

NIAGARA SUMMIT 2026

SEAMLESS CONNECTIVITY,
POWERFUL INTELLIGENCE

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CUSTOMERS

TRIDIUM

Speakers

Michael LeBow

Tridium



Kelly Boyd

Distech Controls



Sudhir Patil

Leap Info Systems



Mark Tubinis

Veea



DEPLOYING NIAGARA BAS AROUND THE WORLD: TRENDS FROM APAC, EMEA, LATAM

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Metering Infrastructure Solutions

integrating

VeevaONE Platform, Tridium Niagara, & LoRaWAN

delivered by



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CUSTOMERS



The Partnership

- **Veeva:** Veeva Inc. (NASDAQ: VEEA) delivers secure edge intelligence that unifies connectivity, computing, storage, and AI-driven cybersecurity within the VeevaONE platform – bringing the Niagara Framework closer to devices and end-points.
- **One Sight Solutions:** One Sights Solutions are a UK-based company specializing in the design, delivery and support of Smart Building and Automation solutions. One Sight have 4 core areas that the business operates in across Product Distribution, Award-winning Training, Software Development, and MSI Consultancy, enabling clients to achieve their energy goals, reduce operational costs and provide a healthier, sustainable environment for building occupants.
- **Saker Controls:** UK-based systems integrator that specialize in Energy Management Systems, Building Management Systems and are Control System & Data Specialists. Saker bring together best in-market leading edge products and systems to provide clients with innovative solutions to meet their business goals.

Client Background

- **Company Name:** High Performance Racing Competitor
- **Industry:** Motor Sport
- **Location:** Worldwide
- **Size (employees/revenue):** 4000 – 5000 employees
- **About the Client:** The client is a high-performance motor racing competitor who develops their own bespoke performance racing cars. Design, build and full dynamic testing is undertaken at specialist sites. The client utilizes state of the art design and construction methods to ensure a continuous improvement program throughout each racing season. The client outsources spare capacity in this equipment to reduce overall costs.



The Challenge

- Energy Utilities - Enhanced metering data for all client and third-party users.
- Full Regulatory Compliance – Certified Metering and Quality of Data.
- Enhanced Sustainability Reporting.
- Meter Data Analysis to Improve Performance.
- Independent of client business communication systems.
- Installation access limited due to high usage of facilities.
- Expandable. “live” & future proofed.



Approach & Solution

- **Full Discovery and Analysis**, of existing energy metering infrastructure.
- **Solutioning and Design Strategy**, based on using VeevaONE Platform and MESH, Niagara, Chirpstack, LoRaWAN MID meter communication, ensuring high performance and isolation from existing client systems.
- **Project Implementation**, planned and delivered during close down periods, off-site design, proof of concept and project build. Close consultation with the client, to ensure no disruption to client use of the facilities, reduced installation times and risk.
- **Defined Ongoing Support**

Results

- Full regulatory compliance using certified energy meter data as required.
- Provides full separation of client & third-party energy usage.
- Enhanced plant performance and reliability through meter data analysis.
- Improved decision making & forward planning for all facilities.
- Metering solution is a “Live” entity that can expand with the client requirements.
- Fully supported future proved the VeevaONE Platform maximizing LoraWAN connectivity in tandem with an edge deployment of Containerized Portable Niagara solution.

Takeaways

- Use of cutting-edge technology and integration of VeevaONE Platform, Niagara & LoRaWAN delivered over a wireless MESH platform.
- Reduced installation costs – the initial deployment within the main building included five (5) VeevaHubs, an instance of CPN and dozens of LoRa sensors. The deployment eliminated the need for redundant hardware (i.e LoRaWAN gateway and edge compute servers), thereby reducing cost to implement a solution to help generate revenue.
- The expandable mesh connectivity of the VeevaONE platform is providing growth capabilities as the project plan is to integrate additional outdoor VeevaHubs to wirelessly connect buildings; eventually deploying in-building systems to connect multiple other buildings within the premise.
- High performance and reliability.
- With this solution, the facility can lease / rent space to other entities that need capacity to test resiliency and aerodynamic capabilities (aviation, ballistics) – providing another source of revenue to re-invest within operations.

