

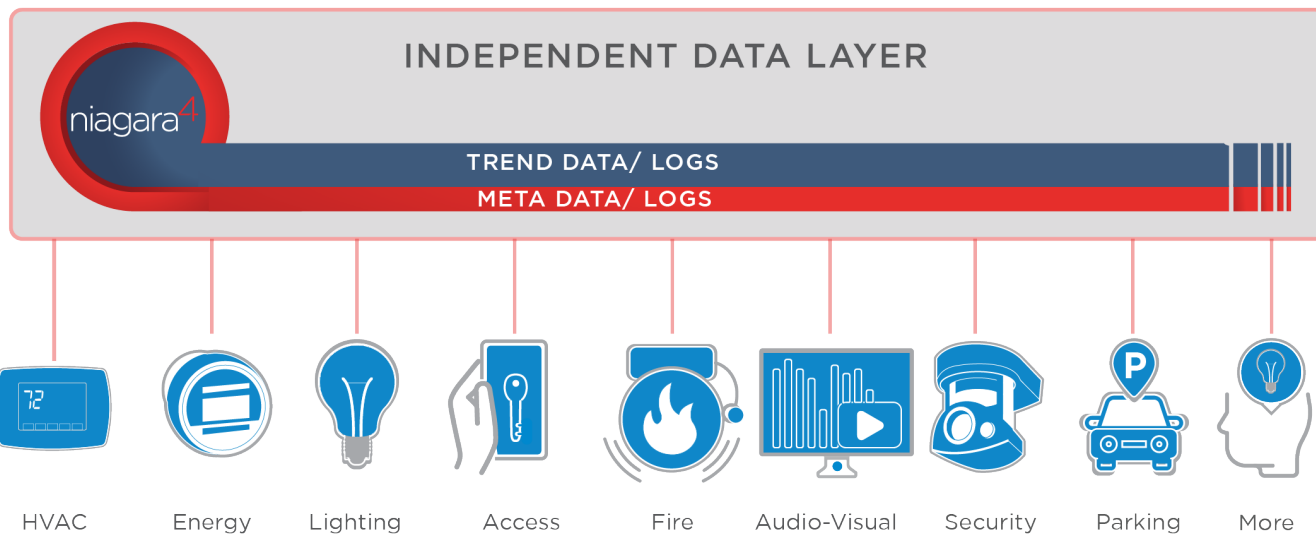






# WHAT DOES 'OPEN ARCHITECTURE' MEAN TODAY?

Niagara Framework exists as an independent data layer, allowing integrations that break down the vertical data silos conventionally associated with different building services. In addition to its support for open protocols like BACnet, Niagara enables an 'open' approach in other ways too: 1) Tridium offers an open API for developers to build robust drivers to popular applications—for example, to Milestone and Axis -based video solutions 2) Tridium delivers Niagara software and the JACE® controller and server platform through an open distribution business model which allows the end-customer the freedom to shop among name-brand hardware manufacturers. 3) The large Niagara Community of system integrators enables customers to find a partner in their area with whom to build rapport and trust.



## RESULTS

The Buist team attests that it can be a challenge to convince customers of the importance of specifying an open, interoperable BAS architecture. They estimate that there can be a 10% first-cost premium to go this route. However, they have also seen a large payback over time when the building owner can achieve multiple high-impact outcomes from the same investment.

"Integration is important, but it is just as - if not more - important to select open products that can be integrated on the front-end. No integration is possible if you are selecting proprietary products," comments Brad Kuipers.

Buist now has its own facilities to point to when they want to demonstrate what is possible.

## ABOUT JACKSON CONTROL

Jackson Control is a high-value-add building technologies distributor providing world-class products and a technology platform that delivers healthy, efficient, and secure building environments. Jackson Control's objective is to serve as a trusted advisor and provide the ultimate open platform, and best-in-class solution. Technology is ever-changing. Jackson Control partners with brands and providers that steer innovation within their respective markets. This gives Jackson Control the opportunity to provide the best solutions that target specific facility portfolio challenges. Jackson Control is a premier one-stop shop for all building technologies.

## ABOUT TRIDIUM

Tridium is a world leader in business application frameworks, advancing open data environments and seamless data interoperability. Our Niagara Framework® universal multi-protocol integration engine has fundamentally changed the way people connect and control devices and systems. With over one million instances deployed worldwide, Niagara is helping a significant number of businesses, manufacturing enterprises and government entities improve performance and reduce energy, operating and other costs, and be more strategic and competitive. The Niagara Community is a large and active community of innovative developers, integrators, consultants, manufacturers, resellers and end users. Tridium is an independent business entity of Honeywell International Inc.