
NIAGARA
SUMMIT
2026
SEAMLESS CONNECTIVITY,
POWERFUL INTELLIGENCE
NS26
TECH TRENDS
TRIDIUM

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10:30AM – 11:20AM | THURSDAY

EXCELLENCE WITH NIAGARA DEPLOYMENT: SCALING WITH DISCIPLINE

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SPEAKERS

Ben Volkmann
Tridium

Matthew Hagemann
Kander

Tino Zander
Phoenix Contact

David Witherspoon
Honeywell

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Matthew Hagemann

Owner, Kander

Scaling Retrofits with Discipline

JCI → Niagara migrations at scale

Matthew Hagemann
Owner, Kander

Conversions Don’t Scale

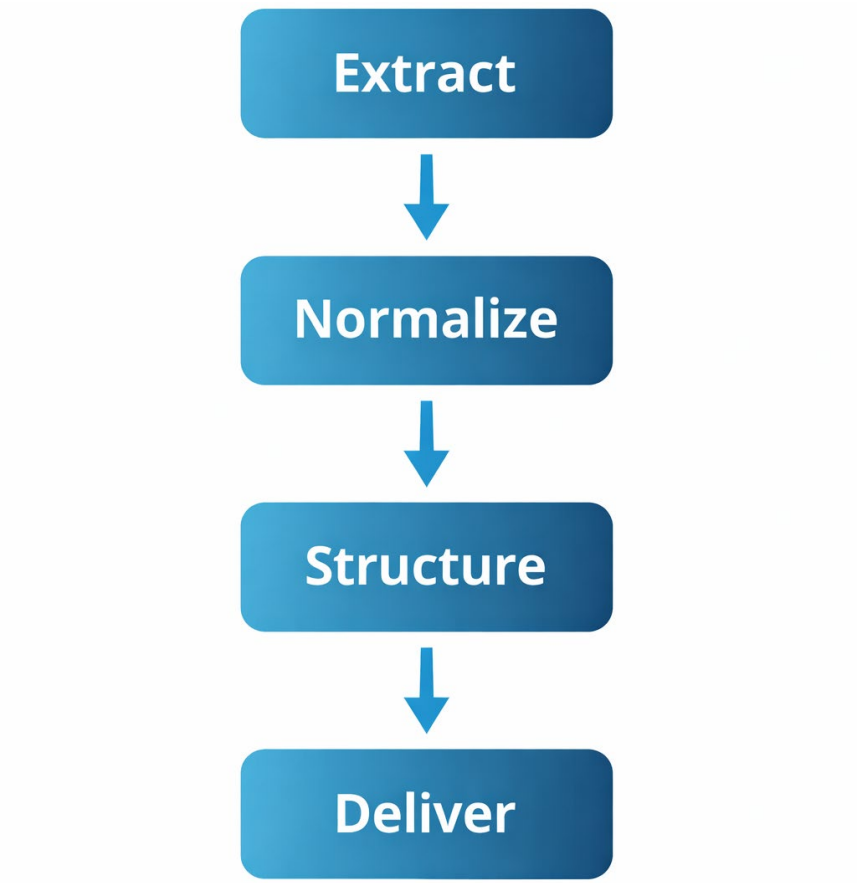
- Manual
- Inconsistent
- Engineering bottleneck

Projects ≠ Systems

Reinvented Every Time

- No standardization
- No repeatability
- No leverage

Systematize the Conversion Layer



- Same process - every project
- Consistent structure
- Repeatable outcomes

Kander Handles the Hard Part

Kander

- Point mapping
- Alarms/Histories
- Control logic
- Schedules
- Graphics (optional)

Systems Integrator

- Optimization/tuning
- Final validation
- Customer delivery

→ Integrator owns the system

Proven at Scale

- 2500 supervisors converted
- 50K field devices migrated
- 1M points defined

- Up to 95% less engineering effort

This Changes the Business Model

- More projects without more engineers
- Faster delivery
- Lower project risk
- More consistent and predictable margins

Kander = Conversion leverage

Tino Zander

Head of **International Business Development**

Global Industry Management **Building Technologies**

LinkedIn

PHOENIX CONTACT

- Why “Scaling with Discipline“ matters
- The Hidden Cost of Niagara Deployment
- Saving Engineering Time through **Smart Niagara Tools**
- Saving Energy through **Data-Driven Optimization**
- Excellence Through Discipline

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Why „Scaling with Discipline“ matters

Scaling Niagara successfully is not about doing more –
it‘s about **doing it with discipline**.

- Saving TIME standardizing and automating **engineering workflows**
- Saving ENERGY continuously optimize **building performance**

