

VYKON Video General Release

To: Regional & Branch Managers, Systems Solutions Managers, Global Product Managers, Engagement Managers, Sales Engineers, High-Tech/Inside Sales Engineers, Service Managers & Supervisors, Distributor Software Product Managers, Authorized Resellers and Systems Integrators, Account Managers, Technical Consultants, and Strategic Providers.

From: Tridium, Inc.

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Topic: **VYKON Video General Release Announcement**

Tridium is pleased to announce a significant expansion to the Niagara Security offering. Since its initial release two years ago, Niagara Security solutions have been well received and are providing industry changing functionality for distributors, contractors and end users alike. Our newest addition, **VYKON Video** is the next step on our path in providing a comprehensive, open system that integrates all common building functions - environmental control, intrusion detection, access control, lighting control, and energy management systems alike.

VYKON Video provides seamless integration between Niagara building applications and digital video recorders, IP cameras, network video recorders, and video management solutions. It integrates with Niagara Security products providing a comprehensive intrusion detection, card access and video monitoring/alarming system or can be used stand alone providing a video window into a key process – such as boiler/burner flame monitoring, or visually monitoring the flow of raw materials into a facility. **VYKON Video** can also be combined with other Niagara building applications to deliver a single, Niagara integrated application and provide an easy to use, easy to understand, and easy to commission browser based user experience.

Business wise, this important offering:

- Expands your opportunity to meet more of your customer's needs
- Allows you to differentiate your proposal from many of your competitors
- Provides a great reason to visit your installed customer base to sell Niagara Security, VYKON Video and more HVAC control products
- Will increase revenues and profits accordingly.

So where can I successfully sell VYKON Video?

Just about everywhere! School districts, university campuses, government buildings, and restaurant & retail stores, office complexes – most every business establishment today has a need for some level of video surveillance. Coupled with Niagara Security products, VYKON Video provides comprehensive security functionality enabling you to meet a much broader array of customer needs than ever before.

Consider also the possibilities of expanding your business to serve security only electrical contractors specializing in small building or high end residential applications. The Niagara Security and Video offerings are a great fit for these types of customers – low cost, simple to commission, web accessible.

Technical details are outlined on the attached documents. **A few key highlights:**

- VYKON Video adds responsive live video integration via LAN/WAN or Web.
- VYKON Video can be either an AX Supervisor application or a JACE application.
- Niagara^{AX} 3.2 or higher is required.
- VYKON Video can be a standalone “video only” application, or used in conjunction with any other Niagara application (platform permitting).
- VYKON Video provides comprehensive two-way alarming features affording tight integration between apps.

Please review this complete release package for additional features and benefits this product provides.

VYKON Video products will be available for ordering on February 15, 2009.

Key Takeaways – VYKON Video can expand your business by opening up new markets, new customers, and new applications. Explore the many opportunities for:

- **System Upgrades**– every one of your existing customers is a candidate for upgrade!
 - Add VYKON Video to existing Niagara BAS installations
 - Expand functionality for Niagara Security customers
 - Leverage VYKON Video and Niagara security products to bring a complete security application to new and existing customers
- **Expanding your reach** – build new relationships, add new customers!
 - consider security only electrical contractors as a new market for expanding your business
 - Remember, once these new contractors install VYKON Video & Niagara Security products, these installations become great opportunities for Niagara BAS retrofit - truly a win-win-win!

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^{AX} products in your marketplace.

Good luck Selling!