Niagara Cloud Services

Backup as a Service Asset Manager

Kapil Sharma, Senior Product Manager





- What is the Cloud (5 min)
 - Cloud Benefits
- Backup-as-a-Service (20 min)
- Asset Manager (20 min)
- Q&A (q.s)



What is cloud computing?



It refers to the use of computing resources that are located somewhere else and accessed in the "cloud" of remote networks



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Efficiency

Flexibility

Users can scale services to fit their needs, customize applications, and access cloud services from anywhere with an Internet connection.

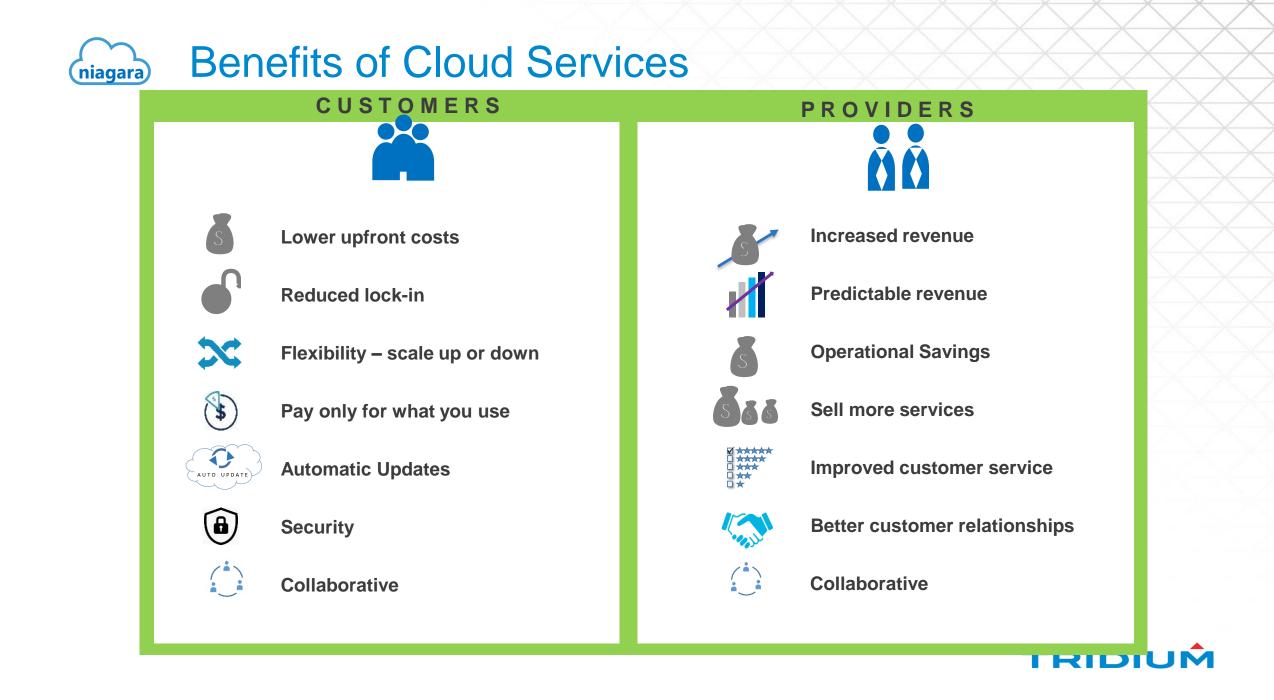
Enterprise users can get applications to market quickly without worrying about underlying infrastructure costs or maintenance.



Strategic value

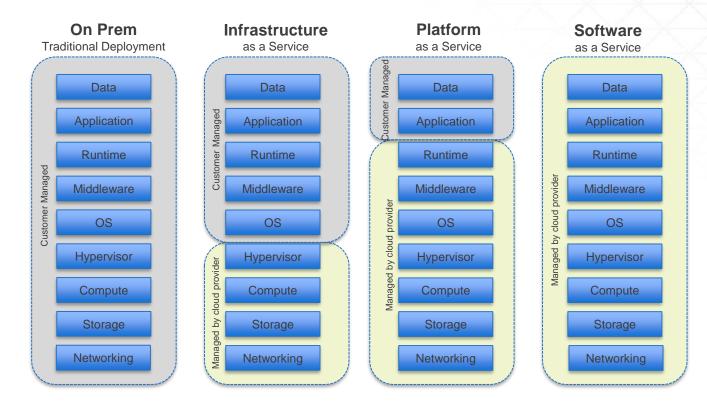
Cloud services give enterprises a competitive advantage by providing the most innovative technology available.

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Cloud Models - IaaS PaaS and SaaS

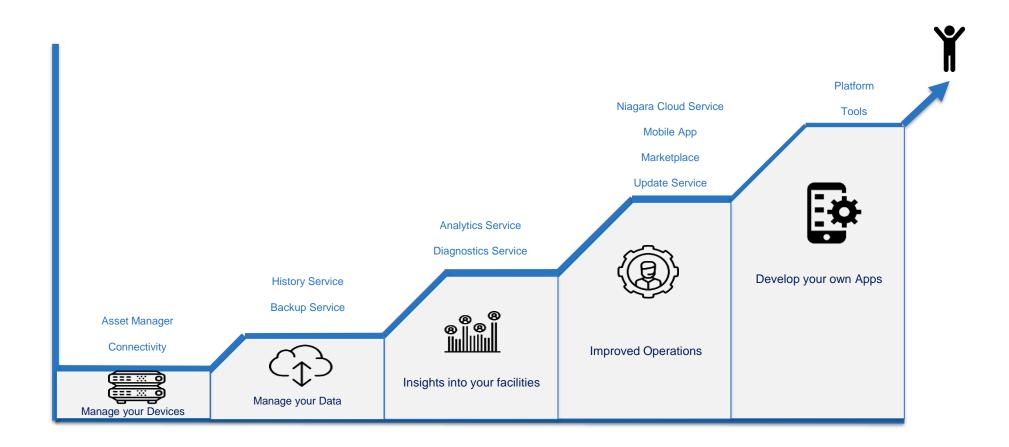
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* Data belongs to the user, even if it is stored in an infrastructure that is owned by a cloud service provider (IaaS or PaaS), or managed by the cloud service provider (SaaS).







Backup as a Service





"It's a BIG DEAL if they can't find their latest backup..."

"Of the customers we serve, probably 1-2 a year have a failure from which they cannot recover due to not being able to find a backup..." A large HVAC Contractor and Engineering Firm from Maryland "[We back up] the whole kit & caboodle." HVAC Contractor, Minnesota

Backing up is super high value when you need it. We push our customers to back up but there's only 1% chance they do. We push our onsite technicians to backup but still only about 75% chance they do. As a part of the Maintenance agreement - regular visits are used for backups. **System Integrator and Engineering Firm from Virginia**

It can take \$10K worth of man hours to recreate a device if its backup can't be found

A large distributor, Minnesota

"It could be a week old and there will be a lot of changes in a week. ... we get a little lax [about backups] sometimes too, cause you get busy..." A facilities manager for a campus in Minnesota

"that would definitely ease a lot of tension with customers" HVAC Contractor, Maryland, on the idea of backups with SMA

"A Niagara Carbonite service would be nice..." System Integrate Automated HVAC Controls Company in Minnesota

We lose backups - We do backups of their machines, they upgrade their machines. and then we don't know where it is at. Then backups age. Problem occurs years later. Then we ask questions like "Hey do you have his old laptop from 5 years ago?" **System Integrator and Engineering Firm from Virginia**



Introducing our first Service offering

Backup as a Service

BaaS provides seamless, secure and scalable backups of Niagara stations from the devices to the cloud.



Any good cyber security approach should include backing up your critical infrastructure. JACEs and Supervisors are a part of mission critical infrastructure.



A failsafe environment for your data

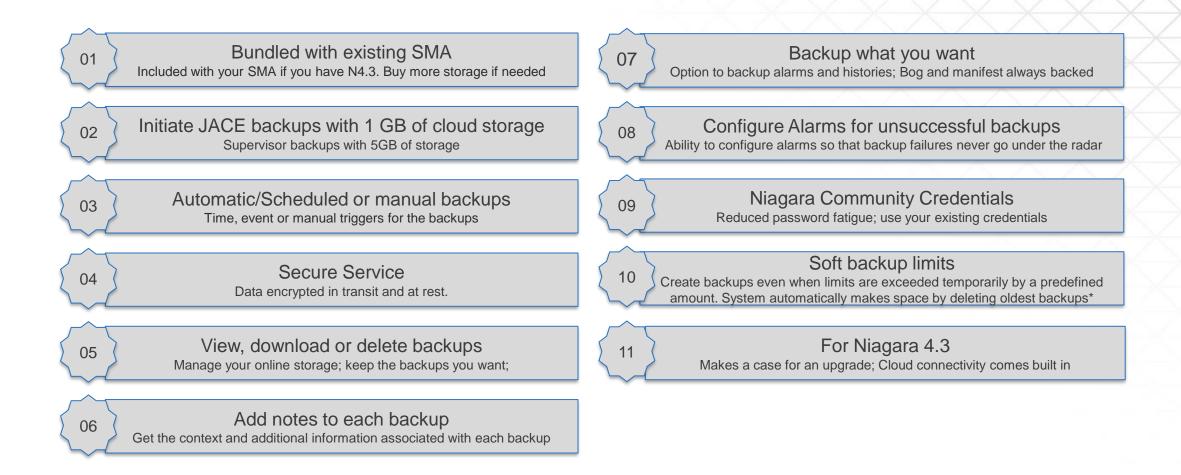
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With Niagara Cloud, when a Niagara station hardware failure or corruption happens, any backup latest or historic—can be tracked and downloaded 24/7/365 by authorized individuals from the Asset Manager, and then manually installed on the device to restore.

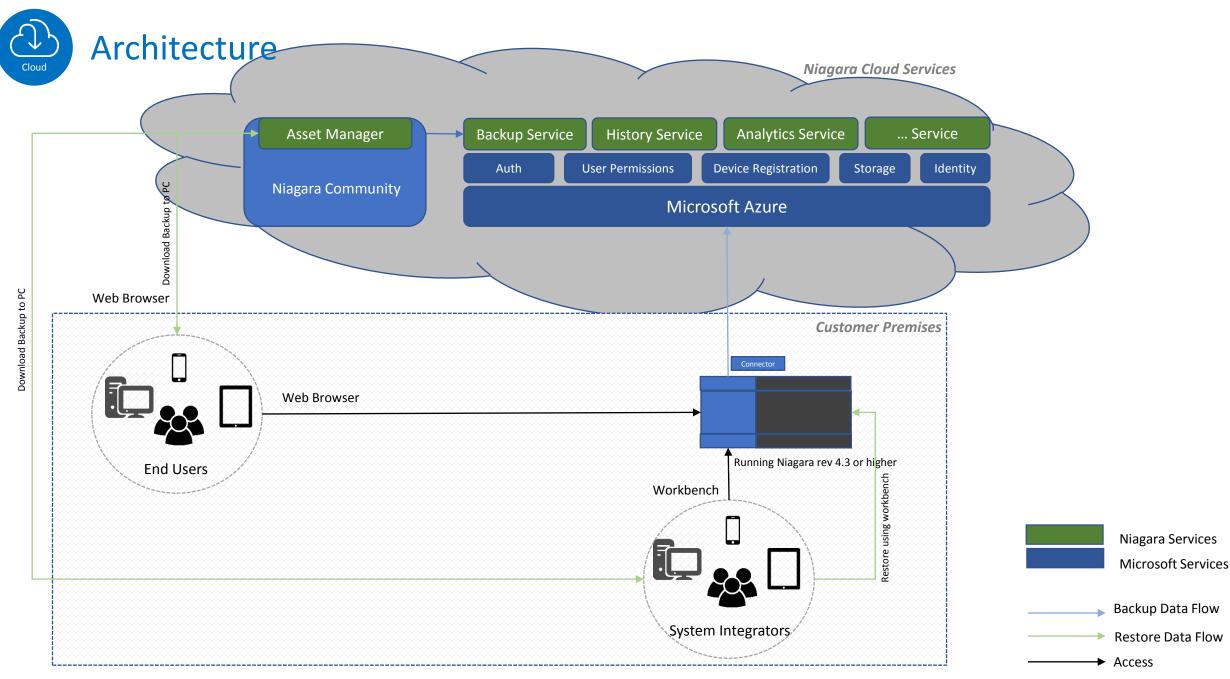




Backup as a Service Features



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JACE connectivity to the cloud is 1-way to the cloud.