DEPLOYING NIAGARA BAS AROUND THE WORLD: TRENDS FROM APAC, EMEA, LATAM

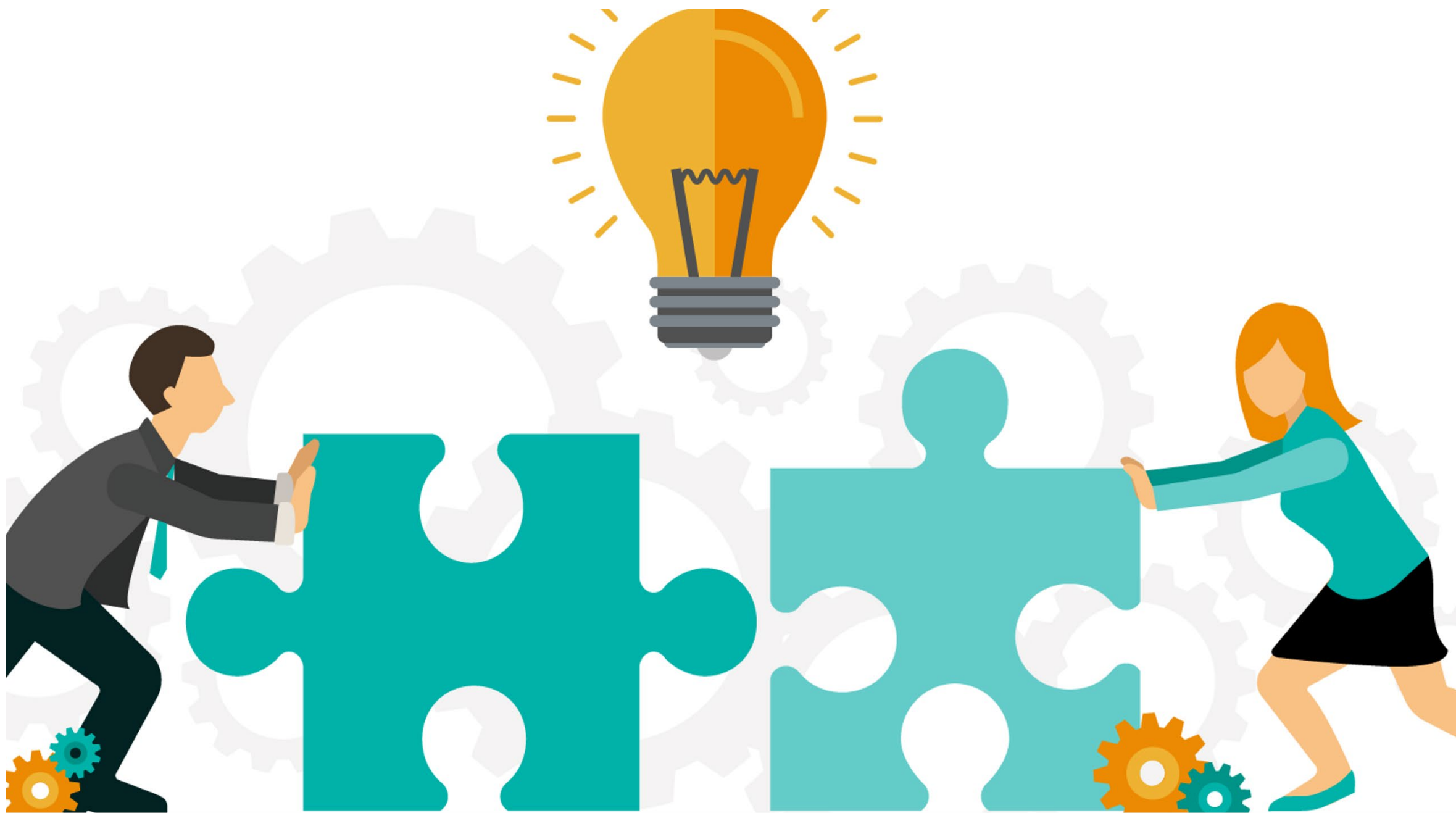


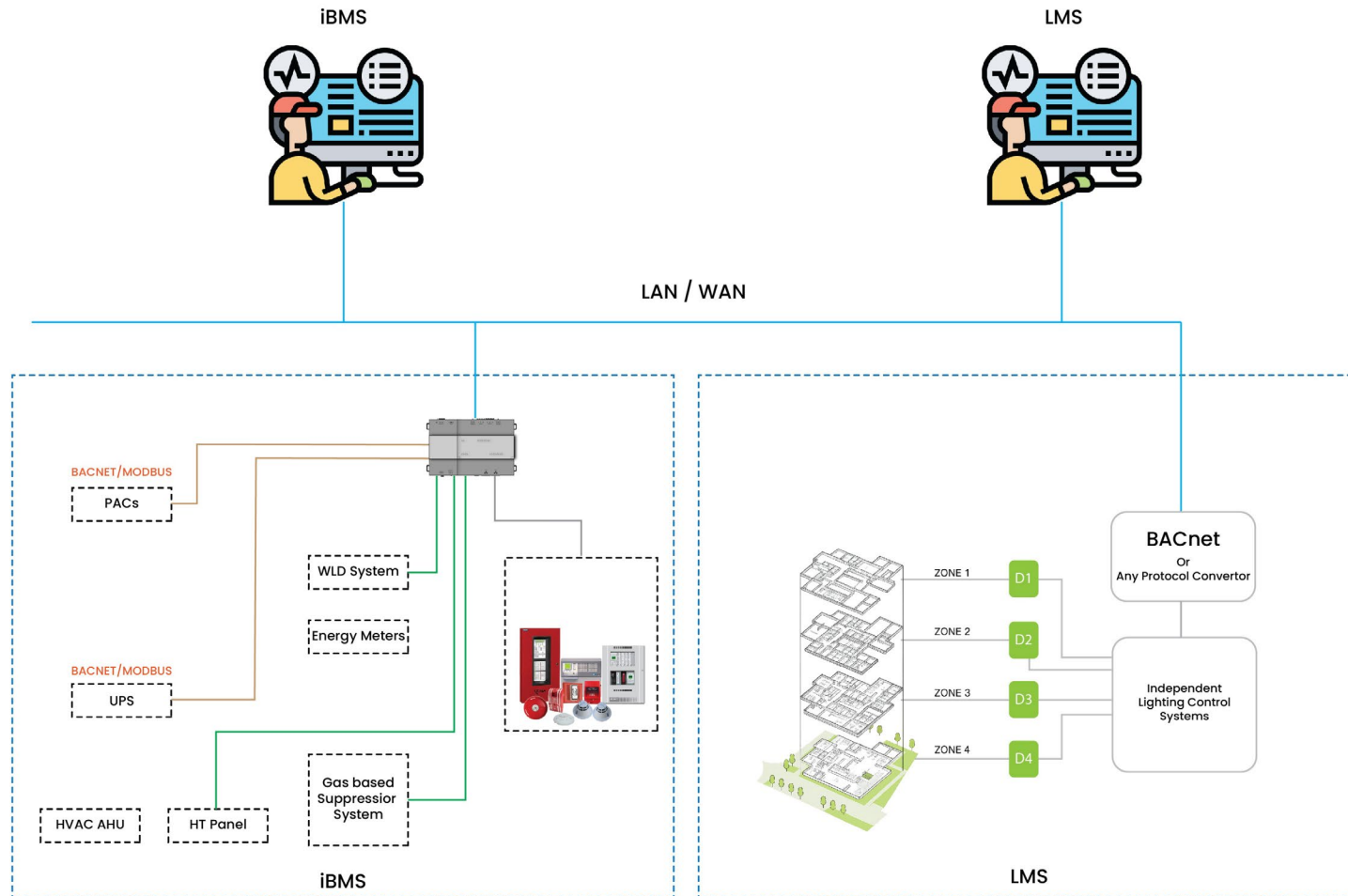
Niagara Beyond BAS: Ending the LCS Silo

A practical approach to converge lighting controls on Niagara, not a separate ecosystem

