CARS FOR A YEAR

OR

2,806,219 TREE SEEDLINGS GROWING OVER TEN YEARS



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ENCYCLE TECHNOLOGY STACK

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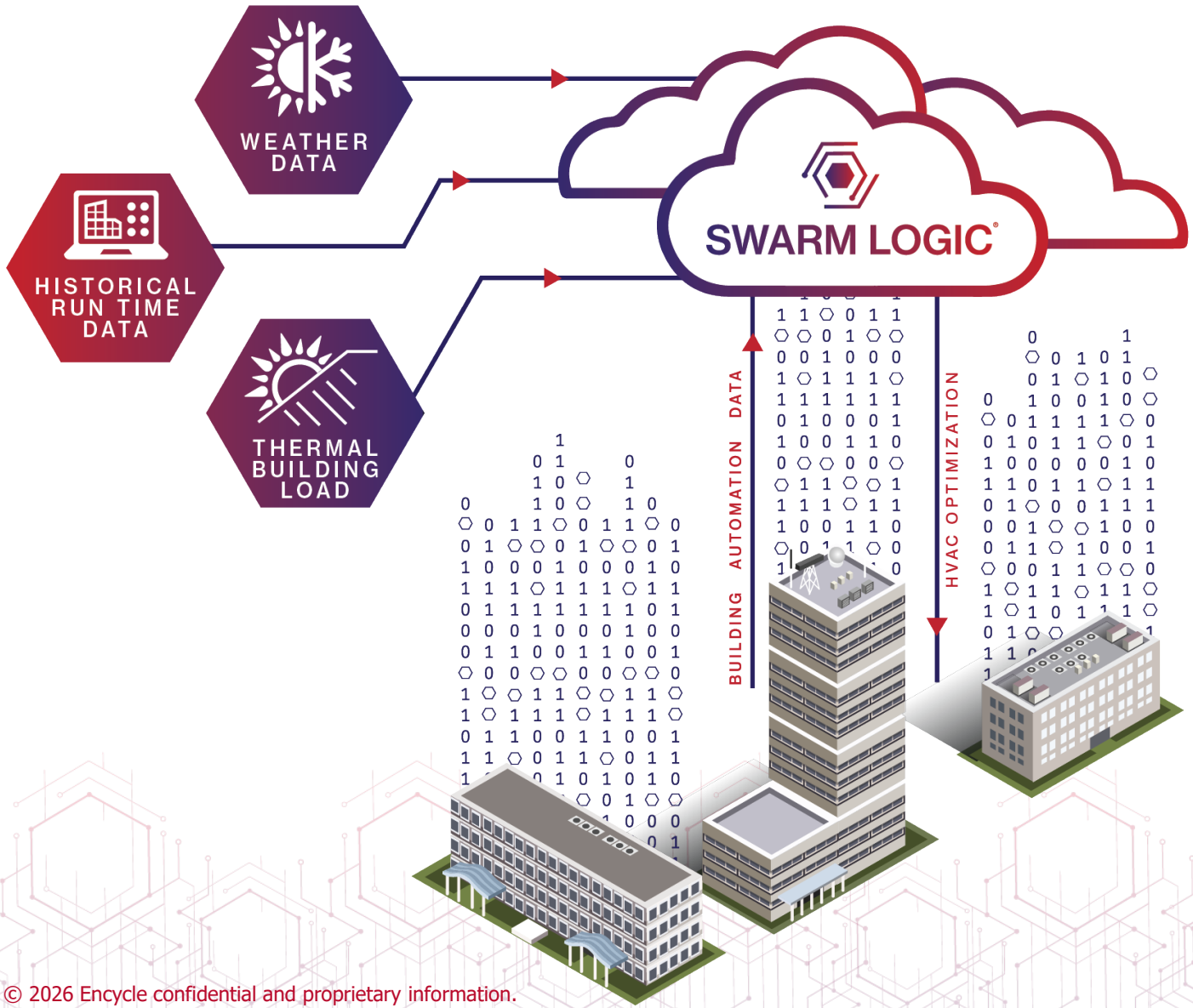
HOW SWARM WORKS WITH YOUR BUILDING



