



CONNECTING
THE WORLD

TRIDIUM VISION & STRATEGY



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VP & General Manager
Tridium

GUIDING PRINCIPLES



EASY TO DO BUSINESS WITH

- Seamless customer experience
- Fast and thoughtful interactions



TRANSPARENT ENGAGEMENT

- Honest and candid
- No gray, keep it black and white



MORE PROFITABLE

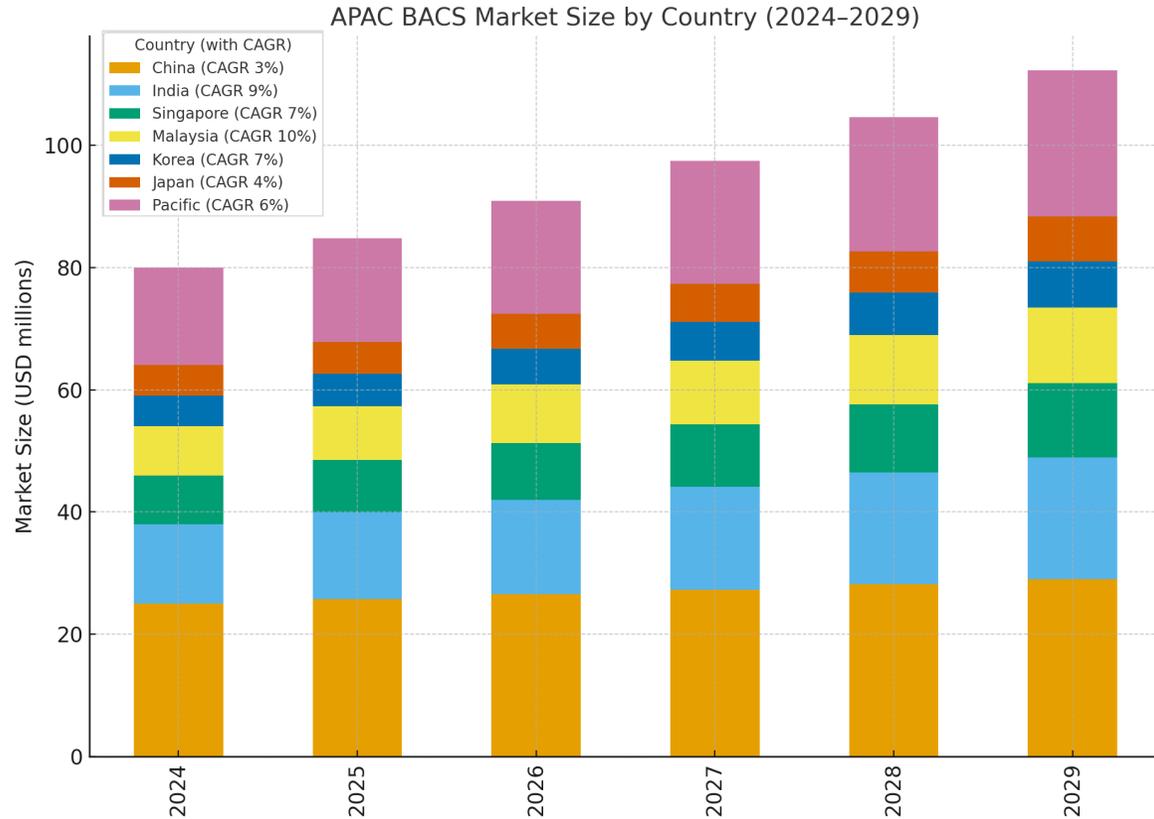
- Our channel should realize strongest earnings potential
- End users have clear path to productivity gains and cost efficiencies



WORLD CLASS ORGANIZATION

- Knowledgeable sales, engineering and functional teams
- Innovative marketing and offering management professionals