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- **Two silos = BAS + Lighting Controls (NLC)**
- Double hardware, licenses & vendors
- Fragmented dashboards → data blind spots

What "Converging Lighting on Niagara" Means

Defining convergence in practical terms — not buzzwords.



One Operational Layer

Alarms, schedules, graphics, and workflows — all in one place



One Data Model

Naming + taxonomy + consistent points across all subsystems

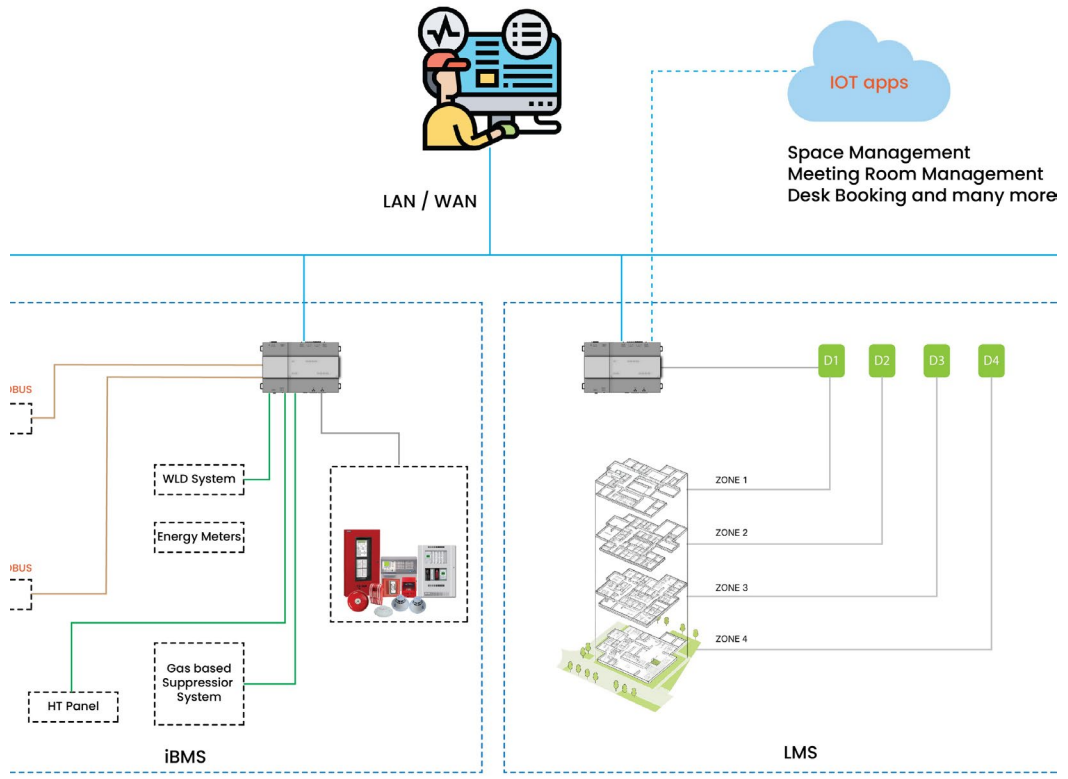


Shared Intelligence

Lighting data supports HVAC, energy, and space decisions

"Convergence isn't achieved by connecting **systems**; it's achieved when systems share meaningful data."