Value Propositions for end customers



Insurance against business disruptions risks and costs



Ownership of data and licensing



Reduced data loss



Reduced downtime



Reduced labor costs



Value Propositions for System Integrators



Improved reliability against business disruptions and costs



Instant access to customers' backups



Increased customer loyalty



Increased recurring revenue from maintenance renewals





BaaS solves your unique challenges



Removes the need to remember and spend time to run periodic backups of the JACE



Removes the need to track down the latest backup of the station when a failure occurs



Removes the need to maintain a server to manage and store JACE backups



And makes your business stronger







Reduced downtime

Reduced data loss

Reduced labor costs







How much does Backup as a Service through Niagara Cloud cost?

Niagara Cloud is bundled with the Software Maintenance Agreement (SMA).

There would also be a premium service we would launch shortly.

What are the version compatibilities of the initial release of Backup as a Service?

Niagara Cloud is compatible with Niagara 4.3 and up.

Would I be able to access my data if my SMA expires?

If you have backed up your devices, you will have a 90-day grace period where you can still download your backups after your SMA has expired. Where will my data be stored?

Your data is stored in Microsoft Azure in Microsoft's Data Centers.

Is my data safe?

Your data is encrypted end-to-end—in transit and at rest. This makes it impossible for any third parties to view your data. For the purpose of providing Backup-as-a-Service, the JACE only makes outgoing connections.

What security technologies do you use?

We use AES 256 to encrypt the data, and TLS 1.2 for securing the HTTPS communication.

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Asset Manager





Introducing an asset management solution that doesn't require a spreadsheet

Niagara Community website now includes a powerful asset manager tool that lets you manage all your installed Niagara licenses from one online location.





Features of Asset Manager

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Centralized, brand-agnostic view of all Niagara license information

Easy access to specific device details through filters

Access to device backups via Niagara Cloud Backup-as-a-Service

Automatic push notifications of maintenance expirations and renewals

Asset context via personalizable, custom fields

Access to Niagara Licensing and Customer Portals through single log-in

Web-based; 24x7x365 Availability

Secure; Roles and permissions built in

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License Data at your fingertips

Device Data

- Brand
- Model
- Software maintenance expiration
- Licensed software version
- Software options

Customizable Data

- Owning organization
- Service providing organization
- Project tag
- Address
- Installed software version
- Notes

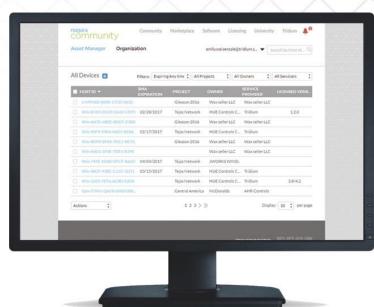
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How it works

- 1. Log in via Niagara Community
- 2. Sign up to use the asset manager tool through the Niagara Community website
- 3. Manage company users and permissions
- 4. Upload host IDs
- 5. Tag Service Provider and Owner
- 6. View and manage all registered assets at any time





End users

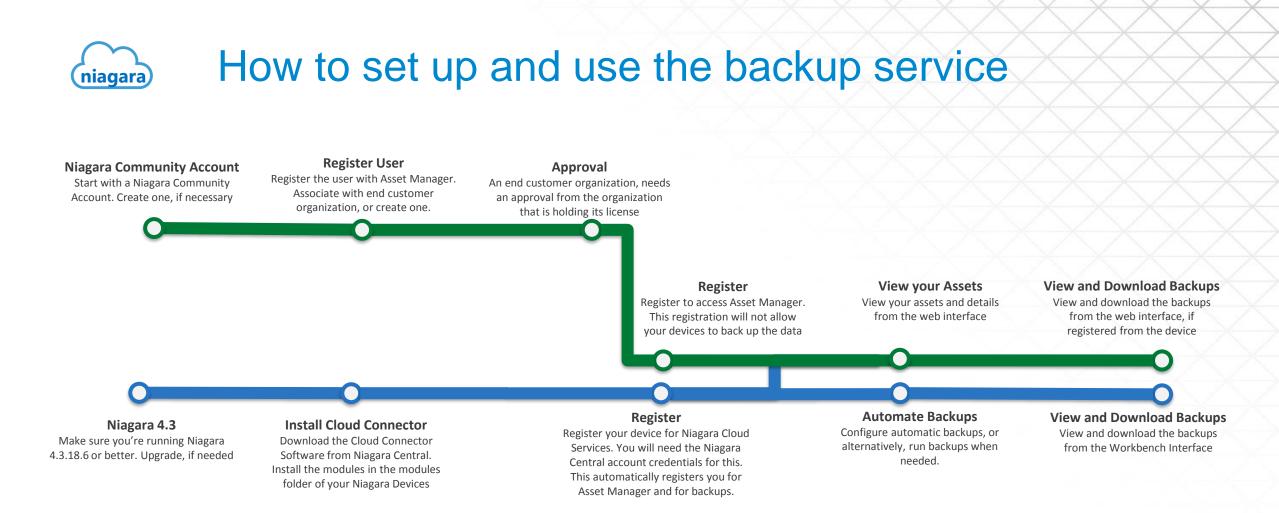
No more manual updates of spreadsheets containing install information



