



# NS2022

ACCELERATING INNOVATION

# Tridium Developer Program Update & Roadmap

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*Channel Enablement Leader*

*Tridium*



**NS2022**  
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# DEVELOPER PROGRAM ROADMAP



Developer Support Agreement



**2022 UPDATE:**  
Additional tools and benefits



**2023:**  
NEW DEVELOPER PROGRAM



Constant Improvement

# 2022 UPDATE

DEVELOPER SUPPORT AGREEMENT



## DEVELOPER PROMOTION

- Website page



## DEVELOPER TRAINING BENEFITS

- Discounted developer training
- Self-paced e-learning & certification



## TRIDIUM MARKETPLACE BENEFITS

- Discounted application fee
- Badging
- Featured content



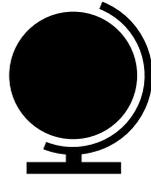
## PROSERVICES BENEFITS

- Exclusive subcontracting

# 2023 DEVELOPER PROGRAM



**SIMPLIFICATION**



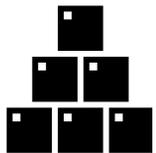
**GLOBALITY**



**TIERED STRUCTURE**



**NEW DEVELOPER PROGRAM**  
Replacing support agreement



**MORE BENEFITS**



**NEED YOUR FEEDBACK  
INFLUENCE DEVELOPER  
PROGRAM**



**DEV COUNCIL**

# CONTACT US

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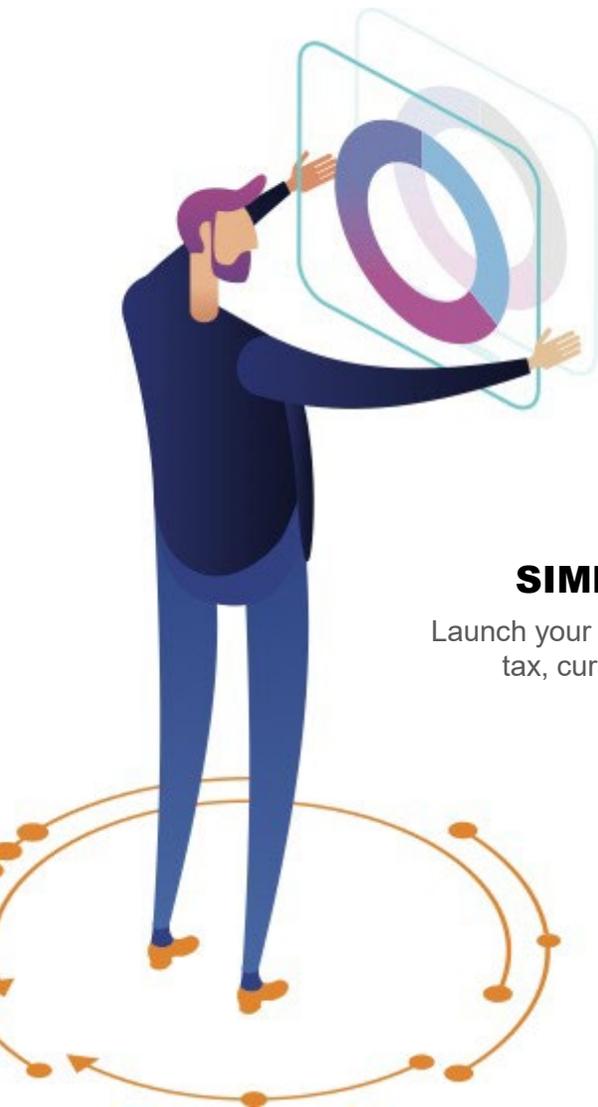
# Bob Neubaum

Marketplace Offering Manager  
Atlanta, GA

- Tridium since 2019
- 8 years of software ecosystem program experience
- 20+ years IoT experience focused on technology & partnerships



# SELL EASIER. BUY BETTER. WORK SMARTER.



## DEVELOPERS

*(sellers)*

### SELL WITHOUT LIMITS

Drive new or expanded revenue through an international marketplace where the Niagara community feels confident buying vetted content from trusted vendors.