If Niagara talks to everything, let it talk to lighting



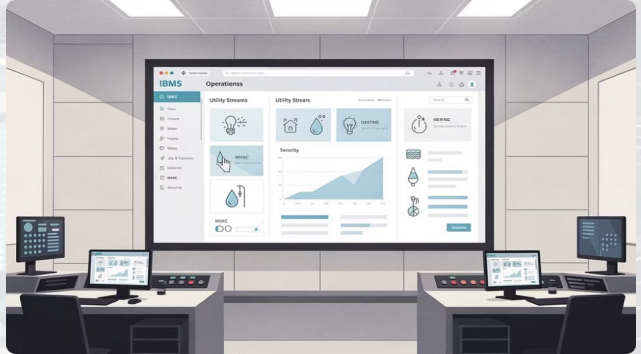
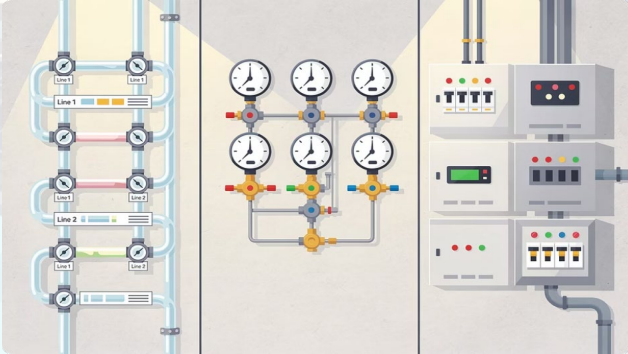
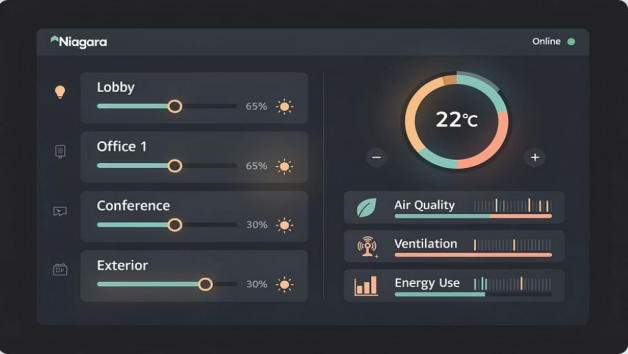
Convergence

=

Less friction, more intelligence

Convergence in Action: Automobile R&D / Manufacturing Campus

Ending the lighting silo by using Niagara as the unified operations + data layer



Foundation

Lighting, HVAC & Energy Management on one platform

20–25%
Reduction in lighting energy

Expansion

Water, compressed air, electrical panels & machine diagnostics added

18–20 months
ROI

Unified View

One dashboard — alarms, reporting, all utilities

"Convergence is practical when Niagara becomes the shared layer for operations + data — lighting no longer needs a separate ecosystem."



Breaking the Silos, Building Smarter Together

THANK YOU

SUDHIR PATIL

FOUNDER & CEO

Leap Info Systems Pvt. Ltd.



DEPLOYING NIAGARA BAS AROUND THE WORLD: TRENDS FROM APAC, EMEA, LATAM



Two Decades of Partnership: Accelerating Open BAS Innovation Worldwide



20+ Years Partnering with Tridium

Trusted Tridium OEM Partner since 2004, Perennial Platinum-level



Lead with **Niagara Framework as Supervisory Solution** for Distech Controls controller network

Global **ecosystem of Niagara-certified System Integrators**, fully supported by Distech

Ongoing enablement with **in-person, virtual, and self-paced training** for technicians and operators

Continuous innovation with solutions designed and **optimized around Niagara**

40 Leadenhall: London's Beacon of Sustainable Innovation

900,000 sq ft | Multi-use development

Selected by long-standing digital partner, Lloret.