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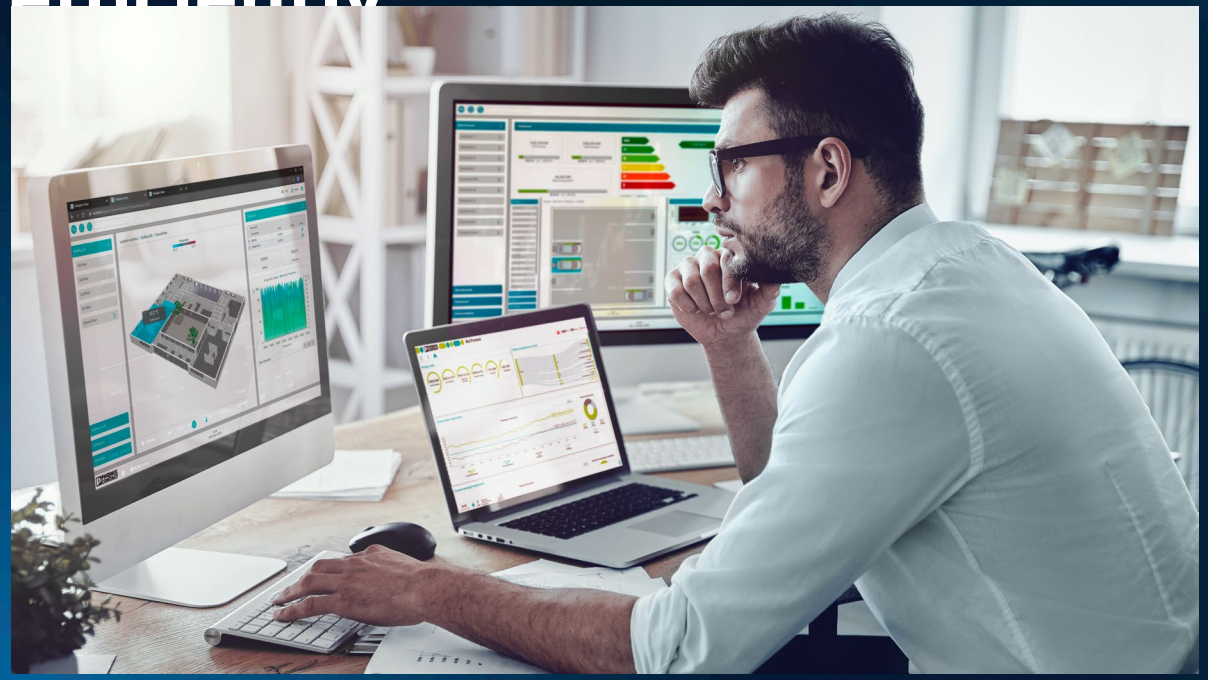
The Hidden Cost of Niagara Deployment

Niagara scales technically with easy –
but operationally, many **projects struggle to scale efficiently**



- Rising complexity
- High manual effort
- Templates
  that don’t scale

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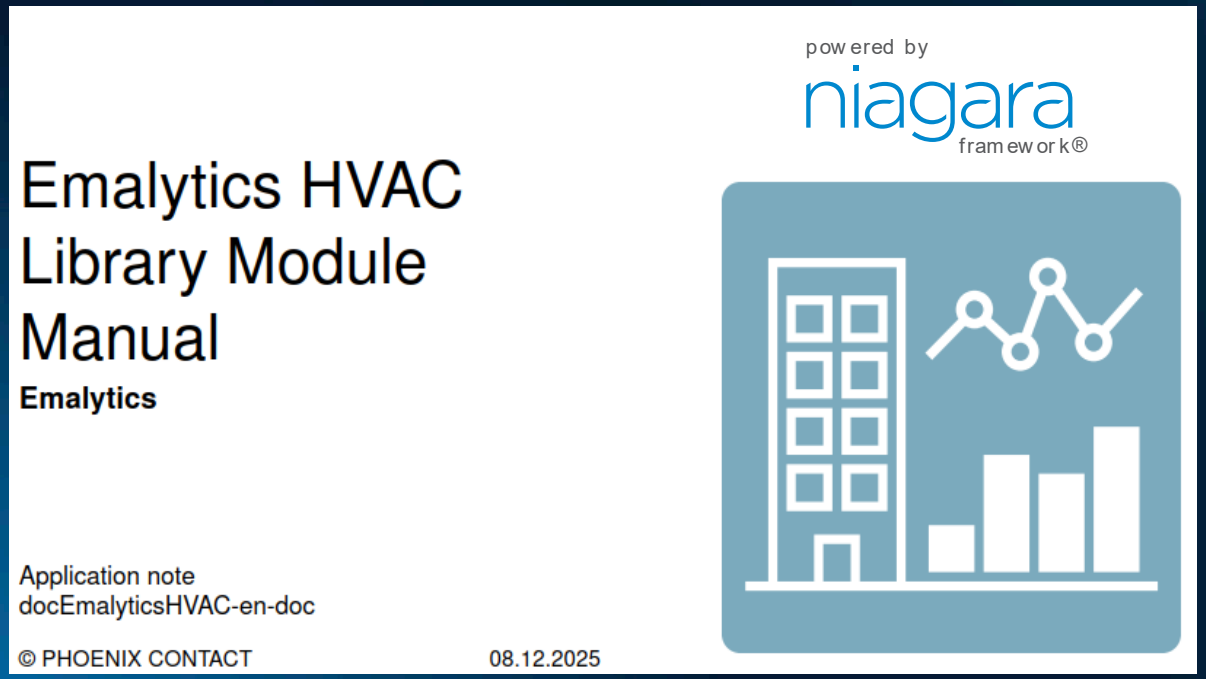
Saving Engineering Time

- HVAC Engineering Tools
- Room Automation Tools
- Engineering for everyone

HVAC Engineering Tools

emalyticsHVAC is a fully integrated Niagara function library that structures, standardizes and automates the engineering process.



- Standardized HVAC function blocks
- Structured sequence logic
- Mass tools to make work easier
- Commissioning & Quality Assurance

