



eNews Q4 2020 Update

Dear Lynxspring Technology and Business Partners,

Welcome to Lynxspring's Q4 eNews Update. We have lots of exciting news to share with you.



Lynxspring Lauded by Frost & Sullivan for Guiding Clients' Smart Building Solution Strategies in a Post-COVID-19 Environment

We find ourselves both honored and humbled to be recognized by Frost & Sullivan with their 2020 Global Customer Value Leadership Award. Lynxspring was cited for our cutting-edge technology, collaborative service solutions, and strong commitment to supporting secure, open, and interoperable architectures that have made it a valuable external support partner for businesses.

"A strong technology suite, customer centricity, and, above all, a deep understanding of the smart building landscape are critical for delivering tangible outcomes to customers. Lynxspring has consistently excelled in each of these aspects, which differentiates it from other leading players in the industry."

Konkana Khaund

Director of Consulting
Energy & Environment
Frost & Sullivan

Read more in the press release and the description write-up.

JENEsys Edge Updates and 4.9 Availability

JENEsys Edge. One IP Platform. Many Possibilities

As previously announced, Lynxspring released several new feature updates for versions 4.6, 4.7 as well as availability and support for 4.9 for the Niagara JENEsys Edge portfolio of controllers. If you were not able to join in for the Webinar or want to access to the content, you can find it here: [JENEsys® Edge™ Portfolio Feature Updates](#).

New 500-Point License to be added to JENEsys Edge 534 Models

Arriving Soon...

Lynxspring is adding a 500-point license option to the licensing options currently available with the JENEsys Edge 534 models.

2021 Niagara Price Adjustments

We have received initial Niagara and hardware pricing from Tridium for 2021.

Once Lynxspring has completed its review and finalized pricing, we will send out the new pricing schedule for 2021. As of now, no new pricing adjustments will occur for the balance of 2020. Respective new pricing adjustments will go into effect on January 1, 2021.

Just Seven Weeks Left Until the AX to N4 Upgrade



There are only seven weeks remaining to take advantage of our Niagara AX to N4 Trade-Up Program. Customers taking advantage of this program receive a **20% discount** when replacing legacy AX JENEsys controllers. Also, there is an additional **10% discount** when replacing AX platforms purchased after January 1, 2017. Keep in mind these discount incentives for AX trade-ups **expire December 15, 2020**.

Remember:

- AX End of Life is July 1st, 2021
- Support for AX ends July 1st, 2021
- Sales of Niagara AX licenses and license options end July 1, 2021
- Sales/replacements for Legacy JENEsys/JACE end July 1, 2021
- No further software updates are being provided for AX
- Move to Niagara 4 now and save

Niagara 4 Training



Lynxspring has extended our industry-recognized and instructor-led **NIAGARA 4 CERTIFICATION TECHNICAL TRAINING** and **APPLIED NIAGARA 4** courses **VIRTUALLY!** Check out the available scheduled dates throughout the remainder of the year. For course descriptions and latest dates visit: <https://www.lynxspring.com/training>.

For those signing up for one of the virtual training courses from now until the end of the year, Lynxspring will extend to you, a **FREE 90-day access** to our extensive library of Niagara computer-based training modules through our **RESOURCES PARTNER PORTAL** and a **20% discount on all new annual subscriptions**.

COVID-19

COVID-19 continues to dominate our building and facility conversations. Marc Petock recently completed a blog on this topic.

Lynxspring's Resources Partner Portal



We want to remind you of resources.lynxspring.com, our Resources Partner Portal.

Here you have access to an assortment of product technical documentation, pricing catalogs, software downloads, drivers, tech tips, Visio/AutoCAD drawings, guide specifications, how-to-videos and webinars, Edge-Centric Applications and our Lynxspring Learning Center (*a library of Niagara computer-based training modules*).

If you have not registered for access, please do. To register, visit: resources.lynxspring.com/register-for-an-account.

Contact Us



Need assistance? Need answers to questions? Just want to chat?

Lynxspring is here to assist you anytime. Just let us know:

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Thank you for your continued business and support.

Sincerely,

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