Systems integrators

Maintenance renewal information for all projects from one central location









Backup Demo



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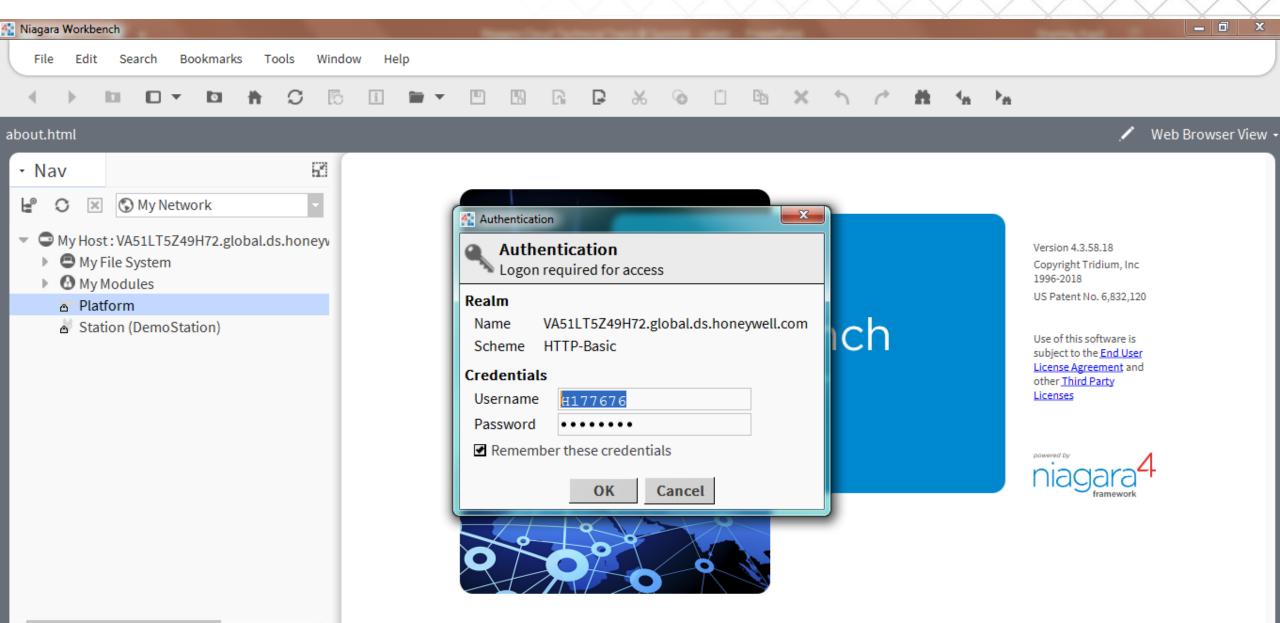
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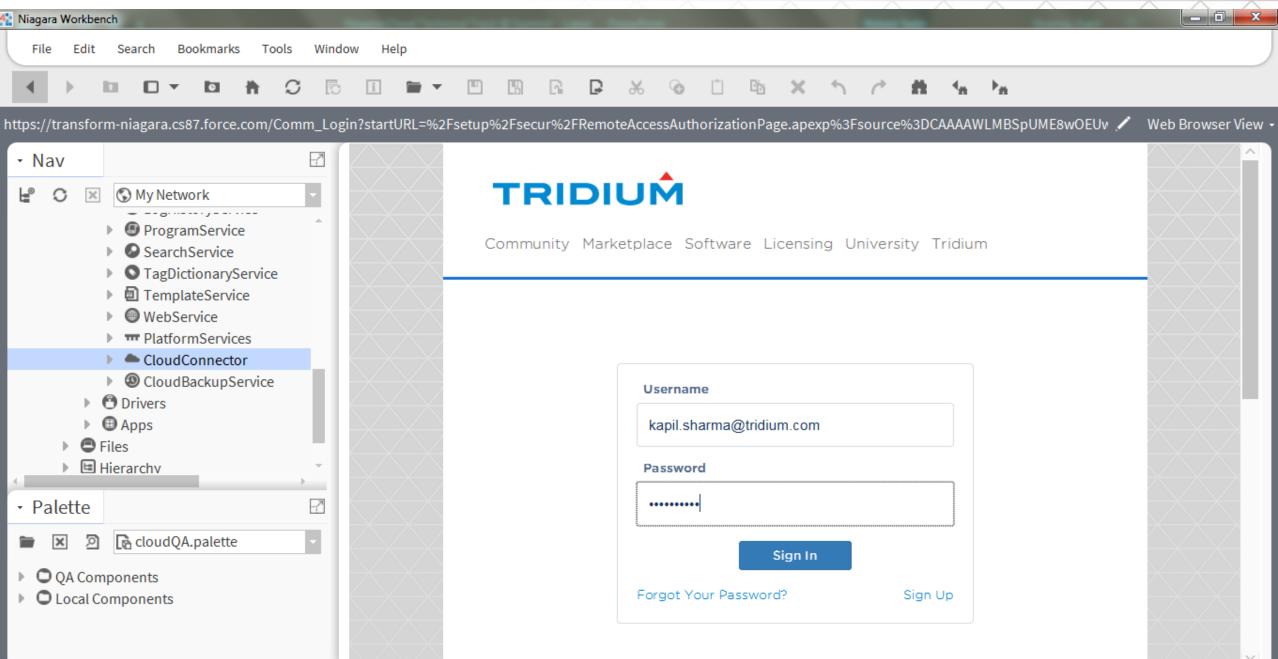
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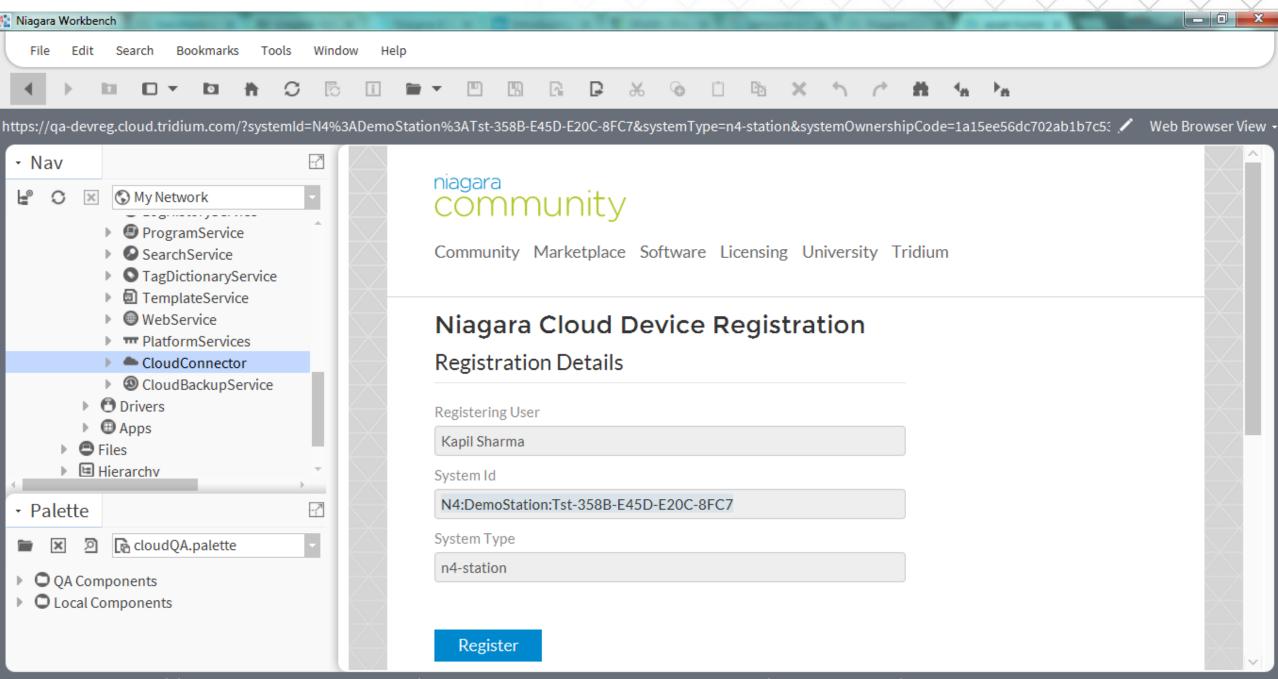
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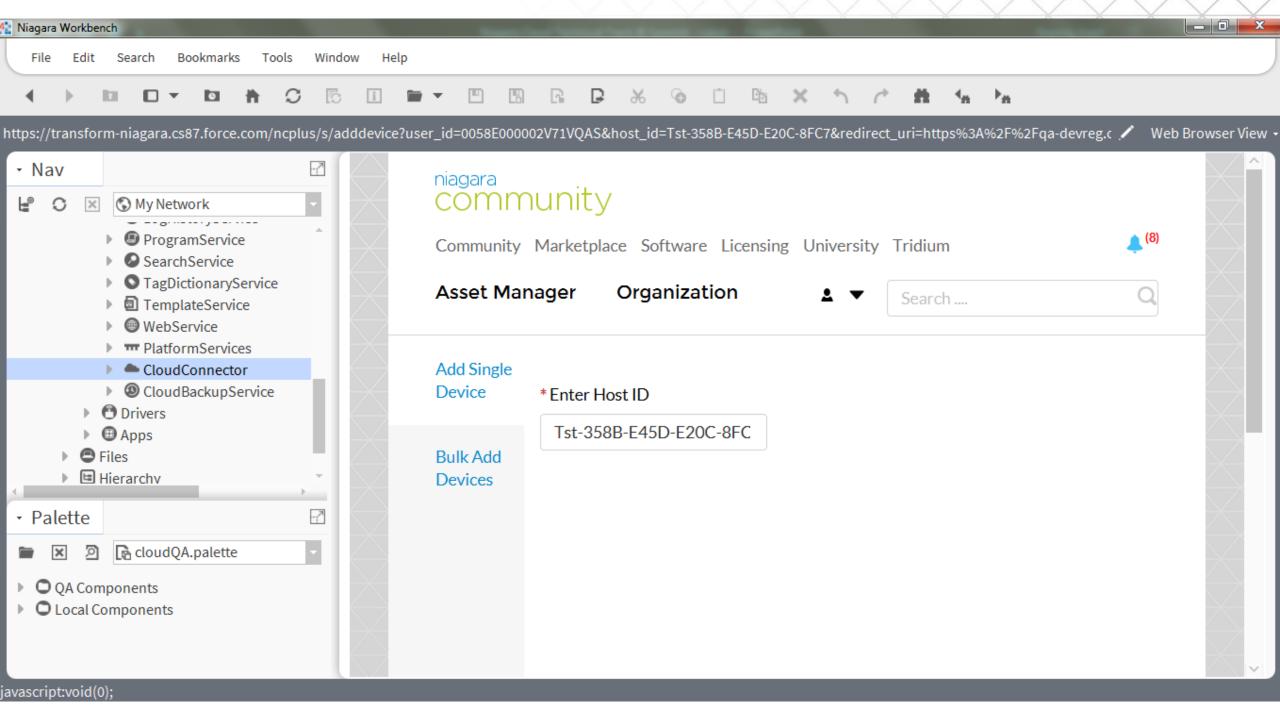
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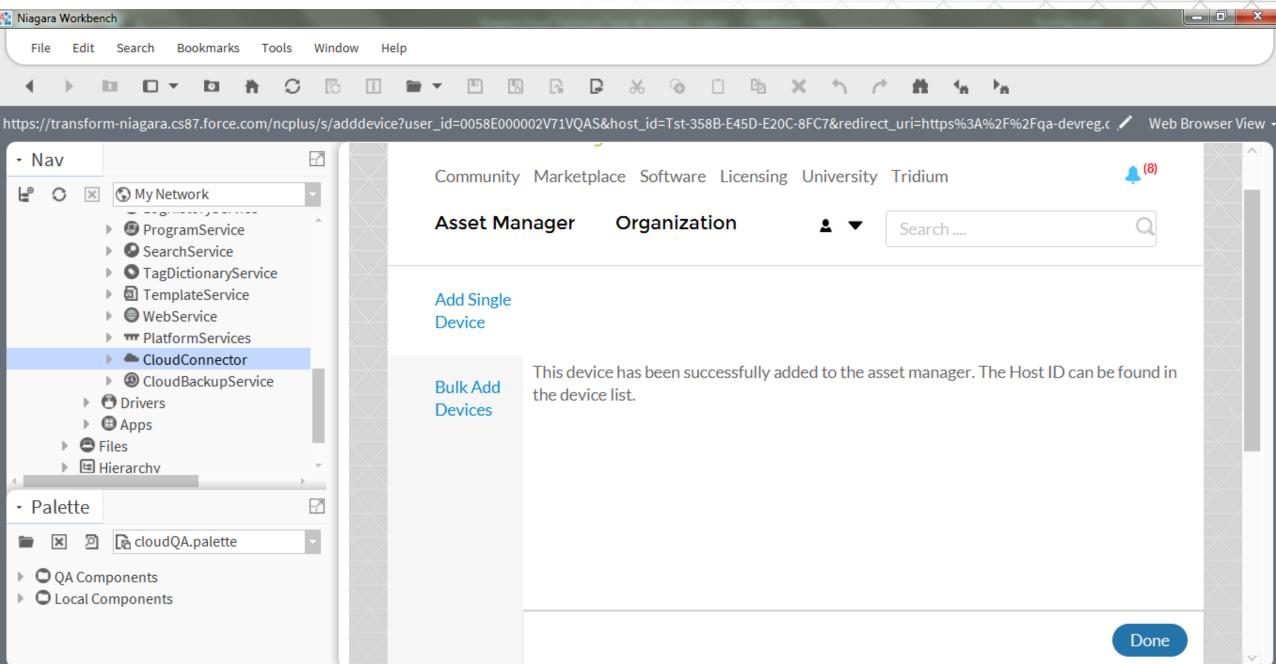
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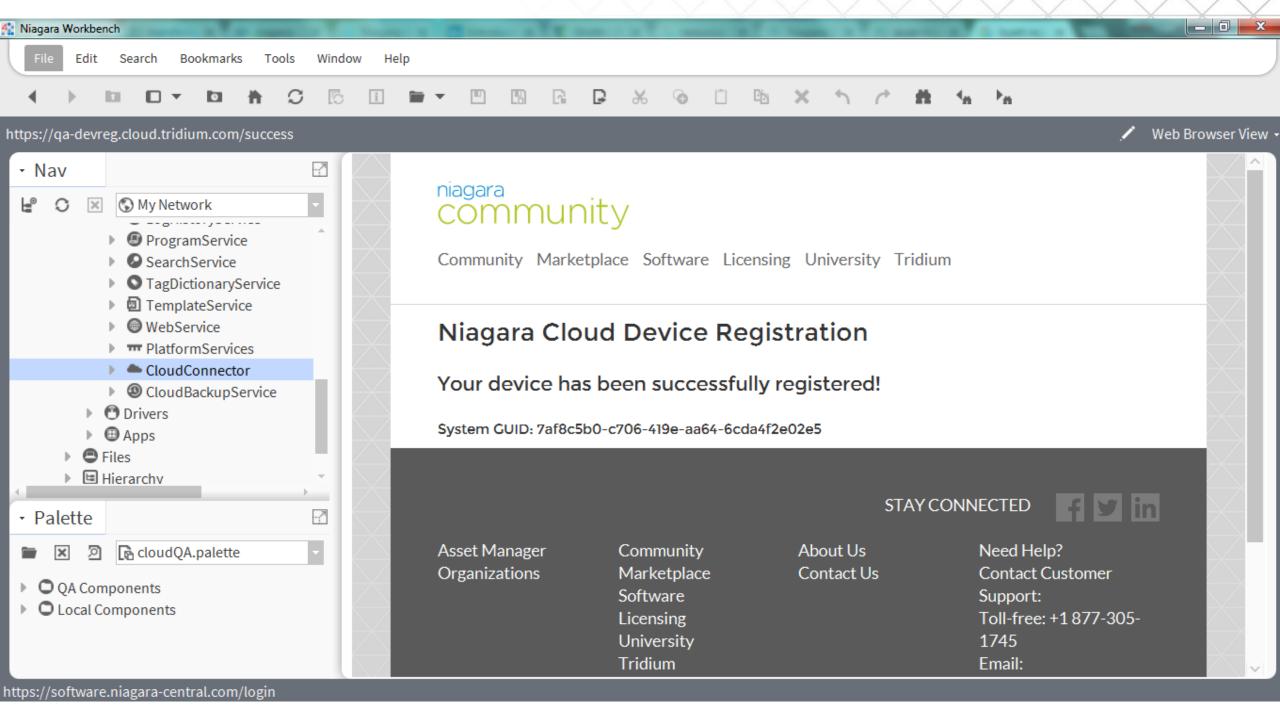