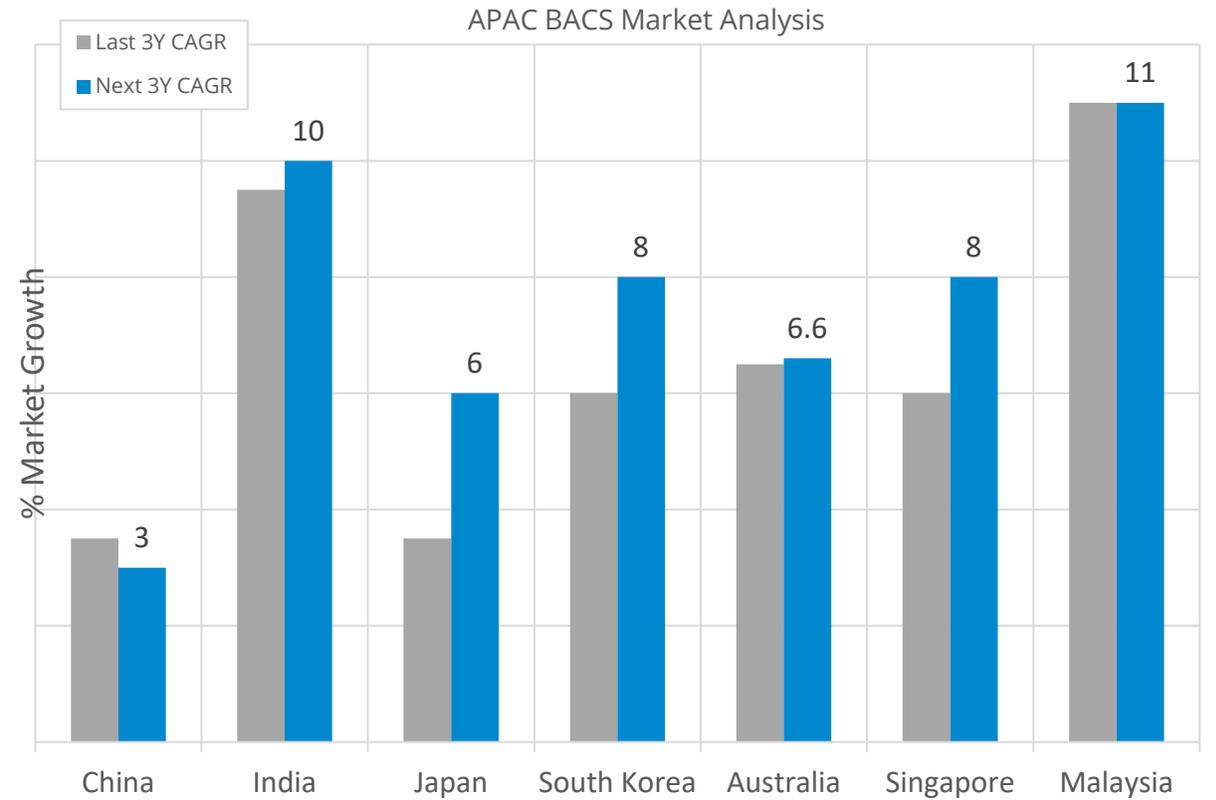
KEY TRENDS IN APAC



Source for all data

- Industry research databases: Mordor Intelligence, Markets and Markets, Research and Markets, IMARC Group
- Country/region specific market analysis: Focused reports such as those from Data Insights Market and IMARC Group
- Technology and trend observation by consultancies and business intelligence portals

These sources provide the authoritative, up-to-date country-level CAGR figures for the BACS market in Asia Pacific



OUR INDUSTRY IS TRANSFORMING



- Siloed systems
- Bespoke engineered connectivity
- On-premise
- In-house facility team



- Digital transformation & IoT
- Connectivity is expected
- On-prem, hybrid, cloud
- Outsourced remotely managed FM

WHY NIAGARA?