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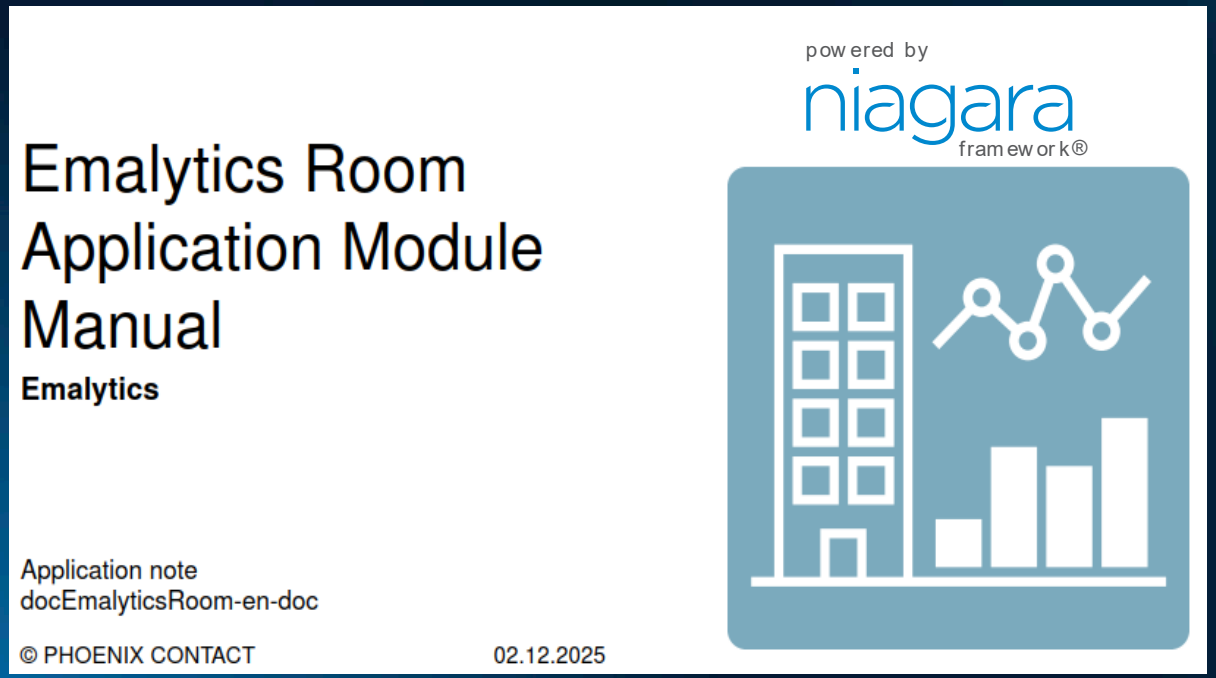
Room Automation Tools

emalyticsROOM takes a radically different approach to classic automation:
One room = generic function blocks instead of dozens of individual moduls.



- Generic Room Controller
- Preconfigured logic instead of custom engineering
- Simple integration of external systems
- Scalability through reuse

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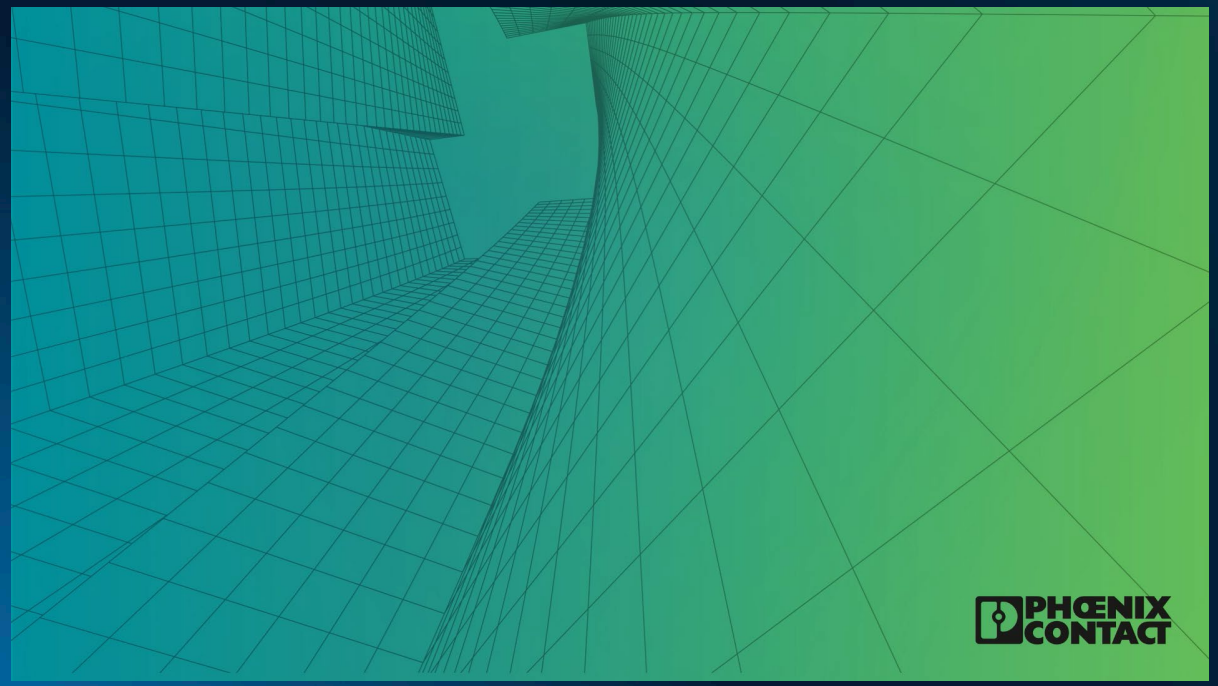
Engineering for everyone

eBuilder as a Niagara service
that revolutionizes the engineering workflow



- Automatic controllers and IO discovery
- Configuration of the IO channels and override options
- Building design via floor plans and room localizations
- Automation functions via drag-and-drop on the floor plan

Time savings

Phoenix Contact's Tools do not just speed up engineering – they introduce discipline.