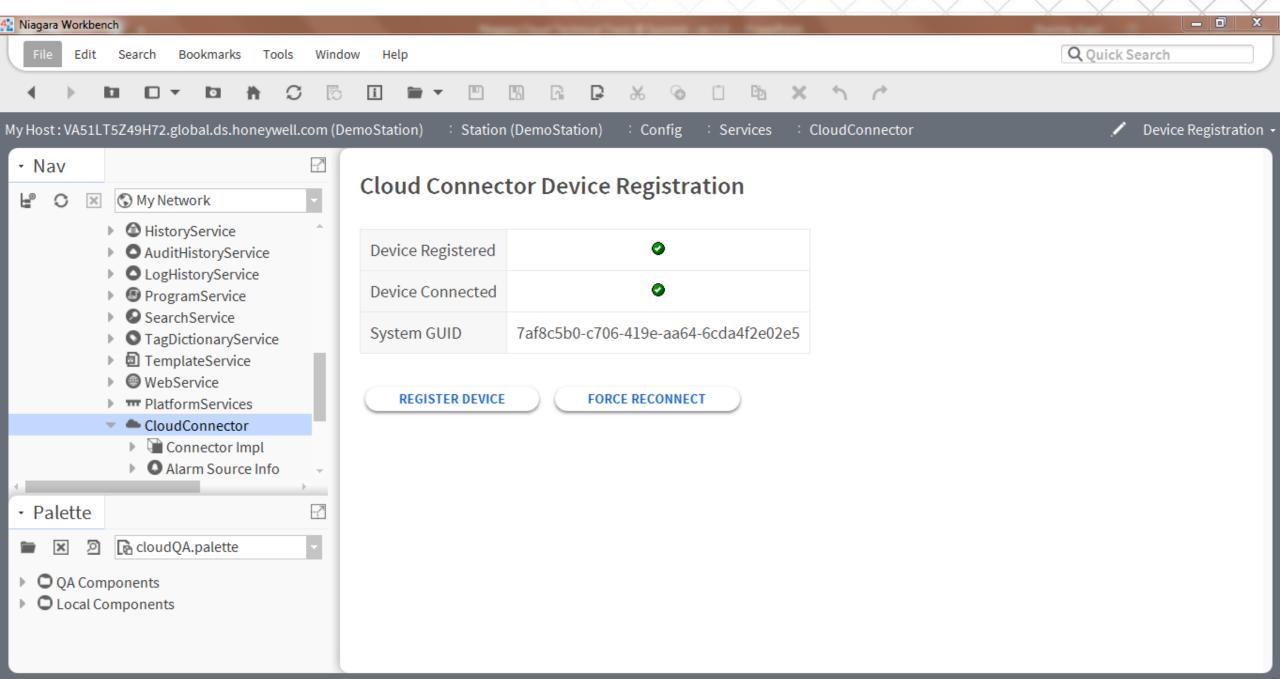




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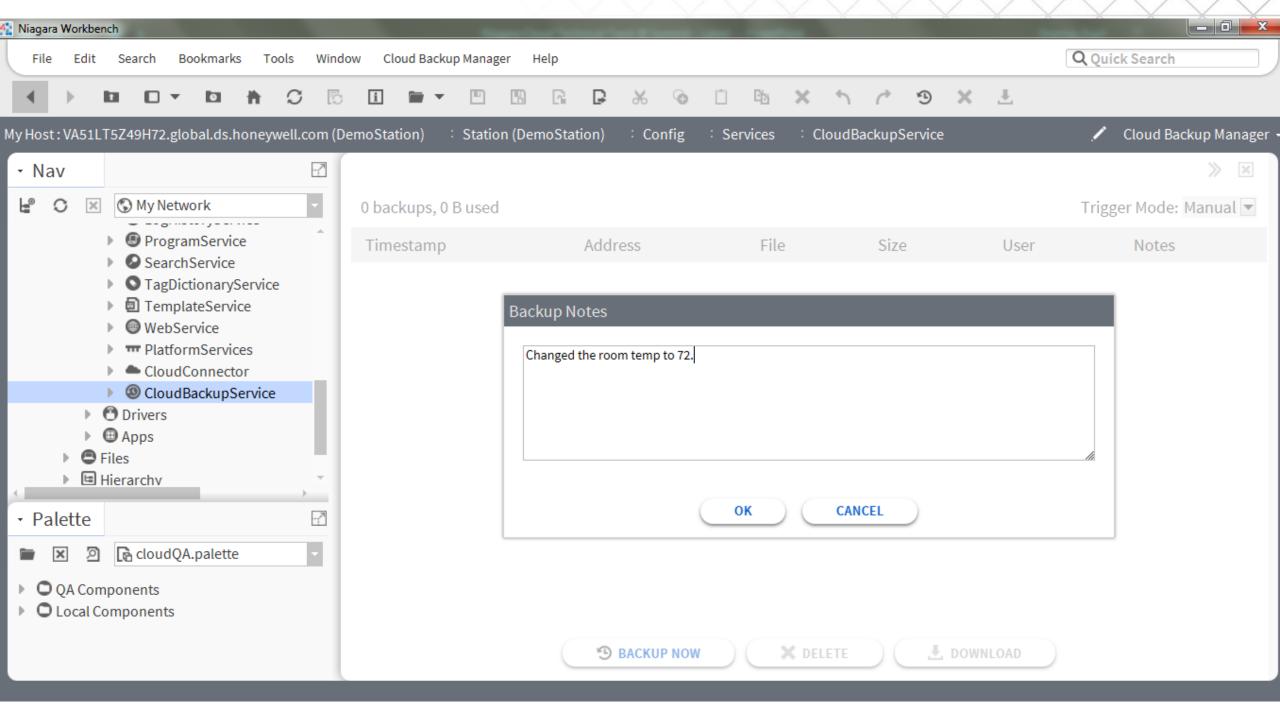




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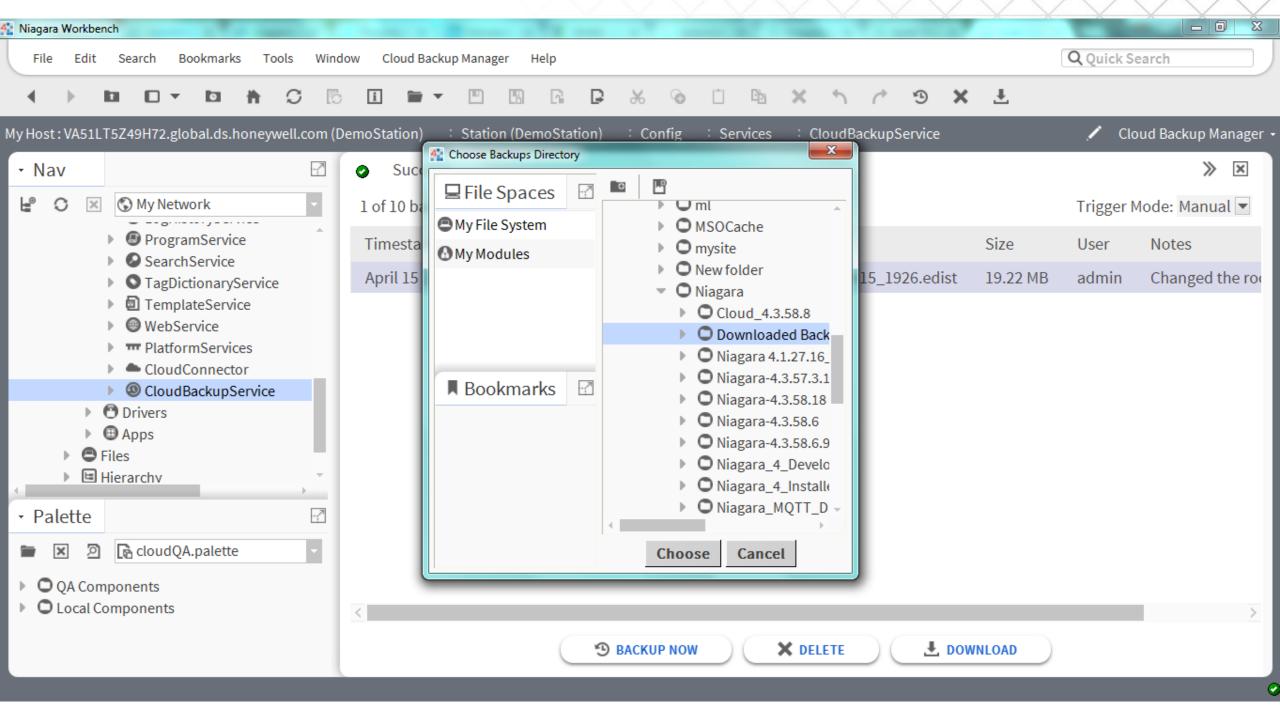


