

Trade-Up to more Intelligence at the Edge

INTELLIGENCE AT THE EDGE

If you haven't started to deploy Niagara Framework® at the edge, now is the time! Tridium's 2019/20 *Intelligence at the Edge* Program is your opportunity to replace legacy JACE 2 and JACE 3E equipment controllers and non-IP-based plant controllers with a Niagara Edge™ 10 + IO-R-34 module—the most advanced and cyber-secure Niagara bundle. This is the combination your customers need to drive their full range of field applications such as zone temperature control, fan coil units, air handling units, heat pumps and more. The move to IP-based control is the future, not a fad. Your customers will reap more from their current investment in Niagara and you will win new business through this package. With the full Niagara stack in an edge device, your customers will be ready to take advantage of all the latest Niagara features including semantic tagging, cyber security updates and ACE, our new deterministic control engine.

TRADE-UP TO IP PROGRAM

Through June 30, 2020, any customer with a JACE equipment controller or a non-IP plant controller, or new jobs that could be met with a Niagara Edge 10 is eligible for the following discounts on an Edge 10 + IO-R-34 bundle:

DISCOUNTS

- 30% off one IO-R-34 when trading up from a JACE 2 and JACE 3E. Order both an Edge 10 and new part number PR-30-IO-R-34 for this discount.
 - Use promotional code **Edge10TUP**
- 20% off one IO-R-34 when purchased as an Edge 10 + IO-R-34 bundle. This discount applies when trading up from any non-IP-based plant controller or when starting new jobs that can utilize Edge 10 + IO-R-34. Order both an Edge 10 and new part number PR-20-IO-R-34 for this discount.
 - Use promotional code **GoEdge10**

NOTE: Tridium now offers the Edge 10 with two IO-R-34s. Discount only applies to the first IO-R-34 should this dual-IO-unit configuration be ordered.

DETAILS

- No minimum quantity per order; however, only one IO-R-34 will be discounted per Edge 10.
- Hardware qualifies for trade-up as long as customers can provide host ID/ serial number, verifying that the JACE 2 or JACE 3E trade-in is licensed under their organization.
- JACE 2 and JACE 3E equipment controller host IDs will be disabled; existing IO-34 should be retired.

ELIGIBILITY, TERMS & CONDITIONS

- Available to those partners who have rebranded Edge 10 as of October 31, 2019.
- Must purchase an Edge 10 and IO-R-34 bundle to take advantage of program.
- License specifications for Niagara Edge 10 will apply; that is, 3 devices and 50 points are included per license. No exceptions will be made. (Note: if you are interested in trading up to a JACE, consider Tridium's 2019/2020 JACE NDIO/ NRIO Trade-Up Program.)
- Program ends June 30, 2020.
- The deactivated JACE 2 and/or JACE 3E must be removed from service within 6 months. Should such a disabled JACE or IO-34 be discovered installed after January 30, 2021, the Niagara partner responsible for the installation will be invoiced an amount equal to the price of the discount plus a license change fee.

Use code
Edge10TUP or **GoEdge10**
when you order

If you have any questions, please contact your Tridium account manager or Niagara partner. **We look forward to you benefiting from this new program this year!**