1. EMS SENDS DATA TO SWARM CLOUD
2. SWARM LOGIC COLLECTS EXTERNAL REAL TIME DATA
3. SWARM LOGIC ANALYZES ALL DATA POINTS
4. SWARM LOGIC SENDS EMS OPTIMIZATION DECISION
5. EMS ENACTS OPTIMIZATION DECISION

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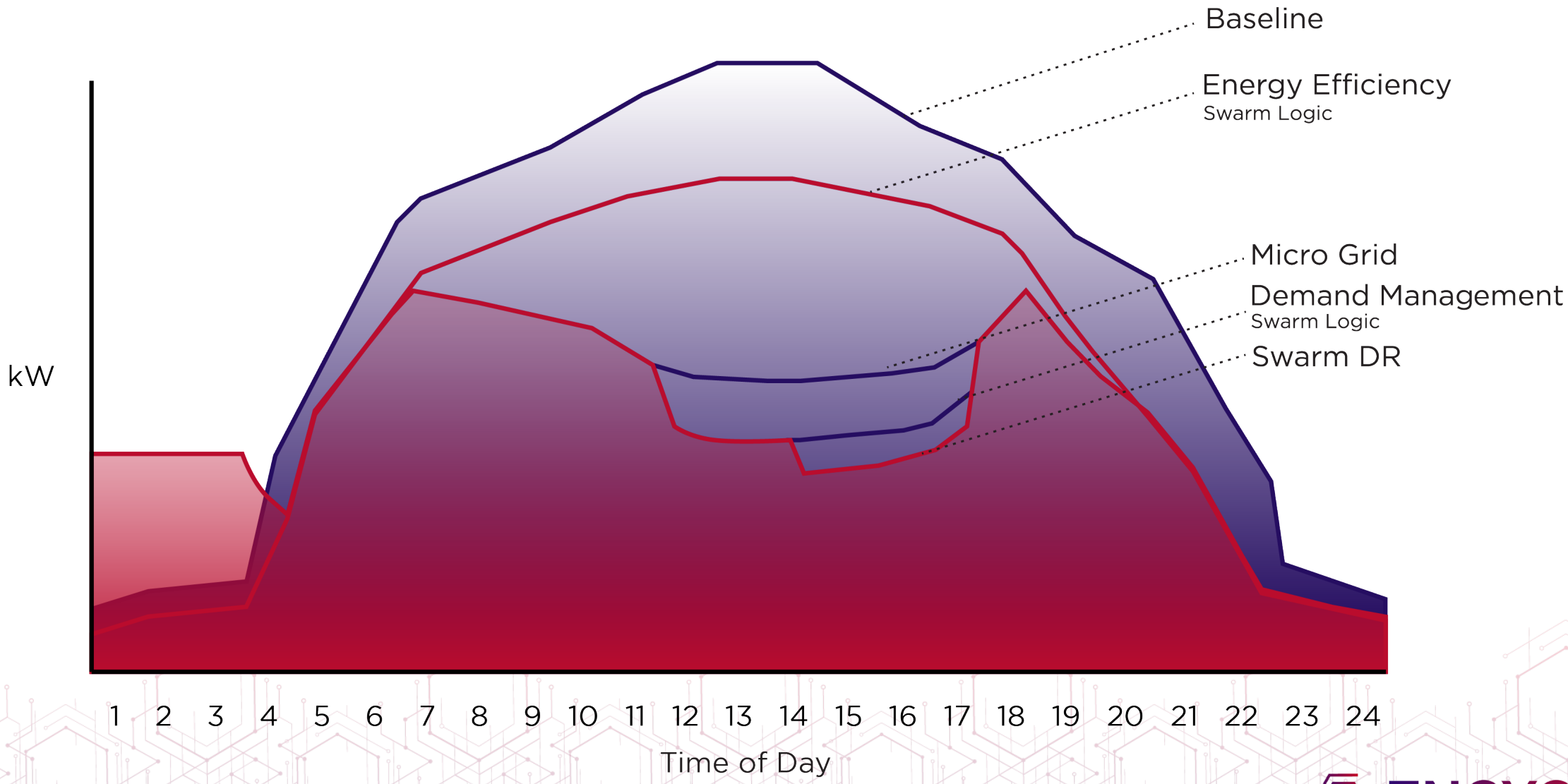
BASE LOAD IMPACT