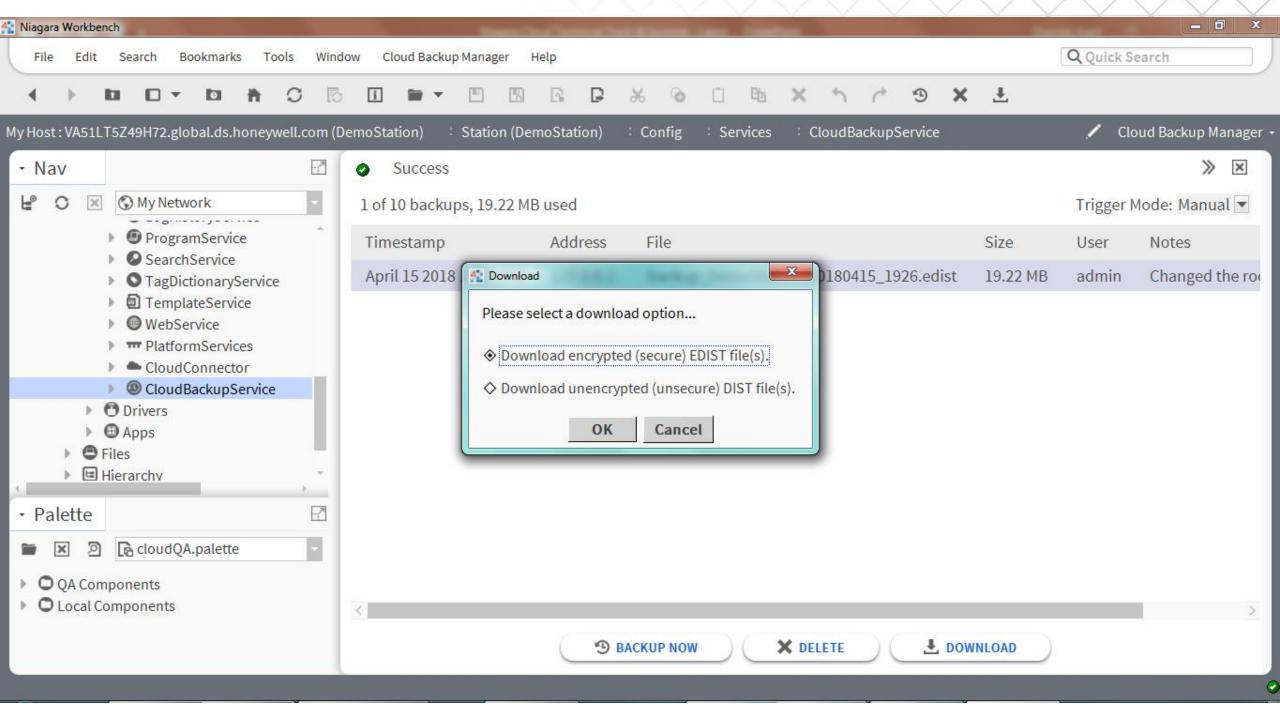
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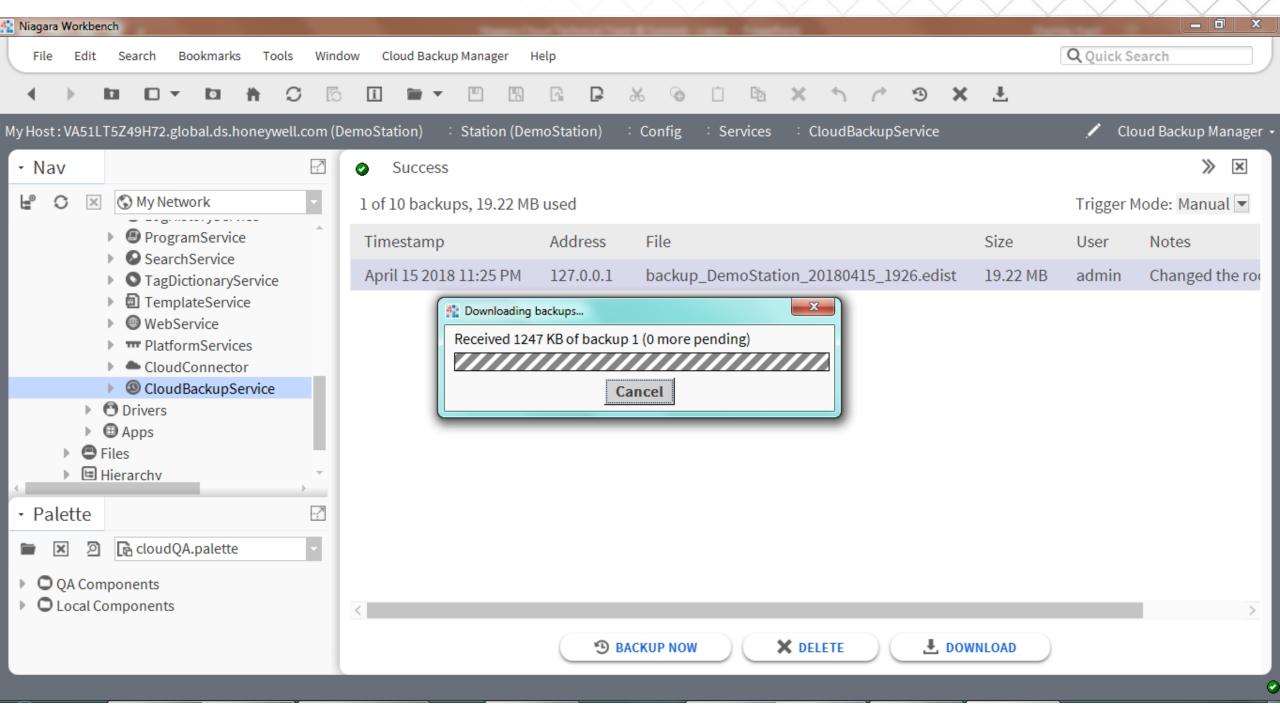
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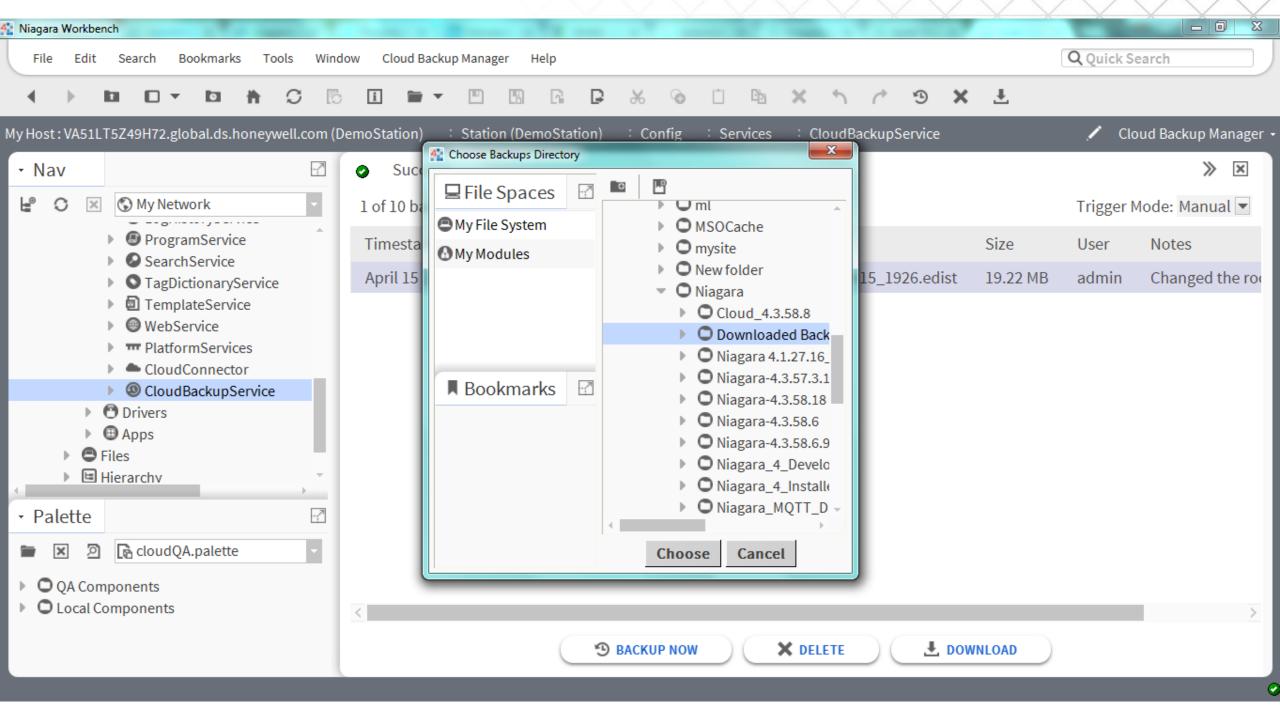
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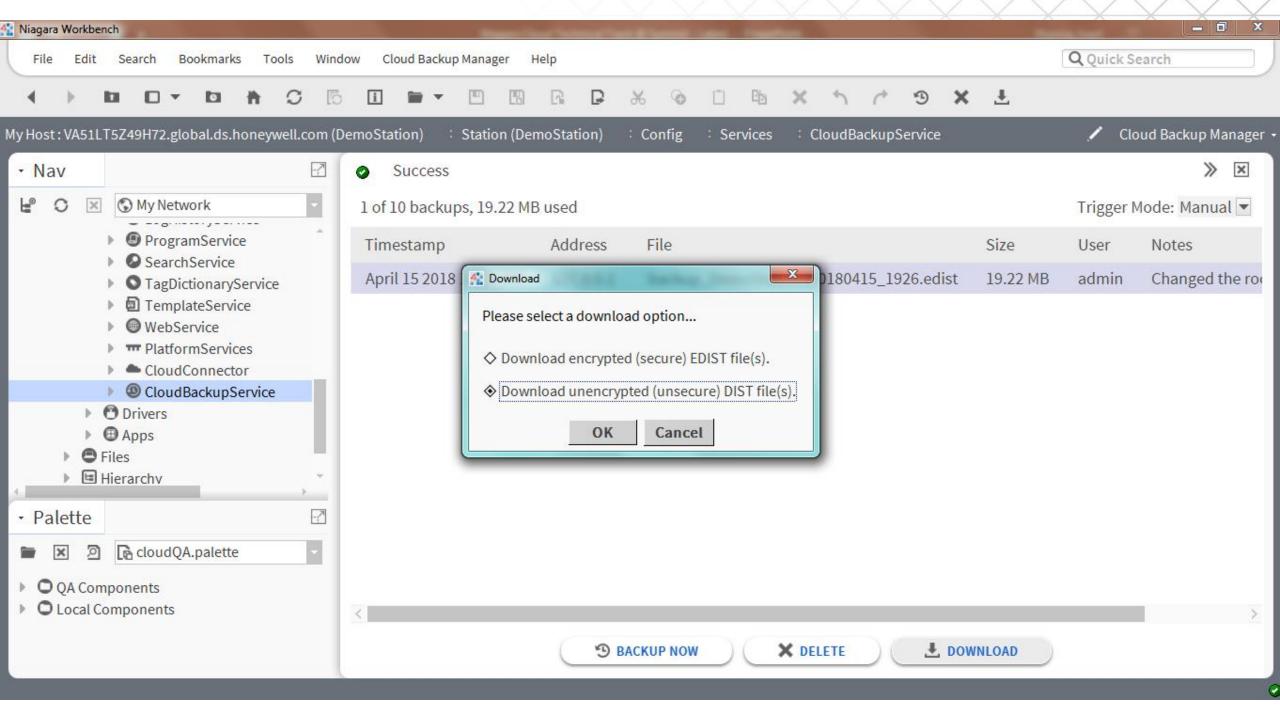




