

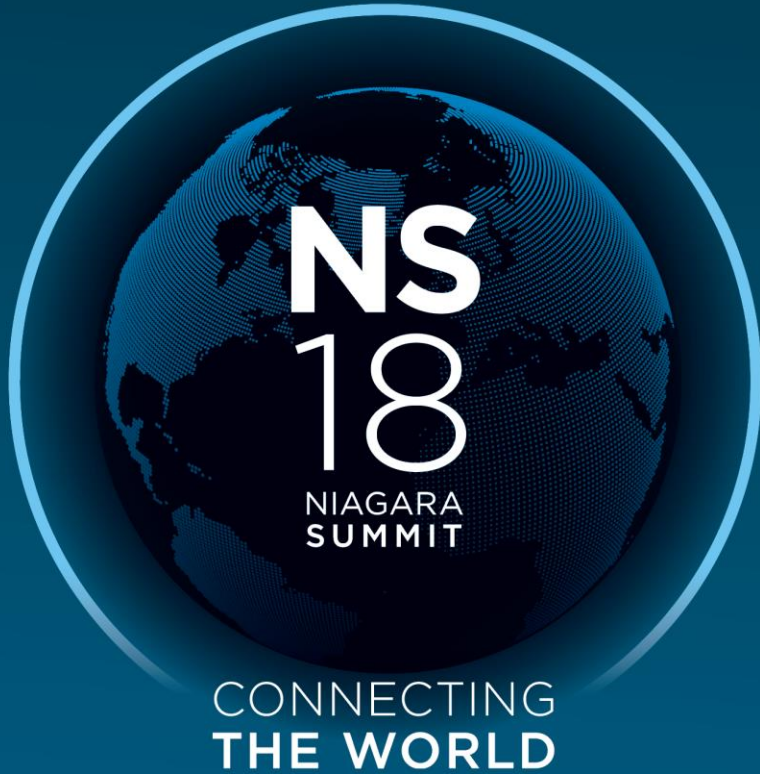


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**NIAGARA
SUMMIT**

**CONNECTING
THE WORLD**



Partner Cloud Applications

Larry Andriunas, President, Kodaro

Kodaro Cloud Hosting for Niagara Systems

Cisco predicts by 2021...

92%

92% of workloads
will be processed
in the cloud

847ZB

IoT will account for 847
zettabytes of data
generated by people,
machines and “things” each
year (not all data is stored)

32%

Data processing in
on-premise
servers will fall
from 51% to 32%

Benefits of Cloud Hosting for BAS



Analytics and
continuous system
monitoring



Data and access
security



Redundancy and
scalability of
operations

View from the Top

When hosting with the big three:

- Server space and storage will “flex” without notice
- Initial low rates will get data in the cloud, then when prices raise it may be difficult to get data out.
- Configurations focused on transactional data
- Limited customer support
- Unclear who owns the data



Kodaro's Hosting Solutions



*Plus drivers for access across building systems

Kodaro's Hosted Applications

Benefits of hosted apps

- Remote provisioning
- Secure access
- Push updates/continuous maintenance
- Economies of scale
- Flexibility to separate building data if needed
- Managed operating system to keep costs low



Analytics in the Cloud






onPoint identifies the data building operators need to troubleshoot issues, improve comfort and save energy.

With a focus on continuous and actionable insights, onPoint is a comprehensive and cost-effective building analytics package.



Energy Conservation Opportunities

ISSUE	PRIORITY	ALARM MESSAGE	HELP MESSAGE
AHU Gym:Overcooling by the AHU	 Medium	The supply air temperature is lower than the setpoint, causing excessive energy use and sometimes cold conditions on the floor.	This is due to the minimum chilled water valve position or an override on the valve position. Reduce the minimum position setpoint or check for overrides.
AHU08:Overcooling by the AHU	 Medium	The supply air temperature is lower than the setpoint, causing excessive energy use and sometimes cold conditions on the floor.	This is due to the minimum chilled water valve position or an override on the valve position. Reduce the minimum position setpoint or check for overrides.
AHU16:Fan Commanded On 24/7	 Low	The supply fan operated for 24 continuous hours.	Confirm that this AHU needs to run 24/7. If not, apply a schedule.

Instead of being scared of hosting, our industry should be scared of falling behind everyone else.