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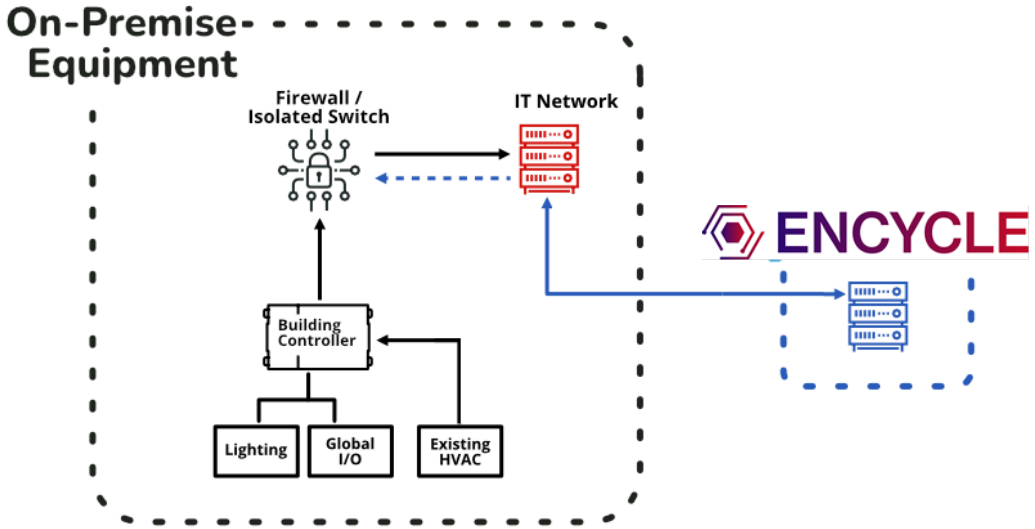
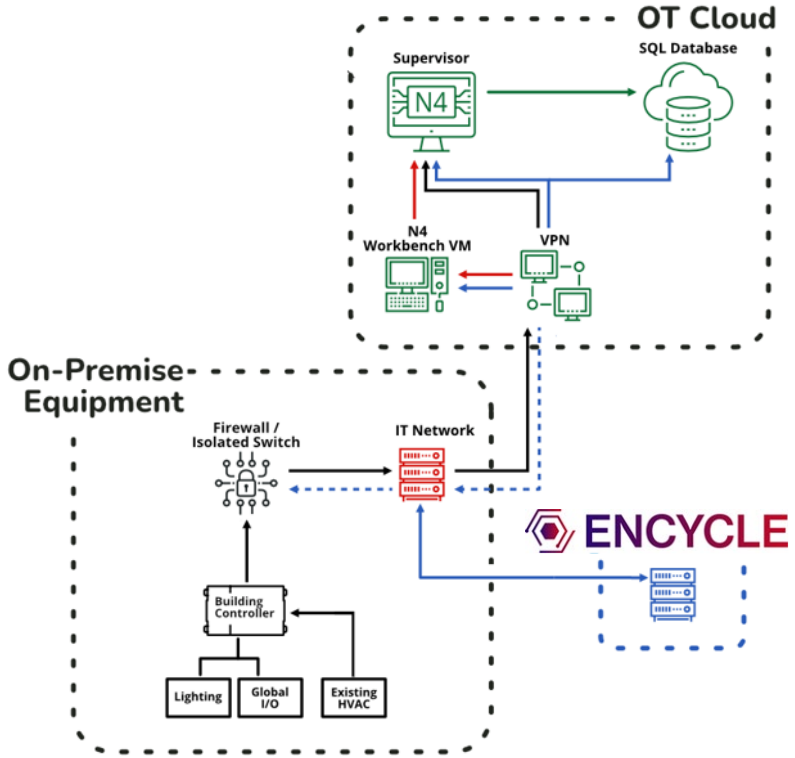
NIAGARA DEPLOYMENT ARCHITECTURE