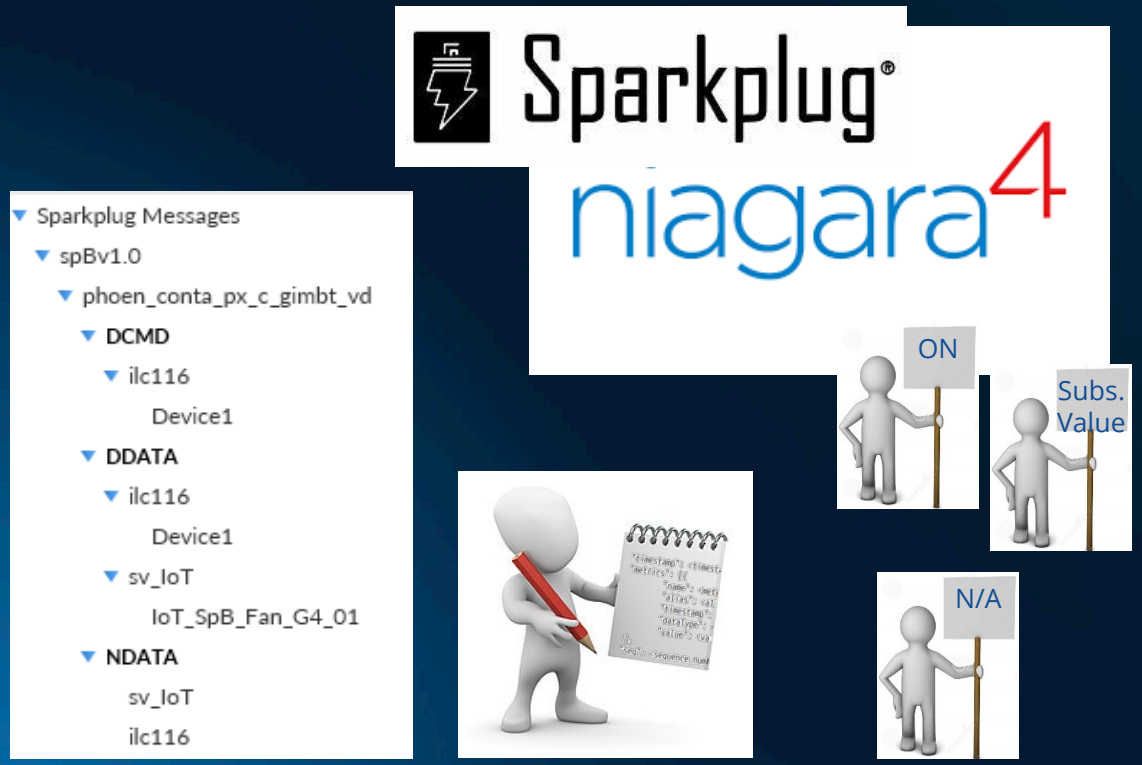
Engineering Area	Classic	with Phoenix Contact	Savings
HVAC	100 %	~ 50 %	~ 50 %
Room	100 %	~ 40 %	~ 60 %
Building	100 %	~ 45 %	~ 55 %

Saving Energy

- Structured energy data
- Continuous energy analysis
- Closed optimization loops
- Scaling Niagara projects at portfolio level

Structured energy data

Energy analyses are based on Niagara intelligence –
not on isolated sensor data.



- Niagara as
  Single Source of Truth
- Standardized
  Data Models
- Semantics
  already in Niagara

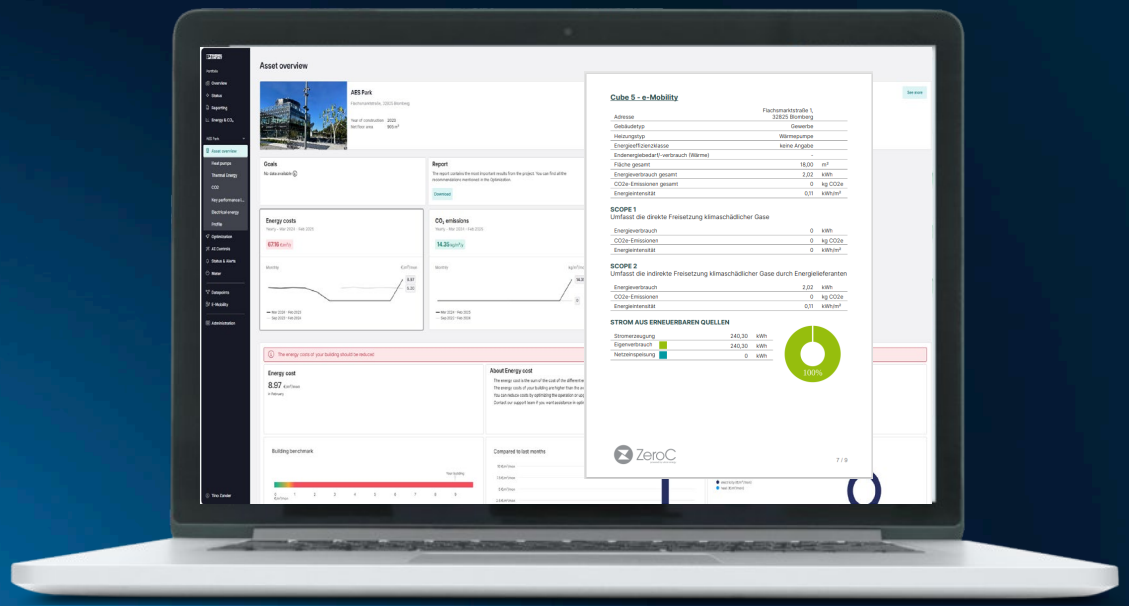
Continuous energy analysis

Niagara provides the context –
Emalytics Cloud provides the scaling.

- No duplicate modeling or cloud-specific data preparation
- Detection of efficiency losses
- Information on improvements

Closed optimization loops

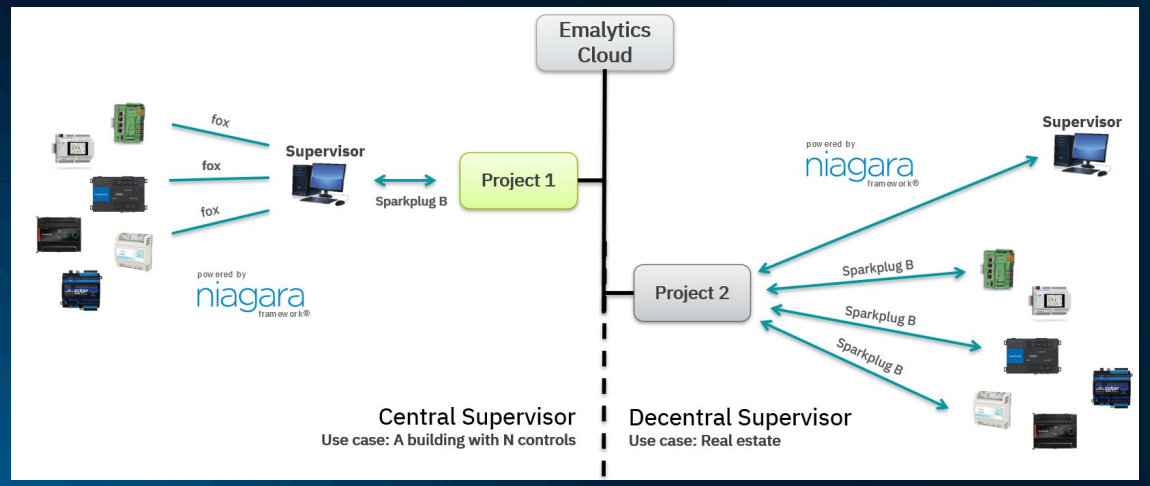
Operational control always remains in the Niagara Framework - Emalytics Cloud merely extends it.



