JACE 8000 Trade Up

Program details

TRIDIUM

JACE 8000 Trade Up

- Provides a cost-effective path for customers to upgrade their existing Niagara investment

- Replaces existing JACE® (JACE 2-7 series, Niagara AX or R2) with JACE 8000

- Provides new Niagara 4 drivers developed and distributed by Tridium (third-party drivers or drivers not supported by Niagara 4 are not included)

- Provides 18-month Software Maintenance Agreement (SMA)

- Tridium must receive proof of disposal of the existing hardware within a specified time frame. Recycling is encouraged and preferred.

TRIDIUM

JACE 8000 Trade Up

Pricing

- Any single JACE - 20% discount off list total for JACE 8000 hardware, software features and SMA
- Single order 45 JACE minimum - 30% discount off list total for JACE 8000 hardware, software core and SMA (excludes NC-8005 and NC-8010)

Ordering

- Sign and return program participation agreement (one time)
- Send order to support@tridium.com
  - Refer to driver support matrix and pricing matrix
  - Total discount of the bundle of hardware, software and SMA will be applied to the device license
- Include Host ID of each replacement JACE and promo code TU2017

Duration

- This specific program with associated discounts is valid for orders entered by December 22, 2017
- Tridium reserves the right to extend the program past December 22, 2017, with or without modifications

TRIDIUM

JACE 8000 Trade Up
Value proposition

JACE 7 is EOL, JACE 3/6 is EOL within 12 months. Support for R2 has ended.

JACE 8000 is positioned as a long-term replacement for all R2 and Niagara AX platforms

- **Supports Niagara AX and Niagara 4**
  - Single platform reduces inventory and support costs
  - Lower upgrade effort and cost using Niagara AX-to-Niagara 4 migration tools
- **Powerful processor, integrated WiFi, modular tool-less design**
  - Lower cost of installation and operation
  - WiFi provides wireless connectivity to multiple platforms, lower cost of access
- **Availability of new Niagara 4 features**
  - Dashboards
  - Niagara Analytics
  - HTML User Interface
  - Advanced charting, templating
- **Cloud-ready platform**
  - Connects to Niagara and third-party cloud applications
  - Backup as a Service included – Always a backup DB available
  - Savings from available cloud applications and protection from loss of data
- **Cyber security** – The most secure automation platform available
  - Utilized in the most secure environments in DOD, financials, retail, data centers

TRIDIUM

JACE 8000 Trade Up
Growth opportunities

Many end users need a compelling argument to upgrade before EOL of a BAS solution

- JACE 8000 Trade Up can help you convince customers to start implementing immediately
  - Energy and operational savings can help fund a program
  - JACE 8000 Trade Up will drive new projects and service tail

Gives your customer's sales team a reason to revisit your entire Niagara customer base

- JACE 8000 Trade Up can be a stand-alone upgrade program or part of a service contract
  - Use Niagara 4 as an incentive to have your customer sign a long-term contract
    - Offer a Niagara 4 upgrade as part of your service contract
    - Differentiates you from other service providers
    - Establishes a long-term relationship

JACE 8000 Trade Up can save energy and operational costs

- JACE 8000 allows access to advanced Niagara 4 features such as cloud services and analytics
- Customers are seeing 10% reduction in energy with new Niagara 4 features and analytics applications
- Cost-to-serve is reduced due to lower inventory, installation and service costs using Niagara 4

TRIDIUM

JACE 8000 Trade Up
Operational, energy savings for end users

Why upgrade before EOL of a BAS solution?
- JACE 8000 Trade Up can help you start implementing operational and energy savings programs immediately
  - Energy and operational savings can help fund a program
  - JACE 8000 Trade Up will drive new technology, applications and solutions
    - Dashboards, templating, tagging, hierarchies, analytics
  - Advanced cyber security measures to meet changing IT requirements and can reduce risk
- JACE 8000 Trade Up can be a stand-alone upgrade program or part of a service contract from a Niagara partner

JACE 8000 Trade Up can save energy and operational costs
- JACE 8000 allows access to advanced Niagara 4 features such as cloud services and analytics
- Customers are seeing 10% reduction in energy with new Niagara 4 features and analytics applications
- Cost to maintain a BAS is reduced due to lower inventory, installation and service costs using Niagara 4
- Analytics and advanced applications can provide operational savings than can far exceed energy savings due to fewer truck rolls and better focus of resources

Lower lifetime costs by purchasing at trade-in prices now
- Implement your upgrade before EOL or technology changes

TRIDIUM

JACE 8000 Trade Up FAQs

Q: JACE 8000 Trade Up is intended to provide a bundle discount to the JACE 8000 hardware, software and SMA. What parts are specifically covered to say the discount is XX%?
A: The "bundle" or "order" that will realize the discount is a JACE-8000 + NC-8xxx + SMA-8xxx-1YR-INIT. It does not apply to additional accessories, drivers or software options.

Q: What happens to drivers not covered by this program?
A: Drivers that are distributed by Tridium and drivers that are supported in Niagara 4 will be provided. Third-party drivers and older drivers that are no longer supported in Niagara 4 are not included.

Q: I buy unbundled, so how is the order fulfilled?
A: The software core is discounted to realize the full order discount. By applying the order this way, an unbundled partner may still participate without having to change the unlicensed hardware stocking behavior. The invoice for the individual software order will appear to be greater than the JACE 8000 Trade Up. However, when the other unbundled components are factored in, the total discount will align with JACE 8000 Trade Up.

Q: I buy bundled, so how is the order fulfilled?
A: The software core is discounted to realize the full order discount. Since you order the bundle all together, the invoice will reflect the total discount provided.

Q: Are JACE 8000 expansion modules covered in the discount?
A: Not at this time. Contact your Tridium representative for consideration.

Q: Is JACE 8000 IO R covered in the discount?
A: Not at this time. Contact your Tridium representative for consideration.

TRIDIUM

FAQs continued

Q: Are demo JACEs included in this program?
A: No, the program does not cover legacy demo JACEs.

Q: Are Supervisors included in this program?
A: R2 and Niagara AX Supervisors can have complex feature sets and are not part of this specific program. However, there are existing programs and part numbers to upgrade these platforms. Contact your Tridium representative for specifics.

Q: How is the unit returned to Tridium?
A: Return is not required if the partner agrees to destroy/recycle the unit in the field, per the JACE 8000 Trade Up Program Terms and Conditions document.

Q: What if Tridium finds a deactivated unit from the JACE 8000 Trade Up still in use?
A: Tridium will cancel the discount on the impacted order and will invoice the partner. The partner also will be excluded from participating in the program for future orders.

Q: How long will the JACE 8000 Trade Up be active?
A: While the overall procedure will remain active for the next few years, the discount levels will be subject to change. The current discount program is valid for orders received by December 22, 2017.

Q: Can orders be entered in Niagara Central? Who can process the order?
A: The Niagara Central portal will only allow direct customers to process this order. Online ordering is expected to be available after September 15, 2017.

Q: Can manual orders be entered?
A: For manual orders, submit a signed JACE 8000 Trade Up Program Terms and Conditions document (one time) to support@tridium.com, and the "TU2017" code should be referenced on the PO document.

TRIDIUM

JACE 8000 Trade Up

For assistance and training on the ordering procedure, contact your Tridium representative or customer support team at support@tridium.com

TRIDIUM