Network Access Diagram





EMC LEADING THE FUTURE OF LIGHTING + TECHNOLOGY

powered by niagara framework®

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BURLINGTON – NIAGARA DEPLOYMENT

Honeywell

MULTISITE

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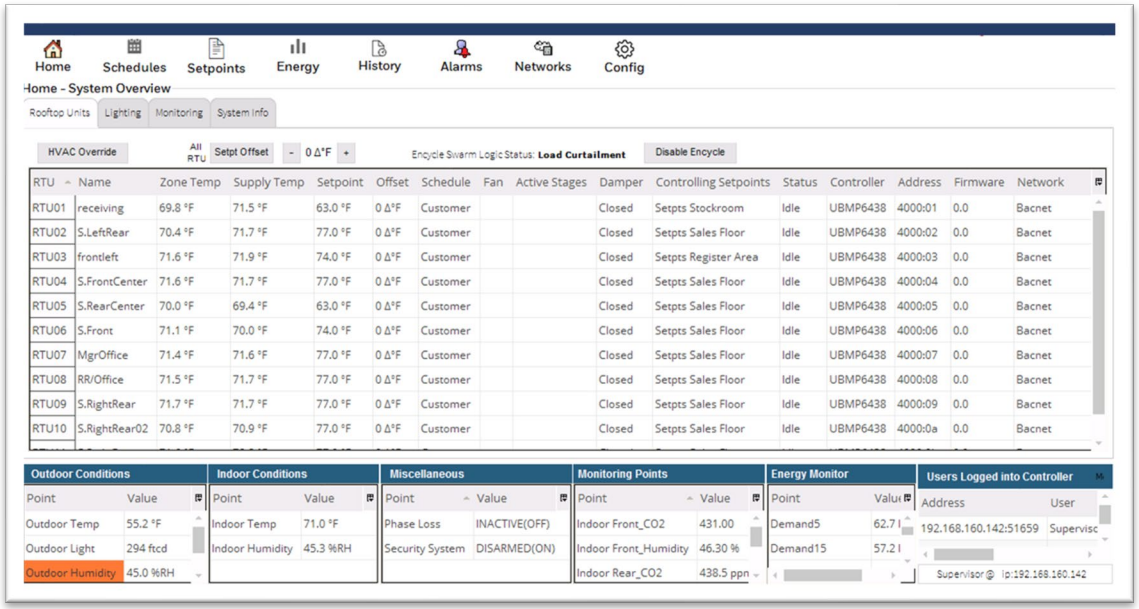
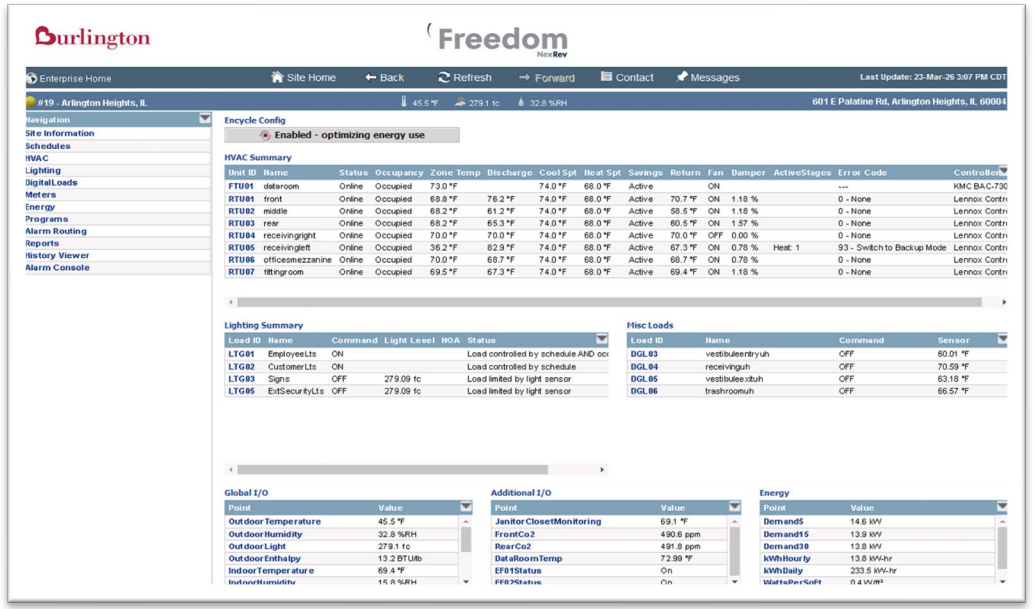
LEADING THE FUTURE OF
LIGHTING + TECHNOLOGY





