

## VYKON Enterprise Security General Release

To: VYKON Partners

Date: July 2009

Topic: **VYKON Enterprise Security General Release Announcement**

We are pleased to announce the release of the VYKON Enterprise Security system.

The VYKON Enterprise Security system is a comprehensive access control and security management solution, leveraging the power of the Niagara<sup>AX</sup> Framework with the power of the Internet to provide a world-class solution for security applications. VYKON Enterprise Security provides VYKON partners with a flexible and scalable solution to address security-only applications from single door to multi-building/multi-campus projects. Breaking from traditional security offerings, VYKON Enterprise Security offers users unprecedented anytime, anywhere access from a standard web browser providing a level of utility unmatched in the industry. Coupled with ease of use, ease of configuration and a broad range of intuitive security reporting and management tools, VYKON Enterprise Security will be the solution of choice to meet the ever-changing security requirements of an ever-changing world.

And, for those customers interested in the vast benefits of an integrated facility solution, VYKON Enterprise Security seamlessly connects to all building systems such as HVAC, lighting, life-safety, video, electrical, etc. The full power of Niagara now includes card access and security at an enterprise level. The result is buildings that are smarter, safer, use less energy, are more efficient, have lower operating costs, and contribute to a sustainable environment.

VYKON Enterprise Security requires that partners be trained and certified. This product has many more features than the standalone version of the security application (1.X), Tridium requires security partners to be trained and certified on the application. Please check the Tridium training schedule for the next available class.

As a VYKON partner, VYKON Enterprise Security provides a number of ways to grow your business:

- Multi-building/multi-campus facilities such as universities, K-12 school districts, restaurant/retail, and banking customers – you can now provide the class-leading Niagara Security Appliance for local use and connect them together into a comprehensive enterprise wide security application.
- The security-only market has been hot in recent years with no sign of let-up – end user customers need the power and flexibility of an IP based system, distributors & contractors need state-of-the-art, differentiated products to capture new business. The Niagara Security Appliance coupled with VYKON Enterprise Security is a leading candidate to fill both needs. Be sure to capitalize on this hot market!
- Highly integrated intelligent buildings are a hot topic – Niagara solutions can stitch together many diverse systems and make these types of projects a win for you and the customer!
- Your entire installed base is a candidate for upgrade – today, all facilities have some form of security need, from simple monitoring to access control to comprehensive security management. Leverage the “already there” Niagara system with VYKON Enterprise Security to meet more of your customer’s needs.

- Conversely, if security is today's need for a client, provide it as an inroad, then address leveraging the security platform to add BAS, lighting and energy management.

The technical specifics and detailed product features are outlined in the attached documents. As a summary, VYKON Enterprise Security:

- Provides enterprise-wide real-time credential management, access rights & schedules, time & attendance and alarming functions from wherever convenient
- Supports enterprise level supervisory functions, user views and alarm presentation across one or more Security JACE controllers
- Supports enterprise-wide access or supervisory functions based upon "need-to-know" and authority level
- Provides full integration with Niagara BAS, video, and energy applications
- Requires Niagara<sup>AX</sup> 3.4 or higher

VYKON Enterprise Security software will be available to begin shipping the week of August 2, 2009.

**Summary** – VYKON Enterprise Security can expand your business in many ways:

#### **New Markets**

- Offer enterprise-wide security for multi-building/multi-campus facilities such as universities, K-12 school districts, restaurant/retail, and banking customers
- Penetrate "security-only" market
- Look for Intelligent Building interests and funding to leverage the integration capabilities of a comprehensive Niagara solution

#### **System Expansion**

- Upgrade installed BAS base with enhanced security features
- Connect multiple standalone Security Appliance applications into an enterprise-wide system
- Lead with the security sale to get follow-on BAS, video, or lighting upgrades

#### **New Customers**

- With a broadened security offering, look to bring "security-only" contractors into the Niagara fold with a world-class IP-based security offering

Whatever your security need – VYKON Enterprise Security can help you grow your business!

For additional information, please contact your local Tridium representative. We look forward to working with you to capitalize on all of your opportunities for Niagara<sup>AX</sup> products in your marketplace.

[www.vykon.com](http://www.vykon.com)