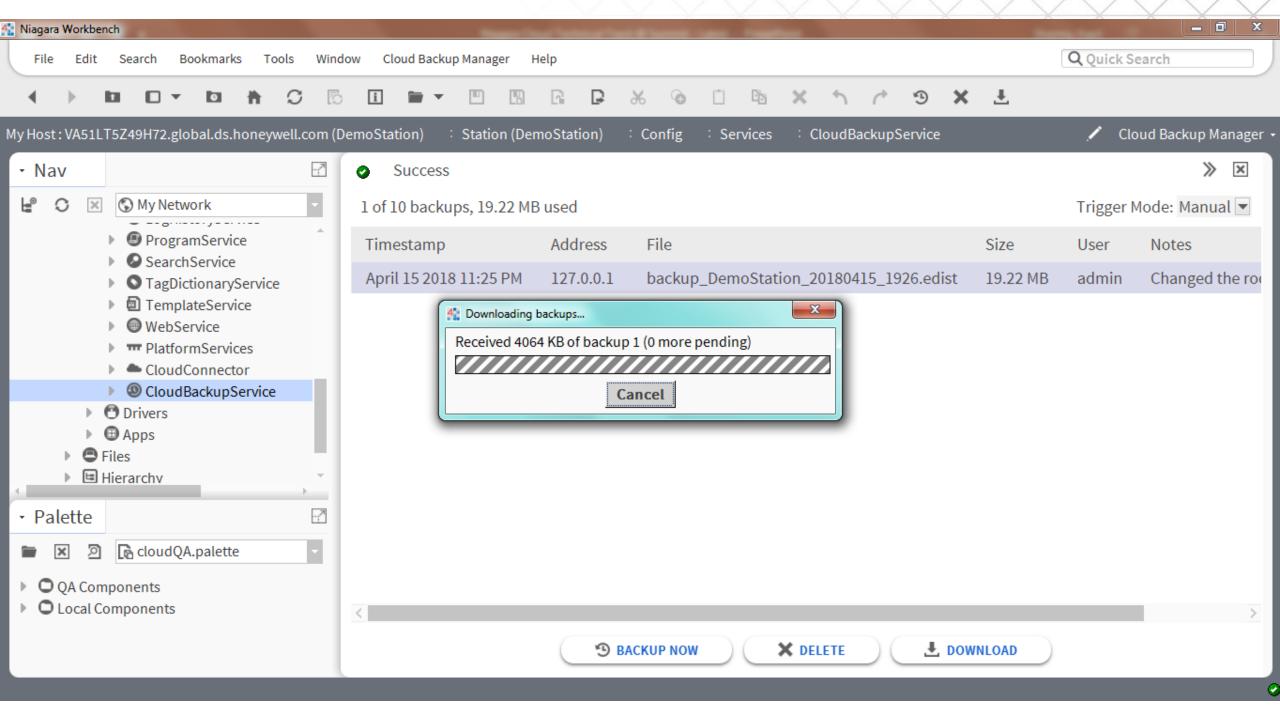


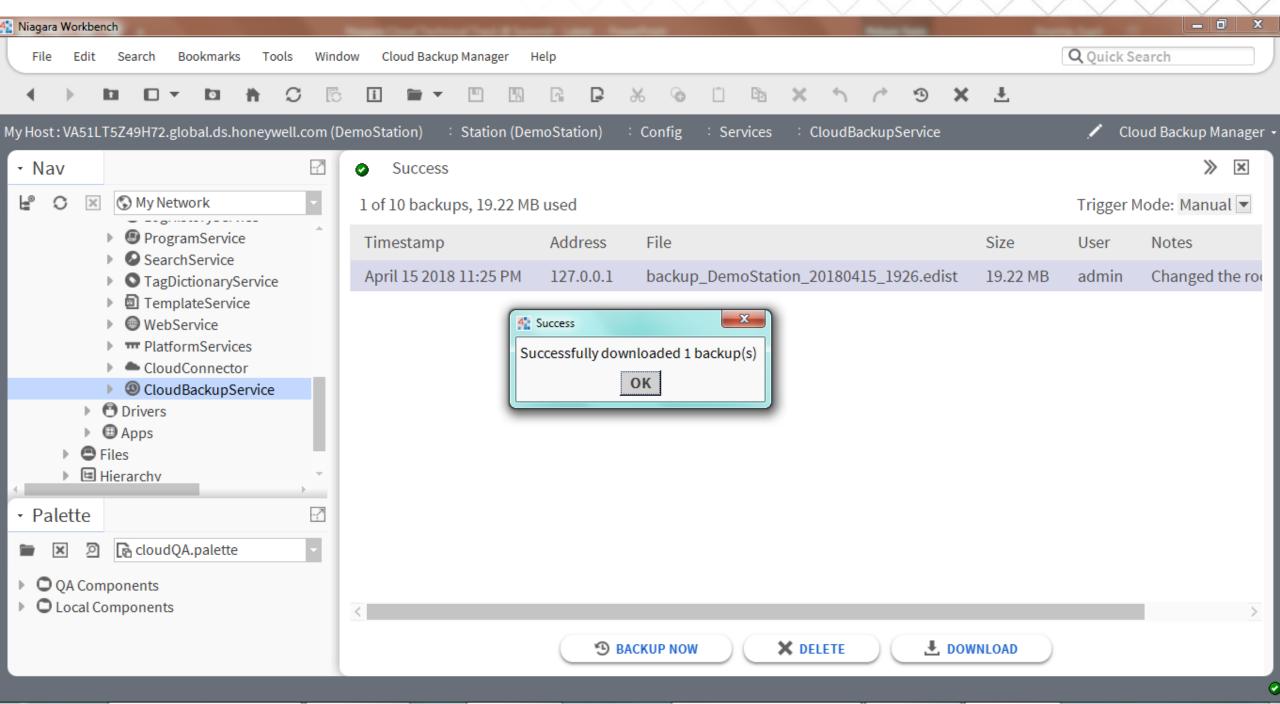
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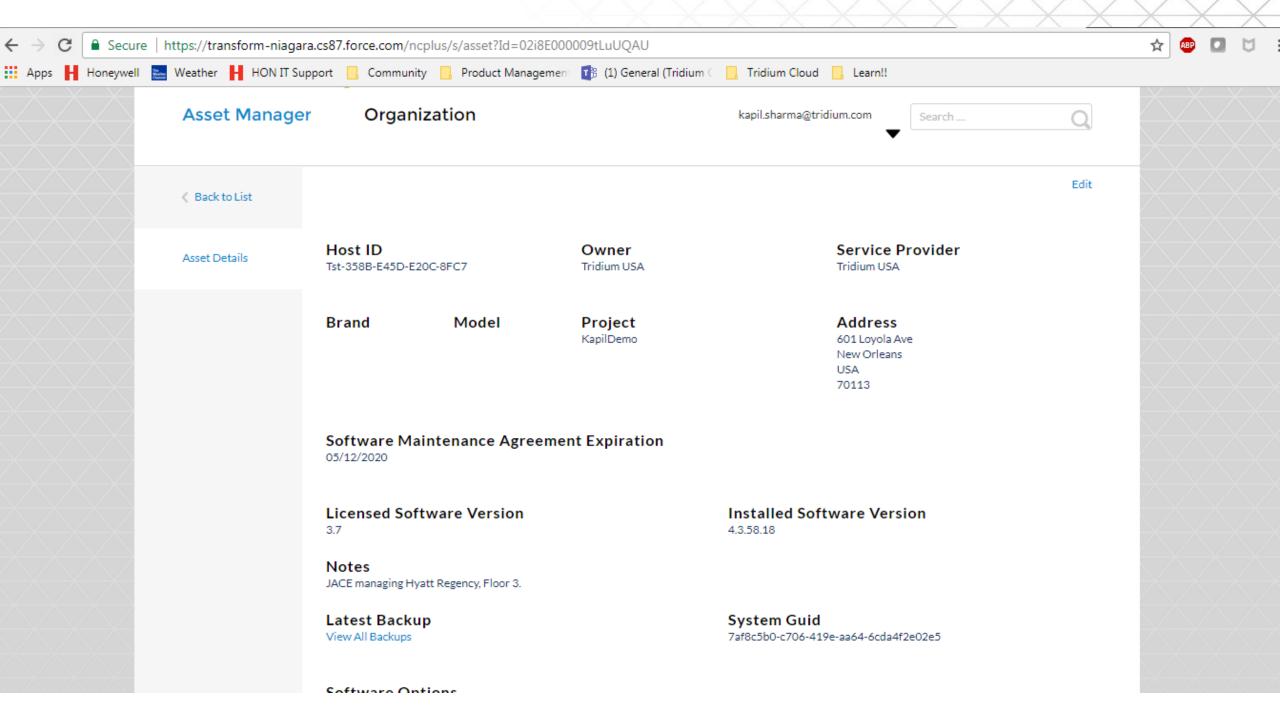
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	Tst-FA13-2335-CA79-67AF	05/12/2020	KapilDemo	Tridium USA	3.7	
	Tst-19C7-4DFE-80E0-D43D	05/12/2020	KapilDemo	ACME Corp	3.7	
	Tst-EE0C-79CB-8326-551E	05/12/2020	KapilDemo		3.7	
	Tst-431A-7E5B-DF8F-808D	05/12/2020	KapilDemo		3.7	
	Tst-682A-1F91-23C1-D60E	05/12/2020	KapilDemo		3.7	
	Tst-1B55-E5FC-543E-A8F2	05/12/2020	KapilDemo		3.7	
	Tst-E468-A187-5961-F4FC	05/12/2020	KapilDemo		3.7	
	Tst-A8A5-7BD5-E077-2F70	05/12/2020	KapilDemo		3.7	
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Asset Manager Demo



Asset Manager Home Screen

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niagara COMMUI	nity	Marketplace Software I	Licensing University Tridium
Asset Manager	Organization	eweisensale@	@tridium.com ▼ Search
< Back to List			
Asset Details	Host ID Qnx-JVLN-0000-00F7-1FEB	Owner Niagara Asset Manager Inc.	Service Provider Tridium USA
	Brand Model Vykon J-700	Project -	Address Main St Richmond 23224
	Service Maintenance Agree 03/08/2018	ment Expiration	
	Licensed Software Version 3.6	Install 4.3	ed Software Version
	Notes		
	Latest Backup View All Backups	Systen baf159	n Guid 0b-cb34-498b-8089-d45e1c8e1dc3
	Software Options R-MDB-RTU-AX DR-MDB-S-AX DR-MDB-TCP-AX DR-MDB-TS-AX		

Organization Page

(2) niagara Community Marketplace Software Licensing University Tridium community Asset Manager Organization eweisensale@tridium.com Q Search • My Organization Edit Primary Email Company Name Primary Contact Users & Roles Tridium USA eweisensale@tridium.com Emily Weisensale Secondary Email Secondary Contact Address 3951 Weseterre Parkway Claire Newman cnewman@tridium.com Richmond23233 United States Affiliated Organizations Add Affiliation Edit List Honeywell Test Company ... \odot Malar Elmone Malar.B28+Elm1@Gmail.Com 1985 Douglas Drive N Golden Valley 55422 US

Organization Users and Roles

niagara COMMUI	Community	Marketplace	Software Licensing Uni	versity Tridium 🐥
Asset Manager	Organization		eweisensale@tridium.com	Search
My Organization	Tridium USA Add New User >		Filters:	All Roles
Users & Roles		ROLE	USERNAME	DATE ADDED
	W, Emily	User	emily.weisensale@gmai	05/02/17
	Van, Duc	Device Manager	duc.van@tridium.com	03/07/17
	Siminiceanu, Radu	Device Manager	radu.siminiceanu@tridi	03/07/17
	Kanubaddhi, Radhika	Device Manager	radhika.kanubaddhi@tr	03/07/17
	Ellis, Shawn	Device Manager	shawn.ellis@tridium.com	03/07/17
	Kumar, Abhishek	Device Manager	kumar.abhishek@honey	. 03/07/17
	Antony, Retty	Device Manager	retty.antony@honeywe	03/07/17
	Banik, Parijat	Device Manager	parijat.banik@honeywe	03/07/17
	Dobbs, Keith	Device Manager	kdobbs@tridium.com	03/07/17
	Jakhmola, shivani	Device Manager	shivani.jakhmola@hone	03/07/17
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Notifications

niagara COMMUI	Community	Marketplace	Software Licensing	University Tridium 🐥 ⁽²
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Maintenance Alerts (1)				Filters: All Projects
Affiliation	HOST ID 👻	PROJECT	EXPIRATION DA	TE TIME REMAINING
Approvals (1)	Win-2AA3-C8E7-B155-420	B EMC2	03/04/2017	Expired
User Approvals	Actions ‡	1		Display: 10 🛟 per page
Tagged Devices (162)				
			67.W 60.	



Organization Registration

niagara COMMUNITY

Answers Knowledge Collaborate Profile

Welcome to the Community

Engage. Learn. Share. Succeed.

New

Track your Niagara software maintenance expirations using the new asset manager tool

Find answers

Post your questions to the community

Engage with a passionate group of Niagara users.









Browse Niagara documentation

Visit our library of online help, guides and articles to



niagara community

Answers Knowledge Collaborate Profile

Welcome to the Community

Engage. Learn. Share. Succeed.

New

Track your Niagara software maintenance expirations using the new asset manager tool

Find answers

Post your questions to the community

Engage with a passionate group of Niagara users.

Marketplace Software Licensing University Tridium





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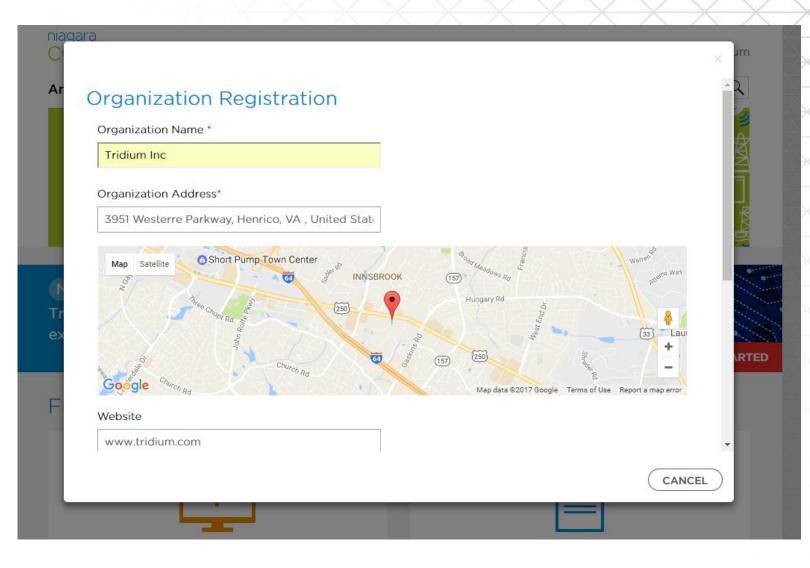


Browse Niagara documentation

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Organization Registration





Organization Registration

C Ar	Website www.google.c			d for the asset manager.	К	port a map entre
	Primary Contac	t Name*		Primary Contact Email		
	Emily Weisens	ale		eweisensale@tridium.c	com	
D Tr	eweisensale@	tridium.com	E SUPPL	IER TERMS AND CO	ONDITIONS	
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Organization Registration Org already exists

Asset Manager User Access

The organization you entered has previously been activated on the asset manager. Would you like to send a request to get user access to this organization?