Challenge

Aggressive ESG + carbon reduction targets, complex, multi-use environment (office, retail, wellness), and a need to create an 'intelligent building with people at its heart'.

Tech Approach

- Open, interoperable **BMS architecture built on Niagara Framework**
- Integrated **HVAC, energy, and air quality Eclipse controllers and displays**

Outcome

- Targeting BREEAM Excellent, NABERS 5★, WELL Platinum
- Real-time energy monitoring + optimization
- Scalable design to **support evolving occupant comfort and operational needs**





“The Distech Controls products are the brains; they do the heavy lifting out in the field. They receive thousands of data points, and they also send commands. That is the intelligence that makes everything else work as it should work.”

- Andrew Cowie, Head of Engineering at JLL

Delivered in collaboration with
Lloret, Mace and JLL.

Scotia Place: Niagara-Powered Venue of the Future

1.1M ft² | Mixed-use event district

Multi-year project pursuit (Since 2018) with our SI, **Convergent Technologies**.

Overview

- 18,400-seat capacity
- 1,000-seat community spectator rink
- 500-stall structured parking garage
- Indoor & outdoor gathering spaces
- Two festival streets
- Ground-level retail and commercial spaces

Challenge

- Unpredictable, **mixed-use occupancy**
- **Complex scheduling**
- **Long-term operational and scalability** demand



Scotia Place: Niagara-Powered Venue of the Future

Tech Approach

- **EC-Net Facilities** as the non-proprietary, Niagara-based, unified supervisory layer for all building systems
- **Eclipse Facilities & Controllers** delivering IP-native **field control**
- **Atrius Facilities** pulling raw data to run analytics, dashboards and **portfolio-level insights**
- **Resense Move (Pilot)** to provide real-time **occupancy insight and comfort optimization**

Expected Outcome

A next-generation, data-driven venue—Calgary's new landmark for sports and entertainment—that adapts instantly to event modes, optimizes comfort and energy use, and redefines the downtown public realm as the future home of the Flames, Roughnecks, Hitmen, and Wranglers.



Space 207: A Smart Building Upgrade in Sydney's North Shore

Two-tower Commercial Complex

With Authorized SI, **Airmaster Australia**.