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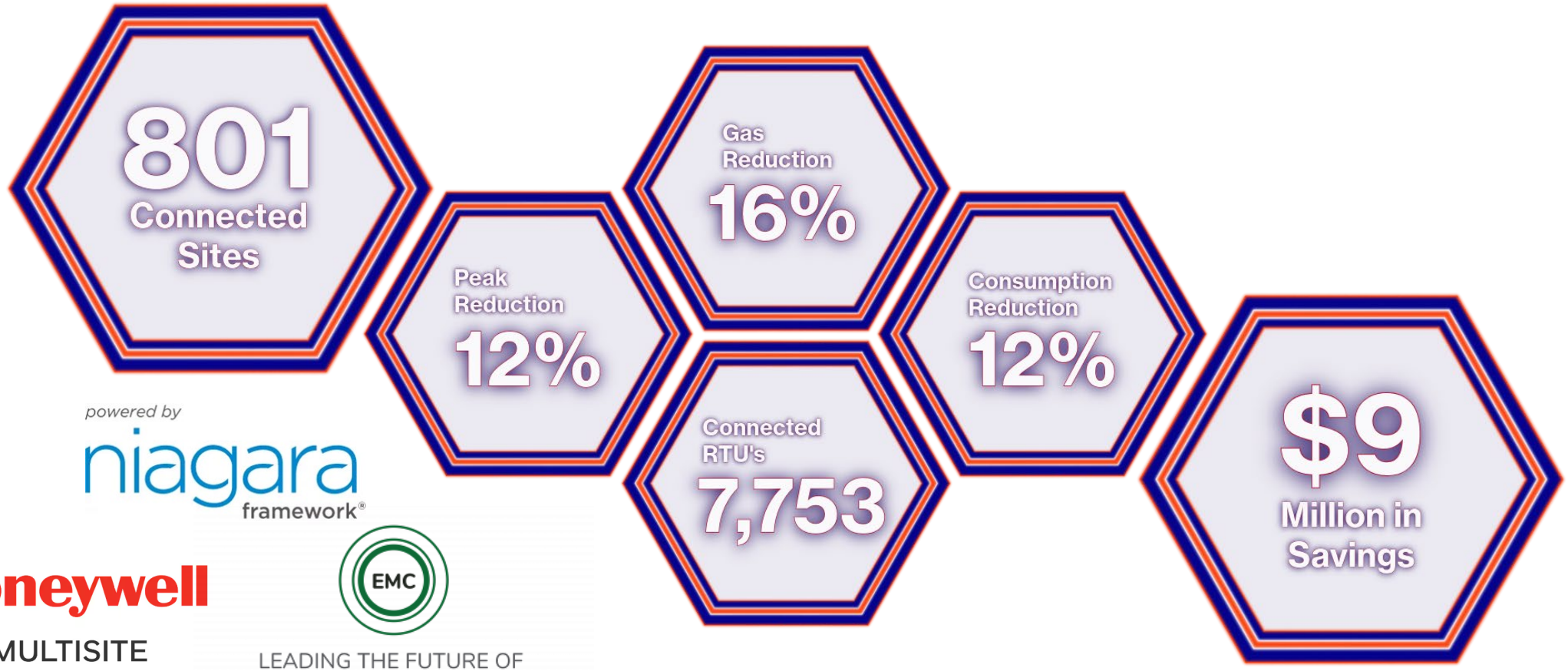
BURLINGTON SAVINGS RESULTS