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Asset Manager Access

Your request to gain access to Tridium Inc has been submitted

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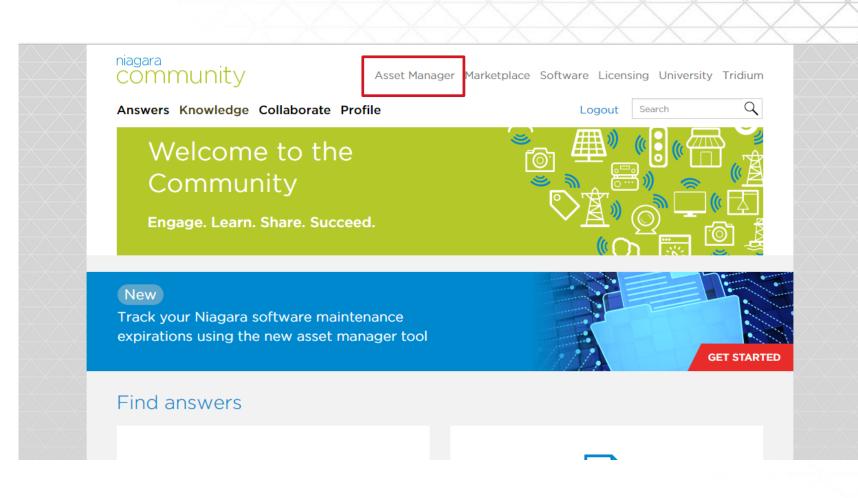
itact Name*

Primary Contact Email Address*



OK

Asset Manager Link For customers with registered orgs







Step 1: Navigate to the Organization tab of the asset manager portal.

Step 2: Select the Users & Roles tab located on the left sidebar.

niagara COMMU	Community	Marketplace Software	Licensing Unive	ersity Tridium 4
Asset Manag	er Organization	eweisen	asale@tridium.com ▼	Search
All Devices Add a New Device	> Filters: Expiring	g Any time 🛟 All Projects	All Owners	All Licensed Vers
HOST ID	SMA EXPIRATION	PROJECT	OWNER	LICENSED VERSION
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Win-2AA3	-C8E7-B155-420B 03/04/2017	ELM2	Tridium USA	3.8
Win-2030-	-41FC-96B5-DE3A	cloud	Honeywell	3.8/4.2
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COMMUI Asset Manager	Organization	eweisensa	ale@tridium.com 🔹	Search C
COMMUI Asset Manager My Organization	Organization Company Name	eweisensa	ale@tridium.com 🔹	Search C Edi mail e@tridium.com

76		niagara COMMUI Asset Manager	-	Marketplace	-	versity Tridium	4 9
		My Organization	Tridium USA Add New User >			All Roles	:
		Users & Roles		ROLE	USERNAME	DATE ADDED	
			Hrishikesh, Karthik	Device Manager	karthik wrishikesh@trid	03/07/17	
			Van, Duc	Device Manager	duc.van@tridium.com	03/07/17	
			Siminiceanu, Radu	Device Manager	radu.siminiceanu@tridi	03/07/17	
			Kanubaddhi, Radhika	Device Manager	radhika.kanubaddhi@tr	03/07/17	
			Ellis, Shawn	Device Manager	shawn.ellis@tridium.com	03/07/17	
			Kumar, Abhishek	Device Manager	kumar.abhishek@honey	03/07/17	
			Antony, Retty	Device Manager	retty.antony@honeywe	03/07/17	
			Banik, Parijat	Device Manager	parijat.banik@honeywe	03/07/17	
Additional			Dobbs, Keith	Device Manager	kdobbs@tridium.com	03/07/17	
sers			Jakhmola, shivani	Device Manager	shivani.jakhmola@hone	03/07/17	
			Actions	:	123>>>>	Display: 10 🛟	per page
	\times	niagara COMMUNİ	Community	Marketplace	Software Licensing Unive	ersity Tridium	4 0
		Asset Manager	Organization		eweisensale@tridium.com 🛛 🔻	Search	Q
an view all users and their currently appl	lied roles.	My Organization	Indium USA	N	Filters:	All Roles	•

Step 3: To add an additional user to the organization, click on Add New User located below the organization name

	niagara COMMUN	ity		Community	Marketplace	Softwa	are Licens	ing Univ	versity	Tridium	* 0
	Asset Manager	C	Organizat	ion		ewei	sensale@tridiu	um.com	Searc	:h	Q
	My Organization		um USA]		2		Filters:	All Roles		;
	Users & Roles		NAME	J	ROLE		USERNAME		DATE A	DDED	
			Hrishikesh	, Karthik	Device Manager		karthik.hrish	ikesh@trid	03/07/1	.7	
			Van, Duc		Device Manager		duc.van@trid	lium.com	03/07/1	.7	
\leq			Siminicear	nu, Radu	Device Manager		radu.siminice	anu@tridi	03/07/1	.7	

TRIDIUM

Adding Additional Users

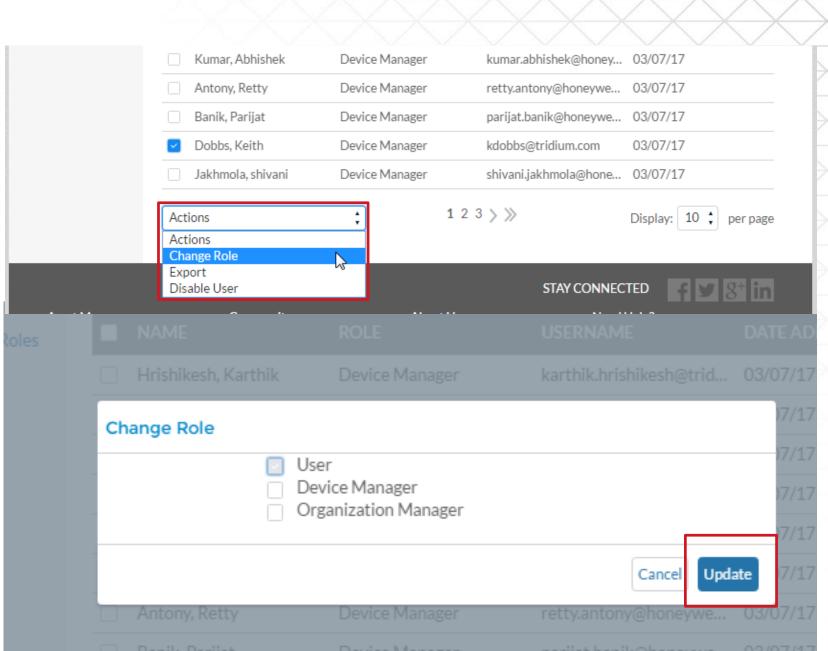
^{niagara} COMMUNİ	Community Marketplace	Software Licensing University Tridium 斗 🏾
Asset Manager	Organization	eweisensale@tridium.com
Add User		
	Email Address *	
	Email Address	
	First Name*	Last Name *
	First Name	Last Name
	Roles*	
	📃 User	
	Device Manager	
	Organization Manager	
		Cancel Confirm
		STAY CONNECTED



Changing User Permissions

niagara COMMUN	Community	Marketplace	Software Licensing Univ	ersity Tridium 🐥 ¹
Asset Manager	Organization		eweisensale@tridium.com	Search Q
My Organization	Tridium USA Add New User >		Filters:	All Roles
Users & Roles		ROLE	USERNAME	DATE ADDED
	Hrishikesh, Karthik	Device Manager	karthik:wrishikesh@trid	03/07/17
	Van, Duc	Device Manager	duc.van@tridium.com	03/07/17
	Siminiceanu, Radu	Device Manager	radu.siminiceanu@tridi	03/07/17
	Kanubaddhi, Radhika	Device Manager	radhika.kanubaddhi@tr	03/07/17
	Ellis, Shawn	Device Manager	shawn.ellis@tridium.com	03/07/17
	Kumar, Abhishek	Device Manager	kumar.abhishek@honey	03/07/17
	Antony, Retty	Device Manager	retty.antony@honeywe	03/07/17
	Banik, Parijat	Device Manager	parijat.banik@honeywe	03/07/17
	Dobbs, Keith	Device Manager	kdobbs@tridium.com	03/07/17
	Jakhmola, shivani	Device Manager	shivani.jakhmola@hone	03/07/17
	Actions	:	123>>>>	Display: 10 🛟 per page

Changing User Permissions





niagara COMMUNITY	Community N	Marketplace S	Software	Licensing Uni	versity Tridium	•]
Asset Manager Organiz	ation		eweisensal	e@tridium.com	Search	
All Devices Add a New Device >	Filters: Expiring A	any time 🛟 🛛 All Pr	ojects	All Owners	CAll Licensed Vers)
HOST ID 👻	SMA EXPIRATION	PROJECT		OWNER	LICENSED VERSION	
Win-9DFF-ECAA-657B-3981				Niagara Asset Man	ag 3.8	-
Win-2AA3-C8E7-B155-420B	03/04/2017	ELM2		Tridium USA	3.8	
Win-2030-41FC-96B5-DE3A		cloud		Honeywell	3.8/4.2	_

TRIDIUÂ



	niagara COMMUN	iity	Community	Marketplace	Software	Licensing	Univer	rsity Tr	ridium	(1)
	Asset Manager	Organiza	tion		eweisensa	le@tridium.cor	m 🔻	Search		Q
	Maintenance Alerts	FIRST NAME	L	AST NAME	EMAII		A	CTION		
	Affiliation Approvals	John	Te	est	niagar	aassettesting@	gm A	Approve D	ecline	
	User Approvals (1)									
$\langle \rangle$	Tagged Devices									

Approve Confirmation	n	
	 User Device Manager Organization Manager 	
		Cancel Approve



Affiliations

- □ Links between organizations where both approve that the two conduct Niagara business and services with one another
- Organization affiliations are used in the approval workflows for license registration.
- In order for an organization to tag another organization as either a Service Provider or Owner of a Niagara device, there must be an organization affiliation either in a pending or active state