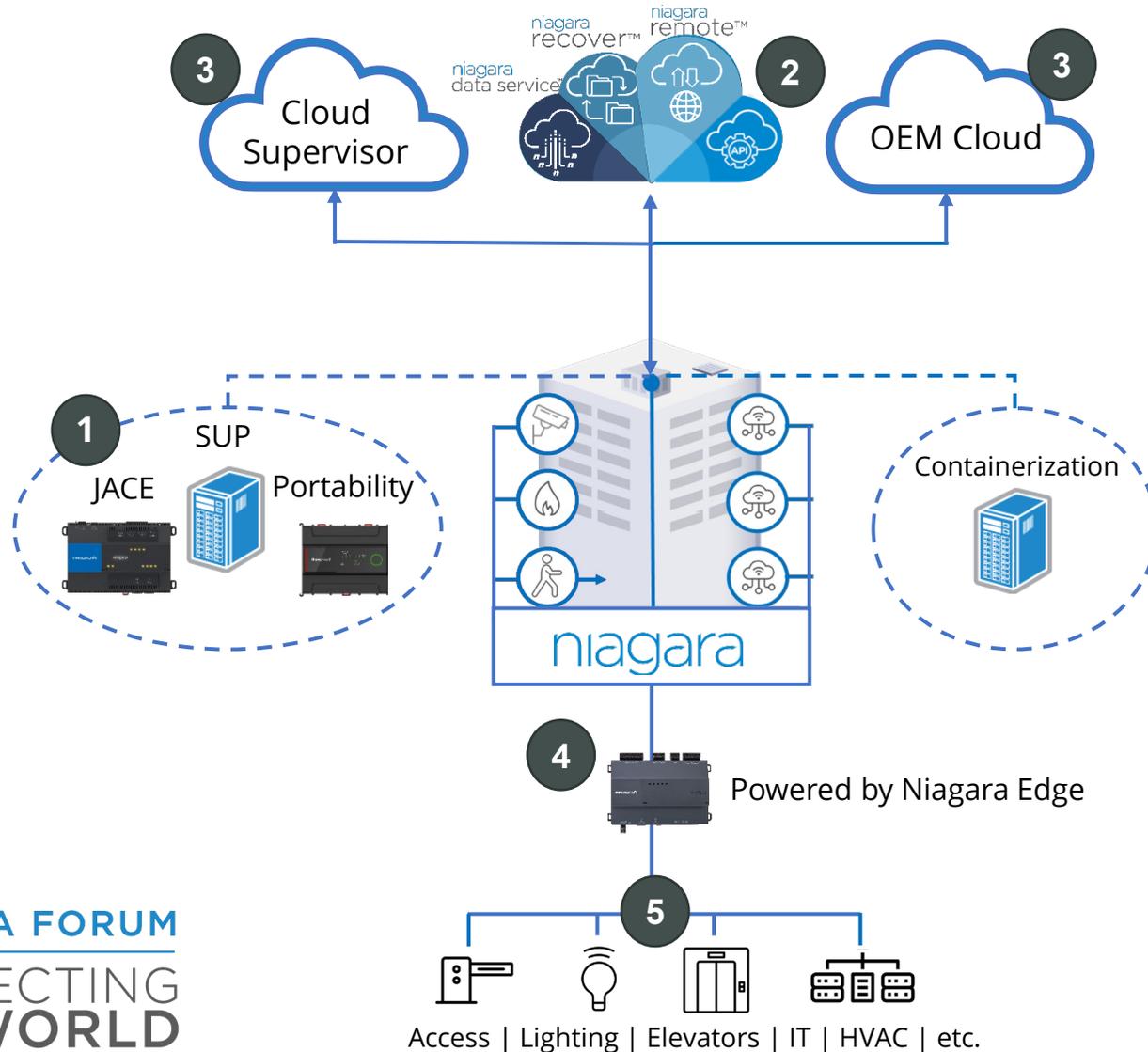
Open standards, interoperability and cyber security are requisite today. The Niagara Framework allows you the comfort of choice without the bounds of proprietary solutions.



Compatibility & Flexibility

Embrace critical industry standards across IT, OT and IoT with the ability to integrate 'best of breed' solutions, regardless of vendor

TRIDIUM PRODUCT STRATEGY



OFFERINGS

- 1 NIAGARA CORE**
- 2 NIAGARA CLOUD SUITE**
- 3 PRIVATE + OEM CLOUD**
- 4 NIAGARA EDGE**
- 5 SUPPORTED DRIVERS**

STRATEGIC OBJECTIVES

GROW THE
COMMUNITY

New regions, new offerings, new use cases, powerful programs

DRIVE
DEMAND

Expand reach across building verticals & thoughtful migration plans

EDUCATE
THE MARKET

Diverse and Effective Methods for knowledge sharing

TRANSFORM

Translate data for safe, healthy, and sustainable spaces

MY ASKS TO YOU



NIAGARA CLOUD

Embrace Niagara Cloud Suite™ and let's take this journey together!



NETWORK & CONNECT

Enjoy the show and network with other creators



HIGHLIGHT NIAGARA

Highlight the awesome things you're doing with Niagara



FEEDBACK

Fill your schedule, learn from industry experts and provide feedback



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