Challenge

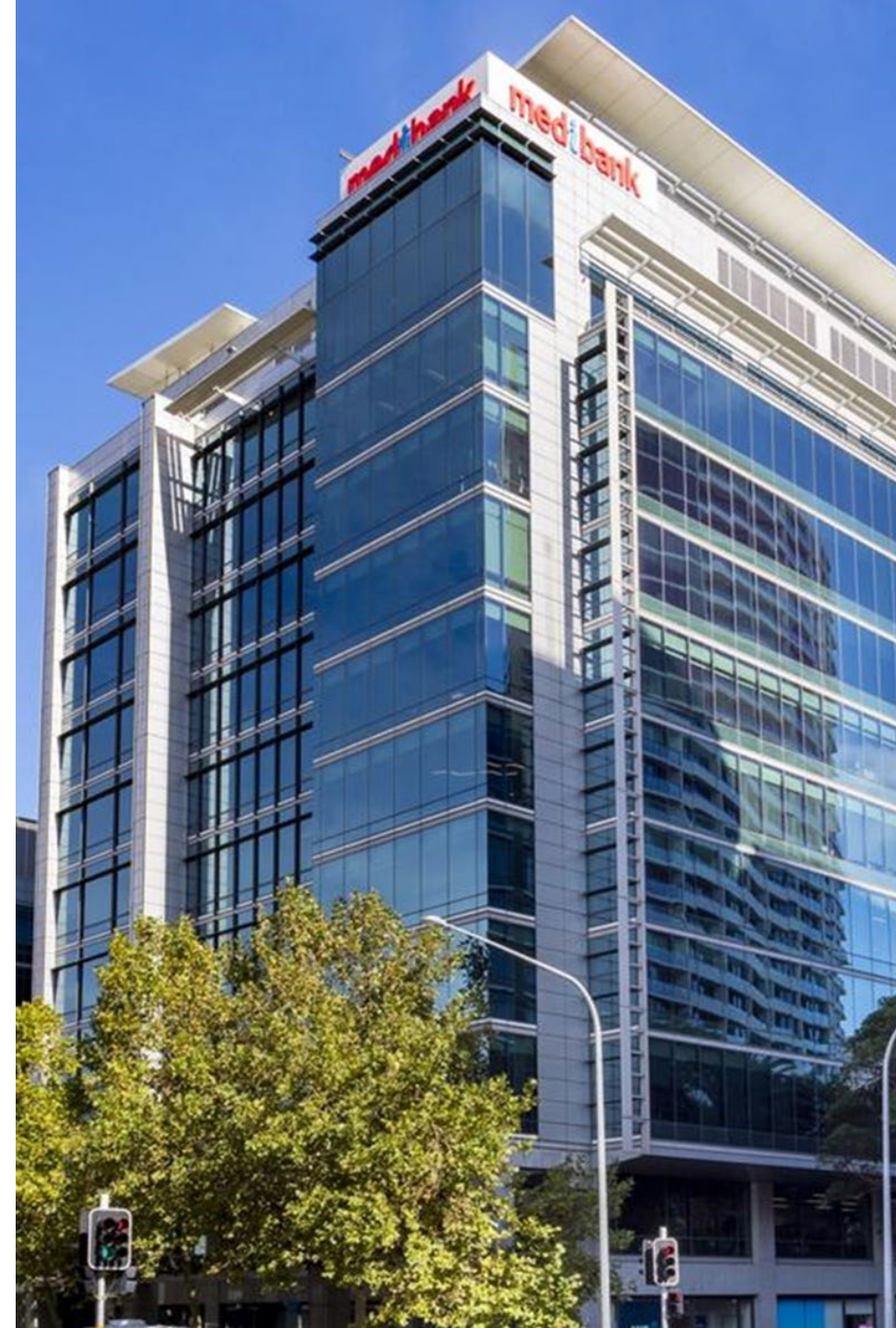
A prominent commercial complex comprising two modern office towers, **Space 207** sought to elevate building performance through a **significant BMS upgrade** that would enhance operational efficiency, sustainability, and centralized control across the site.

Solutions Installed

- EC-Net Facilities Supervisor
- EC-BOS + NRIO
- ECB-203, Controller
- ECB-VAVS, Controller

Outcome

- **NABERS 5★ Energy Rating achieved**
- Enhanced energy efficiency and overall system performance
- Centralized building control via local server with seamless integration across all connected plant and equipment



“The platform is straight forward to deploy and offers a high degree of flexibility, allowing seamless integration across all connected plant and equipment [...] and from an operational perspective, the result was a powerful, user-friendly solution for the client.

The system’s ability to support advanced energy management strategies played a key role in helping the site achieve a 5-Star NABERS rating.”

- NSW Airmaster Automation & Energy



Different Drivers, Same Foundation

Niagara becomes critical enabler for ESG commitments in EMEA

- ESG + carbon reduction mandates accelerating demand for **open, vendor-agnostic** platforms.
- **Portfolio-wide analytics** now expected.

Integration is the new baseline in APAC

- **Smart city** investments +IT/OT convergence by default.
- **Unified data layers** across BMS, IoT, enterprise systems.

Service models accelerating market maturity in Americas

- **Labour constraints** creating demand.
- **Managed + hosted services** gaining traction.
- **Subscription-oriented service models** creating recurring revenue.

Open by design.
Built to **perform**.
Delivered **together**.
20+ years with Tridium.
Let's build **what's next**.

DISTECH
CONTROLS™



Thank You

Q&A

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