- Feedback of optimization proposals
- No loss of control for the operator
- Optimizations remain completely transparent, traceable and reversible

Scaling Niagara projects at portfolio level

Niagara scales technically - Emalytics Cloud scales economically. Energy efficiency becomes a native capability of Niagara.



niagara marketplace

- Each building remains an independent Niagara station
- Standardized service architecture across locations
- Central analysis without centralization of automation

Energy savings

With Phoenix Contact, Niagara as the operational backbone and Emalytics Cloud as the analytical extension.
Energy optimization becomes a scalable Niagara service – safe, structured and controllable.

Possible savings	Causes
Energy costs 10 - 25 %	Runtime optimization, setpoint corrections, simultaneous H/C, load management
Lifecycle extension 10 - 20 %	Protection of fans, pumps, valves, compressors and drives

A platform like the Niagara Framework could only be invented in the US.

“Let’s build a platform that can do everything … and let the world figure it out.”

Niagara gives us freedom.

Phoenix Contact adds discipline.

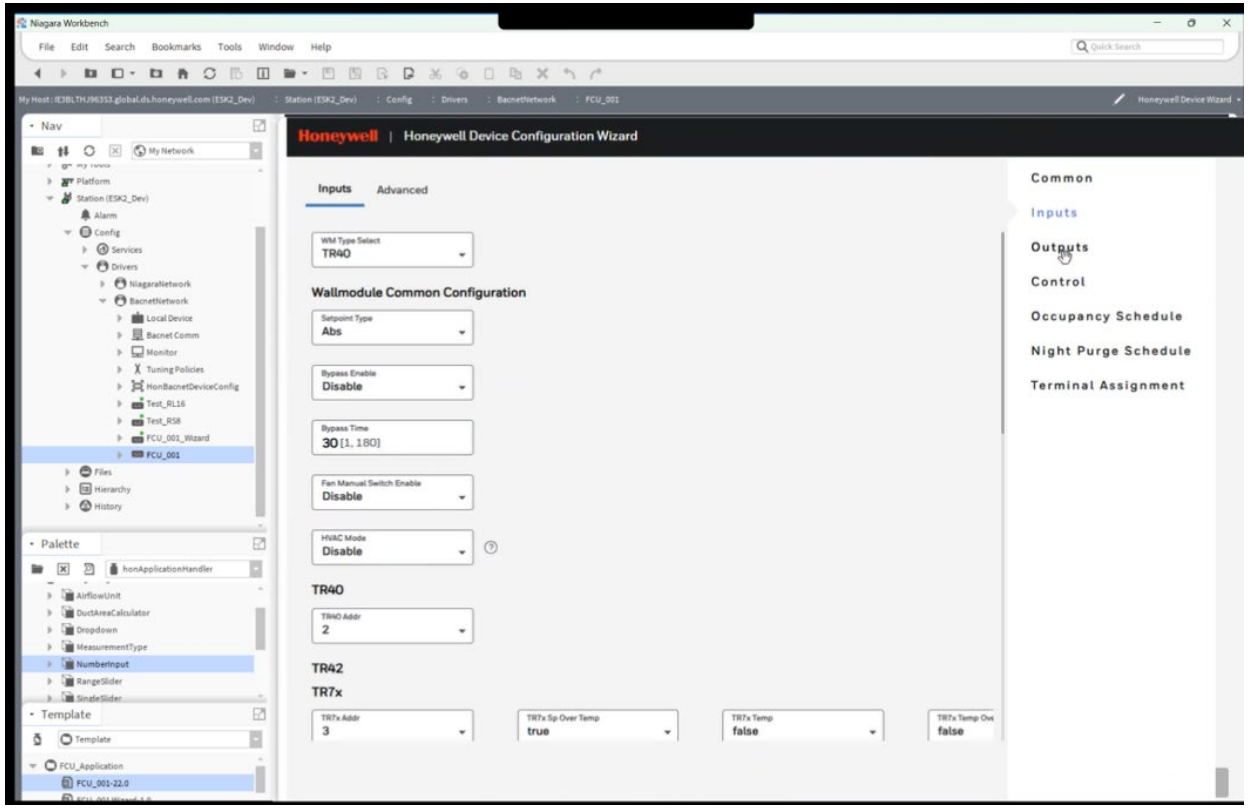
And Excellence at Scale only happens when you combine both.

David Witherspoon

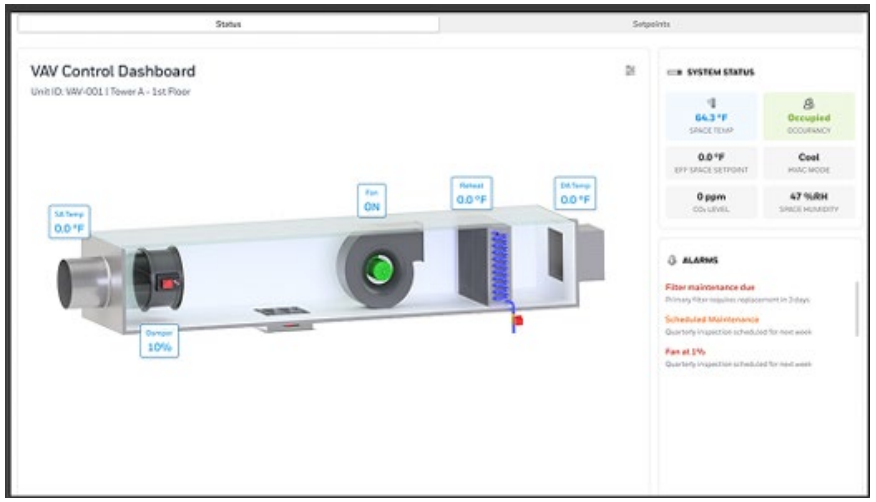
Sr Director - Automation Portfolio Leader