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Honeywell

MULTISITE

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BEST BUY – UPDATE FROM NS24

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LIGHTING + TECHNOLOGY

DISTECH CONTROLS™ powered by niagara framework®

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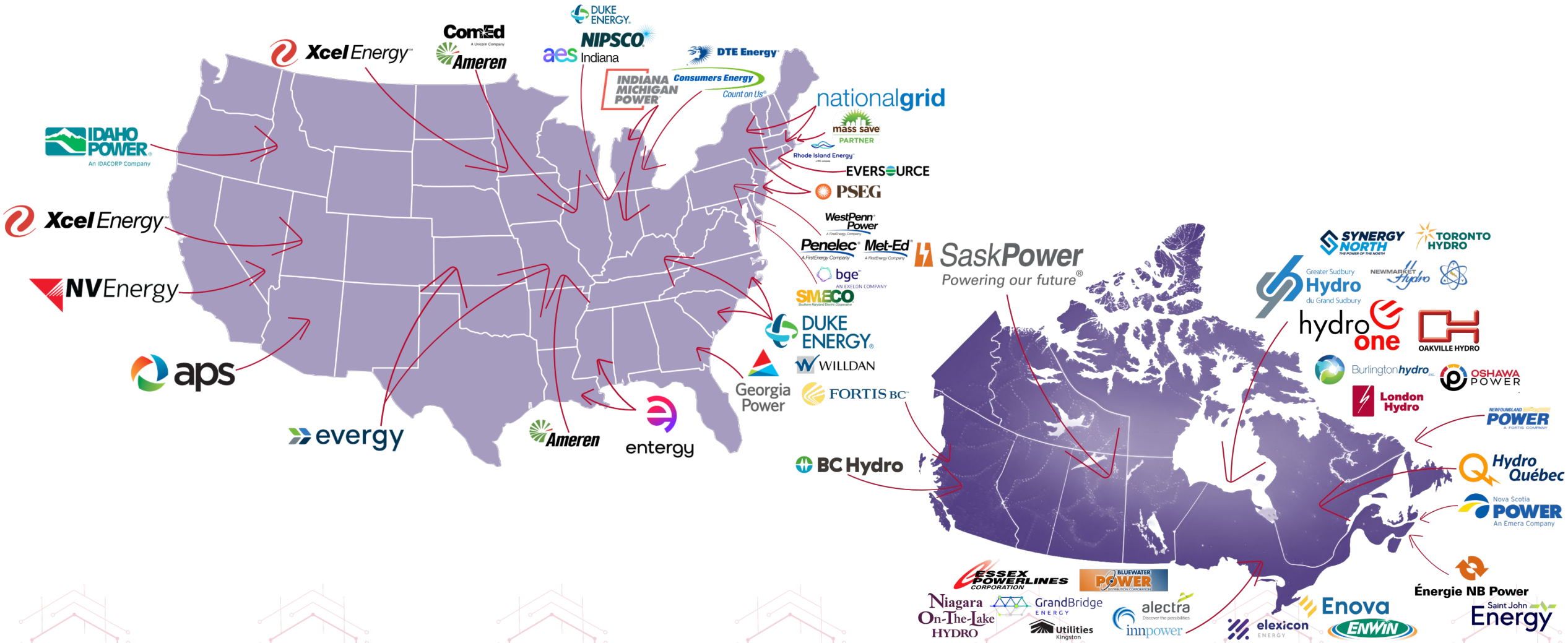
UTILITY ENDORSEMENTS & INCENTIVES



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