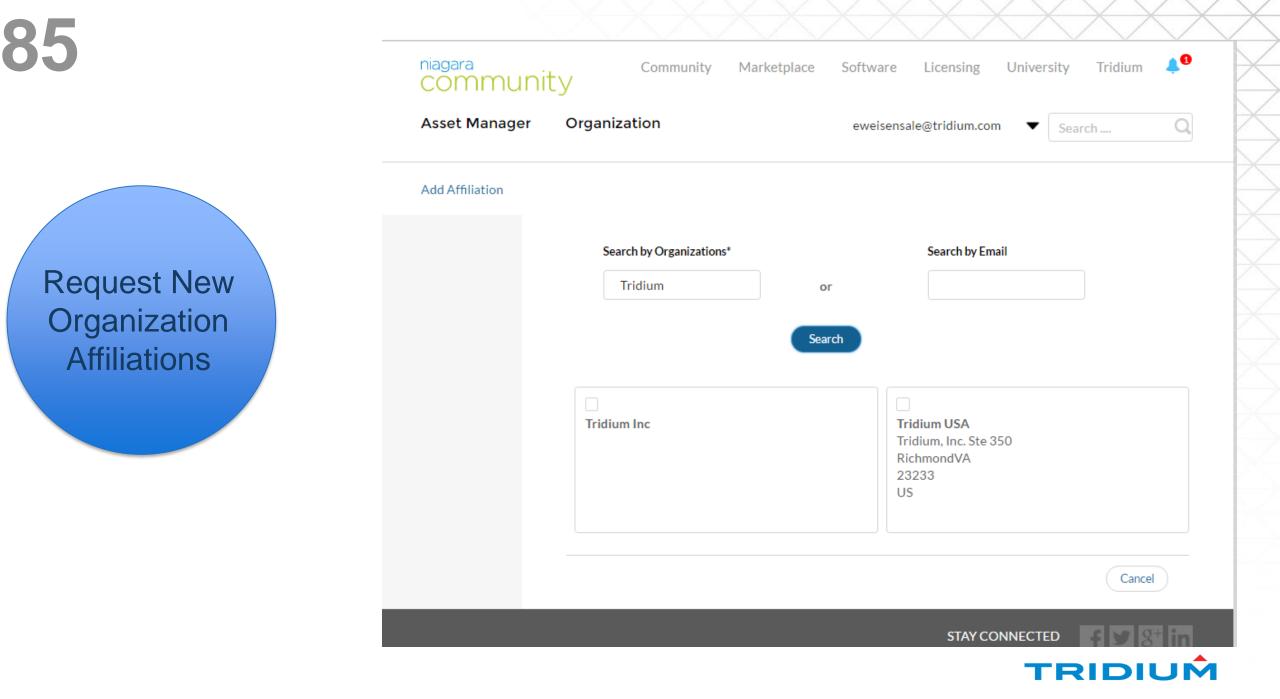
Current Organization Affiliations

niagara COMMUN Asset Manager	Community Organization	·	ware Licensing veisensale@tridium.cor	University Trid n ▼ Search	ium 🐥
My Organization					Ec
Users & Roles	Company Name Tridium USA	Primary Contac Emily Weisensale		rimary Email veisensale@tridium.cc	om
	Address 3951 Weseterre Parkway Richmond23233 United States	Secondary Con Claire Newman		econdary Email newman@tridium.com	
	Affiliated Organizations	Approve	ed	Add Affiliation	Edit Lis
	Mid-Atlantic Controls Corp Waypoint Tester Niagaraassettesting@Gmail.Com 8511 Oakview Avenue Richmond 23228 US	\odot	Honeywell Malar Elmone Malar.B28+Elm1@Gmai 1985 Douglas Drive N Golden Valley 55422 US	il.Com	0
	AMACSystems Ltd Sant Anthony Sachin.Maind@Honeywell.Com 27 Haighton Drive Preston PR2 9LU GB	\odot	NEWORG TEST Testing NewOrg Testingneworgone@Gm	iail.Com	Pendin

Request a new organization affiliation

Request New Organization Affiliations

agara :OMMUN	Community	Marketplace Software Li	censing University Tridium 槹 🍳
sset Manager	Organization	eweisensale@1	tridium.com 🔻 Search Q
y Organization			Edit
sers & Roles	Company Name Tridium USA	Primary Contact Emily Weisensale	Primary Email eweisensale@tridium.com
	Address 3951 Weseterre Parkway Richmond23233 United States	Secondary Contact Claire Newman	Secondary Email cnewman@tridium.com
	Affiliated Organizations		Add Affiliation Edit List
	Honeywell Malar Elmone Malar.B28+Elm1@Gmail.Com 1985 Douglas Drive N	AMACSys Sant Anthor Sachin.Mair 27 Haightor	ny nd@Honeywell.Com



Removing Organization Affiliations

AMACSystems Ltd
Sant Anthony
Sachin.Maind@Honeywell.Com
27 Haighton Drive
Preston PR2 9LU
GB
) Tejas Network
Sachin Maind
Sachin.Maind@Honeywell.Com



Removing Organization Affiliations

Honeywell Malar Elmone Malar.B28+Elm1@Gmail.Com 1985 Douglas Drive N Golden Valley 55422 US	⊘ 1	AMACSystems Ltd Sant Anthony Sachin.Maind@Honeywell.Com 27 Haighton Drive Preston PR2 9LU GB	
NEWORG TEST Testing NewOrg Testingneworgone@Gmail.Com	î	Tejas Network Sachin Maind Sachin.Maind@Honeywell.Com	⊘ [



 Affiliated Organizations
 Remove All
 Add Affiliation

 Remove Affiliation Confirmation

 There are 1 device tagged with this organization. The devices will remain tagged with this organization after the removal of the affiliation, but you will no longer be able to tag new devices with this organization. Do you want to remove the affiliation?

 No
 Ves

 Sant Anthony
 Sant Anthony

 Sant Anthony
 Testing NewOrg

 Thaighton Drive
 Testing NewOrg

 Preston PR2 9LU
 Testing NewOrg

 Open
 Testing NewOrg

Mid-Atlantic Controls Corp	Image: Contract of the second seco	Honeywell	
Remove Affiliation			
The affiliation with this or	rganization has be	en removed successfully	
	rganization has be	ОК	
The affiliation with this or AMACSystems Ltd Sant Anthony	rganization has be		

Removing Organization Affiliations

If the affiliation the user is trying to remove has devices tagged to the organization, this message will appear.

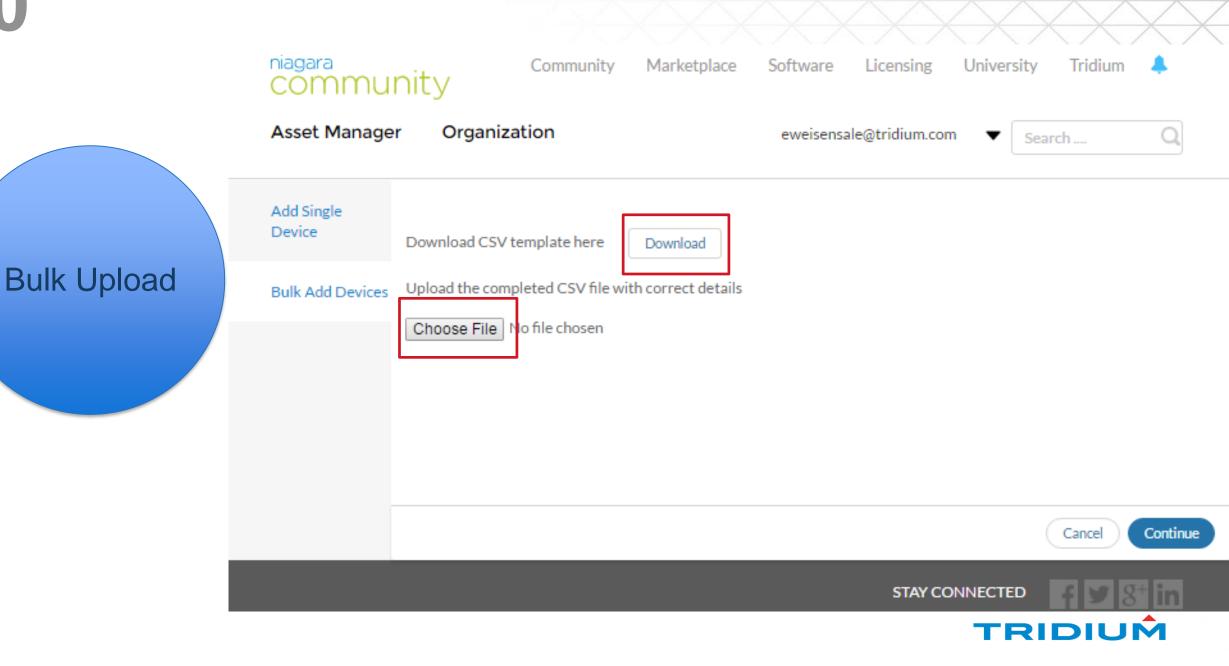
If the affiliation the user is removing has no devices tagged with the organization, this message will appear

Responding to affiliation requests

Respond to Affiliation Request

Asset Manager	Organization		eweisensale@tridium.cor	m 🔻 Search
Maintenance Alerts (1)	ORGANIZATION NAME	CONTACT NAME	EMAIL	ACTION
Affiliation Approvals (1)	Test Company -	Emily Weisensale	eweisensale@tridium	com Approve Decli
User Approvals	_			
Tagged Devices (162)				

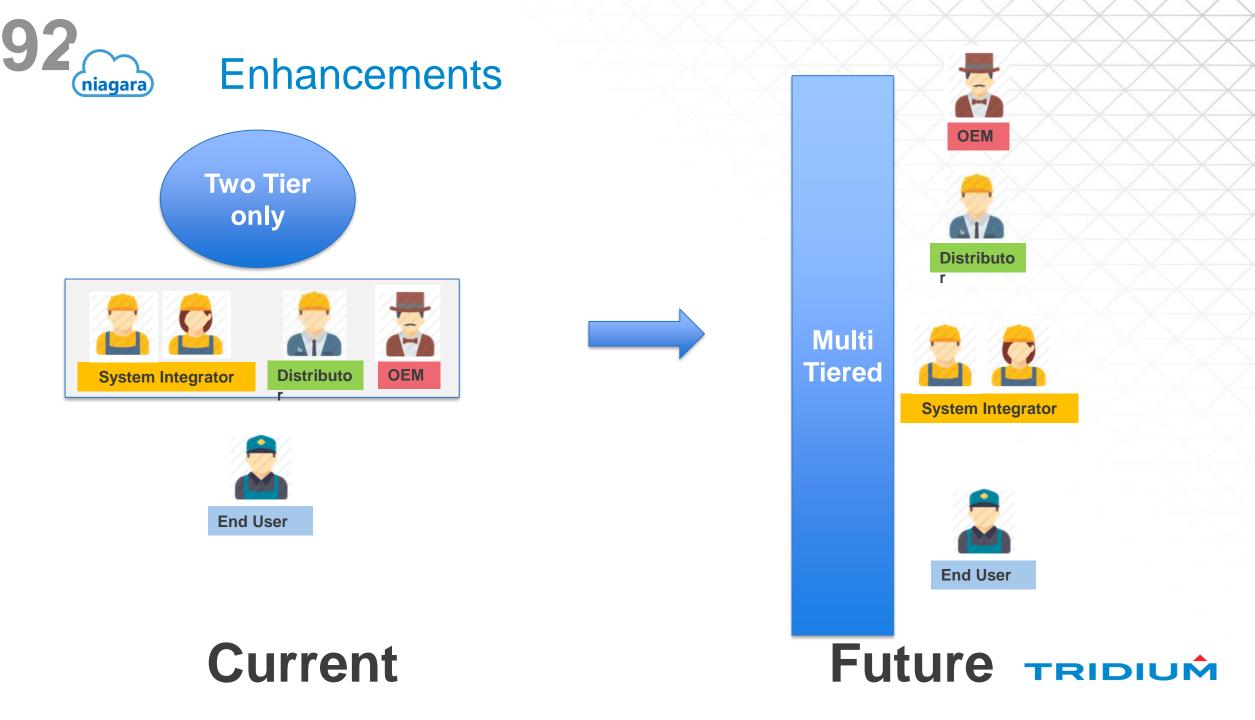




Removing Organization Affiliations

niagara COMMU		Marketpla		Licensing	_	y Tridium 4	·
Asset Manage	r Organization		sachin.ma	ind@honeywel	l.c ▼ _ 9	Search	C
Add Single Device							
	Organizations	Lic	ensing project nar	ne			
	AMACSystems Ltd	¢	none-		\$		
Bulk Add Devices		-1	none-				
			ooper B Line				
Sync Devices			oyle Meats	Guntan			
from Licensing)ffice Demo - Amac Inassigned	Systems			
Server			nassigned				
						Cancel	on







Area	Enhancement
Self Registration	Ability to self register without affiliation completion. No cloud service access.
Org Affiliation	Visibility of the entire underlying value chain Request license move from one channel to another
Cloud Device Registration	View backups of child organizations
Device Registration	Complete device details and KPIs for analysis
Notifications	Patches, new releases and notes.
ECommerce	Ability to buy cloud services



Thank you