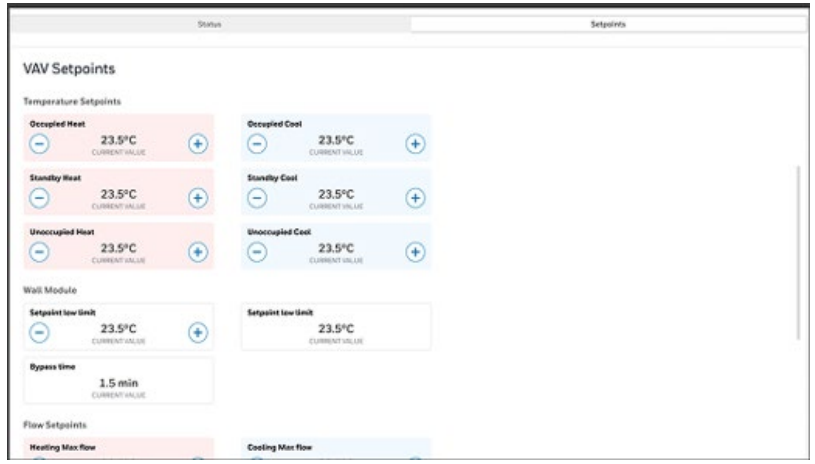
Honeywell

Engineering Starter Kit Labor Savings



Fixing Complexity





- Faster Application Development
- Faster Graphics
- Faster Configuration & Download

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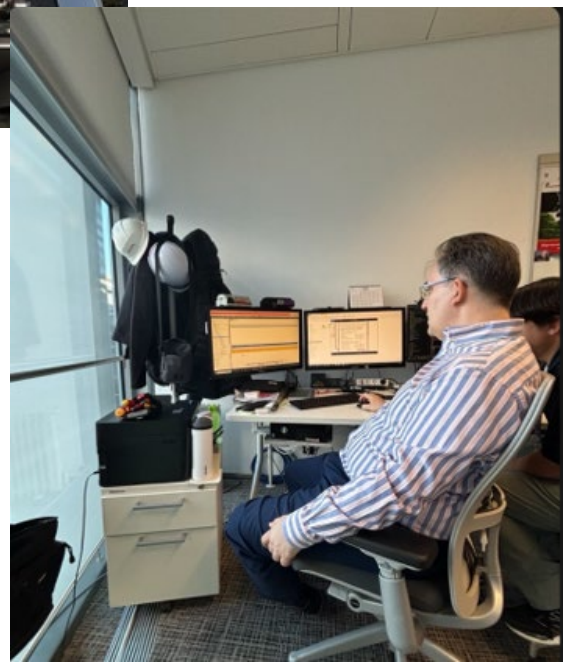
Labor Savings



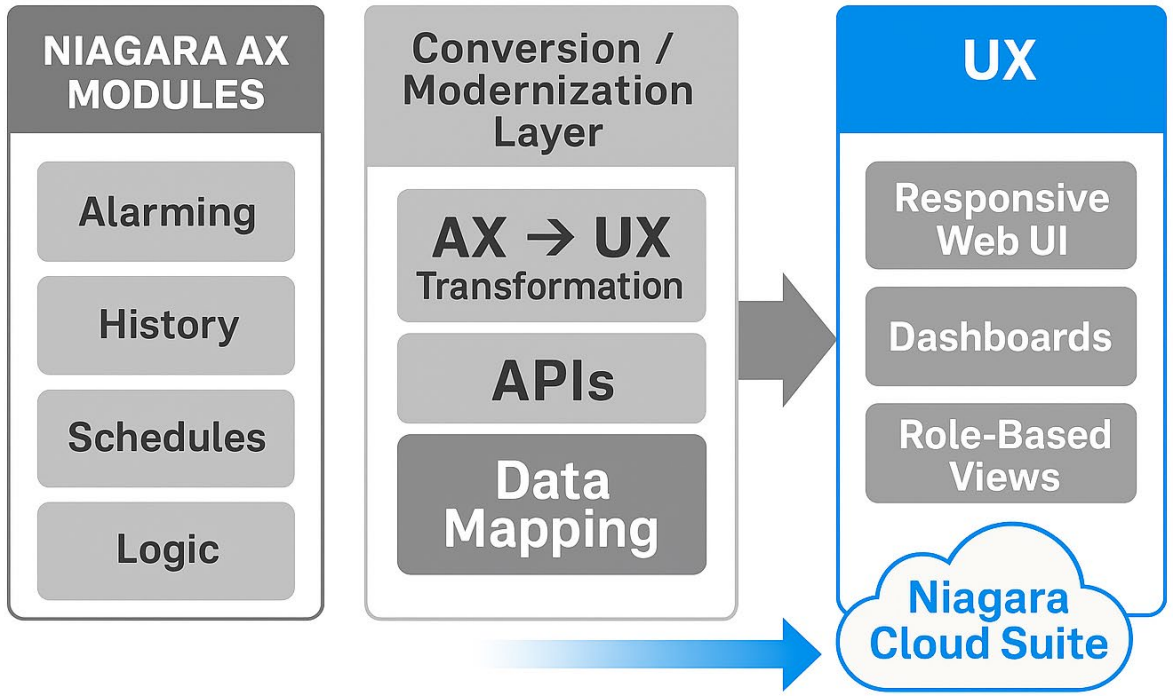
- *“Faster, not error prone, no back and forth to the documentation”*
- 48% Faster than current Honeywell IRM tool*

