



CHANNEL PARTNER PROGRAM

Channel Partner Subscription

Cochrane Supply has partnered with KODE Labs to distribute and support KODE Labs Smart Building Cloud. To become a Channel Partner subscriber choose between Monthly or Yearly subscription options.

Subscription Plans	Subscription Includes:		
Monthly: <ul style="list-style-type: none"> Part No.: CP-MONTH Yearly: <ul style="list-style-type: none"> Part No.: CP-RENEWAL <i>*Site renewals are required by the invoice date of each year.</i>	Launchpad Access <ul style="list-style-type: none"> Cloud Provisioning with Company URL Turning on All Apps Enabling Users Documentation and Videos 	Demo Site Access <ul style="list-style-type: none"> 500 Virtual Points Integrated to Test the Platforms Capabilities. 	Marketing Starter Pack <ul style="list-style-type: none"> Pitch Deck Product Two-Pager Sales One-Pager Use Cases Deck

Sales & Technical Training

To become a Certified Channel Partner and authorized to support sell KODE Smart Building Cloud, you must successfully complete the Sales and Technical Training. **Sales Training is recommended** to learn the value proposition and how to deliver a demo. **Technical Training is required** to get certified in deploying KODE platform to KODE standards.

Sales Training (Part No.: KL-TRAINING-SALES)	Technical Training (Part No.: KL-TRAINING-TECHNICAL)
Session 1: Value Proposition <ul style="list-style-type: none"> KODE OS Demo Use Cases & Integration Session 2: Pricing <ul style="list-style-type: none"> Price Estimate Proposals Sales Orders <i>*Sales Training is all remote and cover up to three sessions.</i>	Session 1: Launchpad & myMSI Training Session 2: Enabling Data Collection & Data Visualization Session 3: Schedule & Optimizations - Events, Fault Detection & Commissioning Session 4: Quality Assurance & User Acceptance Testing Onboarding & Training Clients Session 5: Certification Confirmation and Q&A

KODE Pristine & Enterprise Plans

Everything your customers need for a smart building. Whether they want just the analytics side with KODE Pristine or the full experience with KODE Enterprise.

KODE Enterprise includes everything the Pristine Plan offers, and more, including KODE BI, Optimized Start Stop, and the Graphics Tool.

KODE Pristine Plans	KODE Enterprise Plans
5-year Plan: <ul style="list-style-type: none"> Part No.: KL-Pristine-5 3-year Plan: <ul style="list-style-type: none"> Part No.: KL-Pristine-3 1-year Plan: <ul style="list-style-type: none"> Part No.: KL-Pristine-1 	5-year Plan: <ul style="list-style-type: none"> Part No.: KL-Enterprise-5 3-year Plan: <ul style="list-style-type: none"> Part No.: KL-Enterprise-3 1-year Plan: <ul style="list-style-type: none"> Part No.: KL-Enterprise-1

Plan Features	Pristine	Enterprise
Web, iOS & Android	✓	✓
API library: Access to all KODE OS integrations	✓	✓
Alarms & Events	✓	✓
Schedule Management	✓	✓
Command & Control	✓	✓
Historical Data Storage & Visualization	✓	✓
Insights & Reporting	✓	✓
Smart Commissioning	✓	✓
Fault Detection & Diagnostics	✓	✓
KODE BI		✓
Optimized Start Stop (OSS)		✓
Graphics Tool		✓

**Feature descriptions found on next page.*

KODE Pristine Plan Includes:

Data Tagging & Normalization

The advanced data tagging and normalization techniques to collect, process, and analyze data from different building systems in a uniform and structured manner is a highly valued feature of KODE OS. Clients value this feature because it speeds up the deployment process of the platform. The faster this feature allows users to deploy buildings, the more success Mechanical Contractors will have in deploying our platform.

Insights & Reports

The ability to build flexible dashboards & reports that provide real-time visualizations of building performance metrics is a hard requirement for analytics platforms from the perspective of a Mechanical Contractor. These clients want the ability to build internal dashboards / reports for service related work which include metrics on building and equipment scoring. They also want the ability to easily create externally facing dashboards and reports.

API Library: Pre-Built Integrations

The pre-built library of integrations within KODE OS is an advantage over other analytics packages in the industry. Clients value this feature because it provides them flexibility in terms of systems they can connect to.

Command and Control

Command Control is a key feature for building operators who must maintain tenant comfort and manage the building in a sustainable way. We take care to always be consistent with your base building systems which is why if a data point is writable on the BMS it is writable in KODE OS. If a point is controlled from KODE OS, you see the change on your BMS. If the point is controlled from BMS, you will see the change on KODE OS. We enhance the command control experience by allowing a time limit on your overrides and providing an activity log of all user command or AI commanded actions. Command and Control any writable from a floor plan, system graphic, or device details.

Trending & Data Storage

The trending and data storage capabilities of KODE OS allow mechanical contractors to minimize the amount of resources required for deploying the analytics package, in addition to the ability to securely store the data for extended periods of time.

Smart Commissioning

The ability to functionally test equipment autonomously from the KODE OS platform allows Mechanical Contractors to better support their service operations with clients. This is a key differentiator when compared to other analytics platforms in the marketplace.

Fault Detection & Diagnostics

The ability to run fault detection & diagnosis on equipment based on a predefined library of rules, or custom rules, is core to an analytics offering. Mechanical Contractors use this tool to enhance their service offering and provide clients transparent insight into their service offerings. The presence of this feature is core to the analytics package.

KODE Enterprise Plan Includes:

KODE Enterprise includes all Pristine Plan features, in addition to the following:

KODE BI

KODE BI with all industry standard BI features, eliminating the need to use external BI tools such as Tableau or Power BI. Custom dashboards and reports provide valuable insights into the performance of your building or portfolio, helping you make informed decisions about how to best optimize your operations.

Optimized Start Stop (OSS)

Optimized Start Stop (OSS) solves inefficiency problems of HVAC systems, specifically AHUs, VAVs and FCU's by using a Machine Learning algorithm to optimize the runtime of these equipment, while maintaining comfort levels.

Graphic Tool

The Graphic Tool feature provides different tools which allow you to optimize and make floor plans more intensive from where you can view and spot devices' performance with a single sight. This will give you an overall visual perspective of what is happening on the floor.

About Cochrane Supply

Cochrane Supply & Engineering was founded in 1967 and has grown into a Leading Smart Building Control Supplier offering a massive inventory of products for comfort, safety and security in buildings. Representing the industry's top manufacturers, Cochrane Supply's diverse product lines blend innovation and solutions for successful facility management when it comes to HVAC, security, energy, lighting and more.

About KODE Labs

KODE Labs develops an open enterprise platform that integrates all forms of building management, IoT, and operational systems into a single pane of glass with applications that reduce Energy and Carbon Emissions while automating operations. To date, KODE supports 1,500+ buildings online across 4 continents. It's Channel Partner Program includes 30+ partners.