### SIMPLIFY YOUR SALES

Launch your storefront in minutes and sell without tax, currency or licensing complexities.

## INTEGRATORS

*(buyers)*

### BUILD BETTER, FASTER

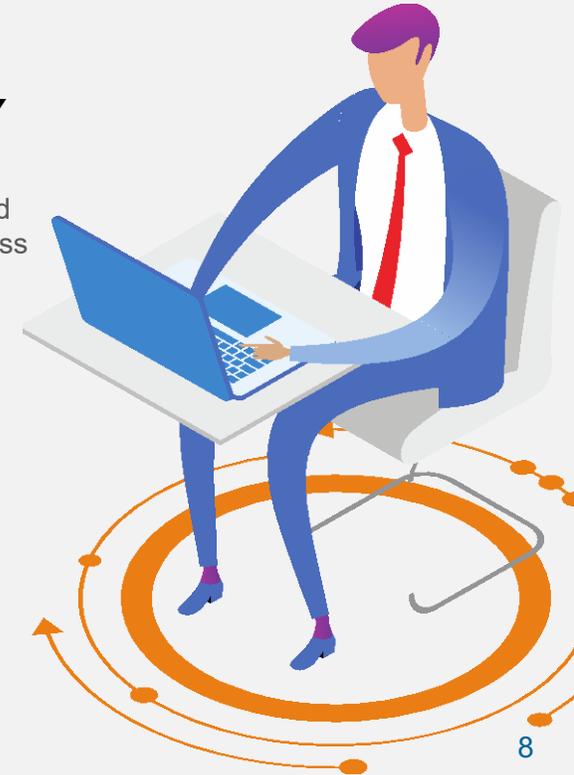
Find everything you need to innovate and implement with Niagara all in a single place, so you can over-deliver faster, under budget.

### DISCOVER & DEPLOY WITH EASE

Search, discover, license, pay and deploy through a modern, frictionless ecommerce platform.

### BUY WITH CONFIDENCE

Browse vetted solutions with transparent ratings from your peers and purchase through a secured platform.



# NIAGARA MARKETPLACE 2022 Roadmap

1Q

Launch

## AUTONOMY OF COMMERCE

The Marketplace is here to enable innovation. Seller-buyer relationships, transactions and disputes are managed by sellers.

## GLOBAL MARKETS

Coverage in US, UK, EURO based EU Countries

## Downloadable Software

Launch with support for downloadable software content with perpetual license

2Q

Expand & Enhance

## PRODUCT EXPANSION

Expand Marketplace capabilities to allow sellers to offer Niagara related Hardware

## GLOBAL EXPANSION

Extend Marketplace capabilities to reach more people in more places

- Rest of North America
- EU & neighboring countries
- Includes currencies

## 2 PART REVIEW PROCESS

1. Sellers provide documentation for each submission to ensure best practices for secure software development
2. Listings are reviewed for accuracy and aesthetics to ensure browsing is easy and clean for buyers.

3Q

Expand & Enhance

## TRY & BUY CAPABILITIES

Allows sellers to optionally offer trial capabilities for software. Purchased software will be charged upfront with buyers ability to backout purchase and license

## PAYMENT FLEXIBILITY

Add additional payment options:

- SEPA
- Direct Debit

## GLOBAL EXPANSION

Extend Marketplace capabilities to reach more people in more places

- Regions in APAC, South America
- Includes currencies

4Q

Expand & Enhance

## SUBSCRIPTION ENGINE

Expand payment capabilities to include subscription-based offerings to allow for more product types:

- SAAS Offerings
- Subscription based software offerings

## INNOVATION CENTER

Allow buyers to engage in our partners development roadmap. Buyers will be able to request Niagara functionality that can be captured by our developer community and offered on the Marketplace

# niagara marketplace



**LOG-IN OR SIGN-UP  
ONLINE TODAY**

**NiagaraMarketplace.com**



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