Teaching Time

- ESK – MSTP ~1Minute
- ESK – IP/T1L ~15seconds

* - Timed Teach by John Hutchey for IRM and ESK

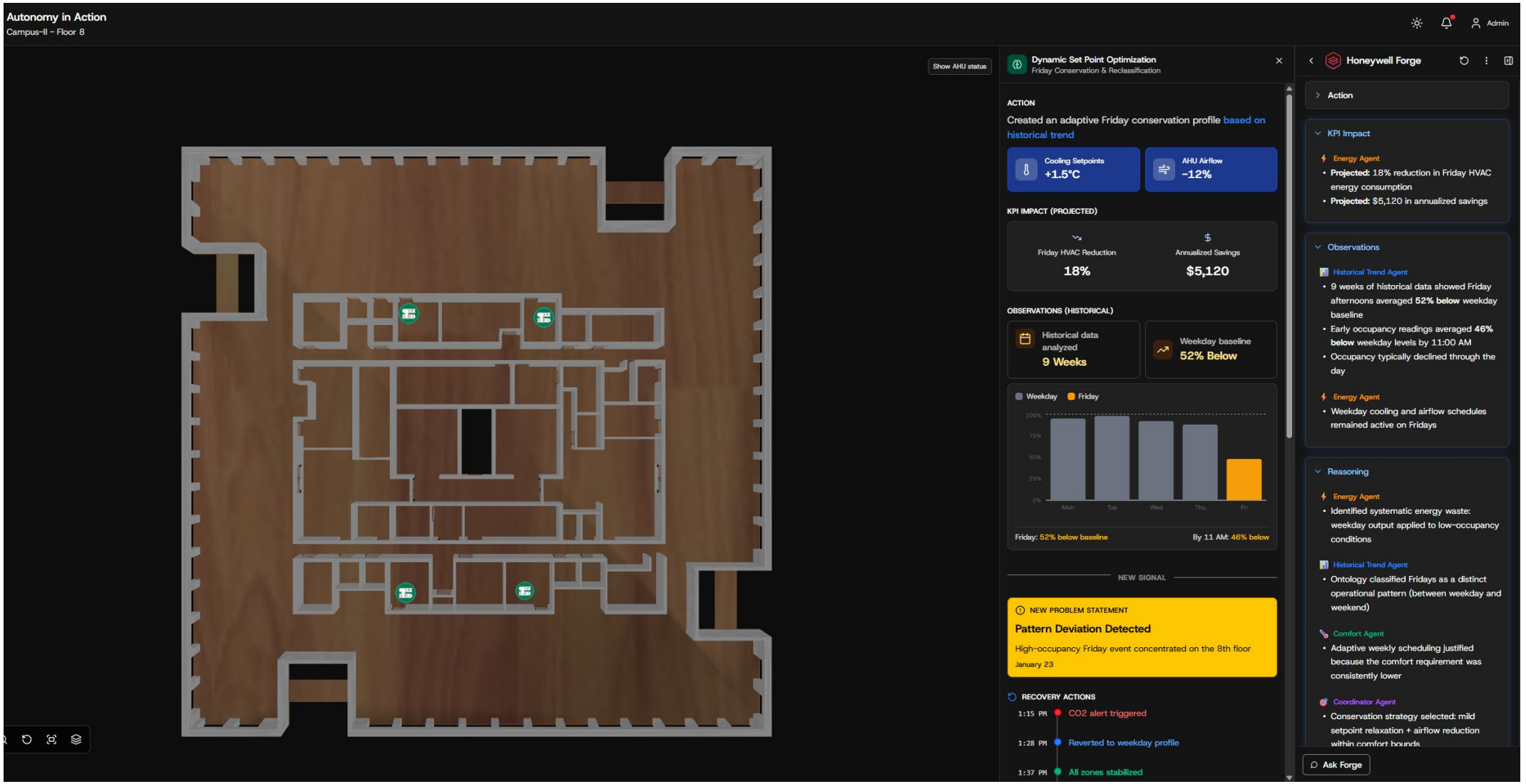
AX to UX Modules



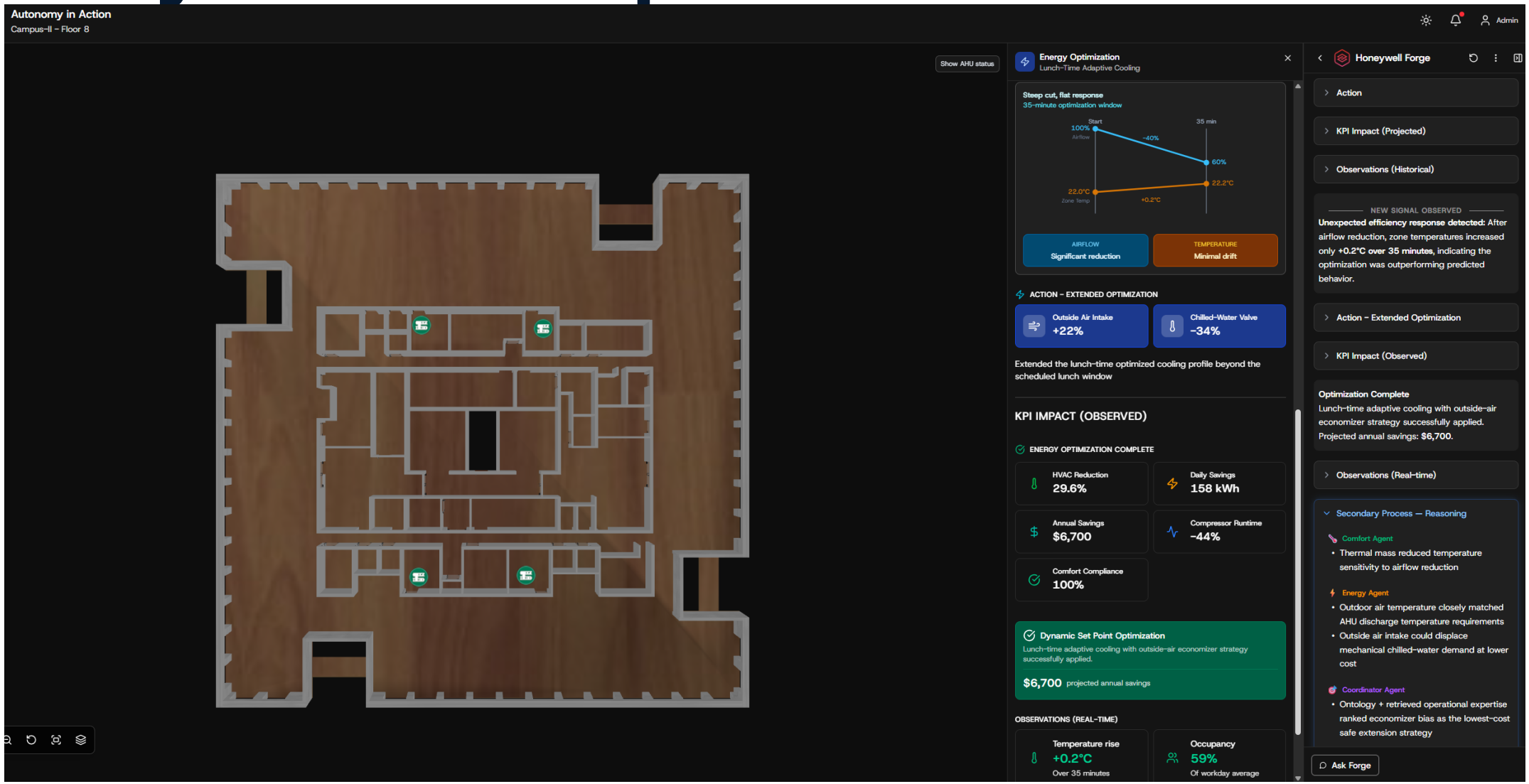
Agentic AI Agent

Honeywell
FORGE

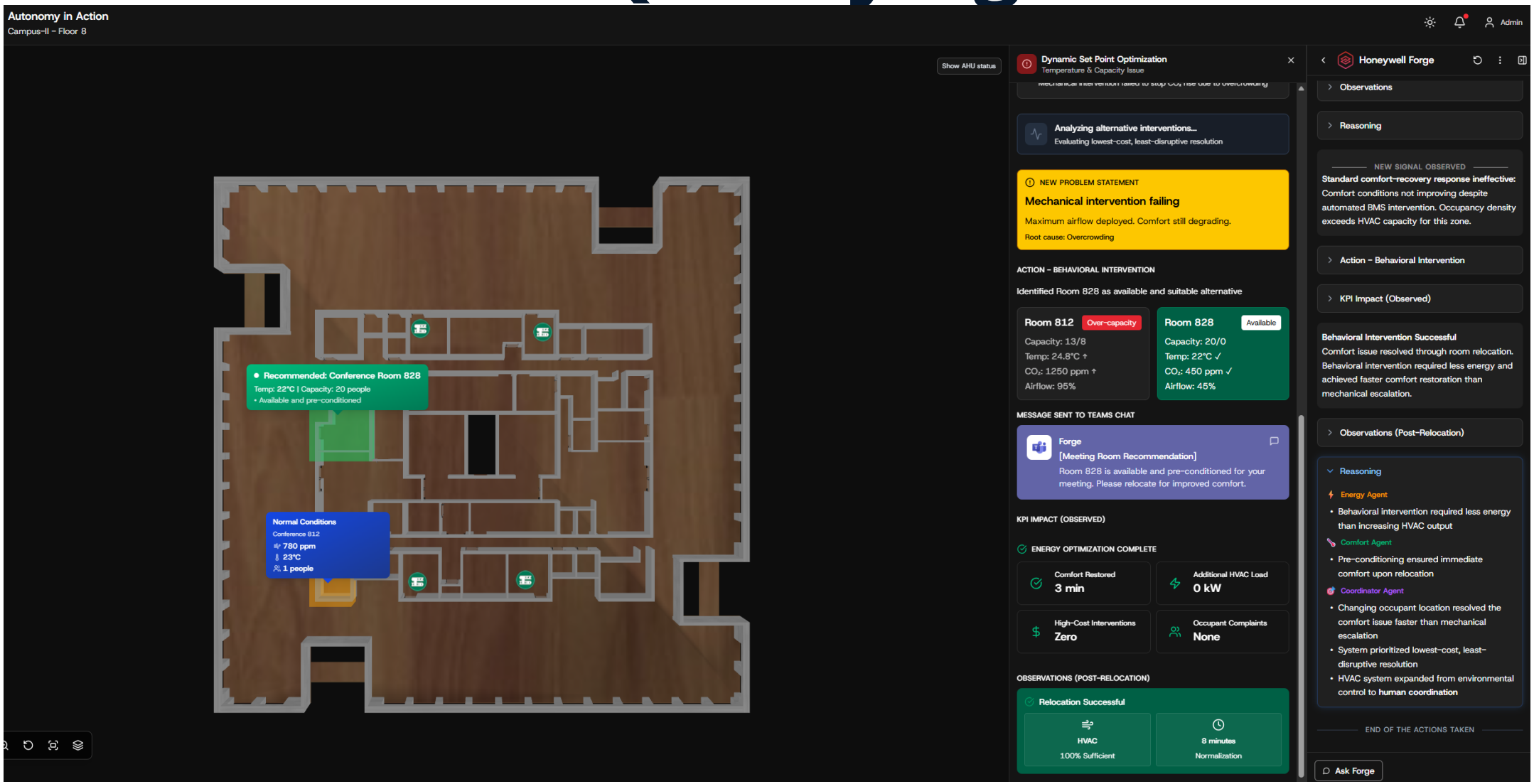
Weekday Pattern Optimization



Daily Pattern Optimization



Comfort & Air Quality Agent



Thank you!

Questions