LYNXSPRING®

Smart Technology. Smart Equipment. Smart Solutions.
Smarter Buildings.

E-News Update

January 2023

Dear Lynxspring Technology and Business Partners:

Happy New Year to you! All the best for a healthy and prosperous 2023. We thank you for your continued support and business and we look forward to working together again this year.

Reflections

2022, was anything, but ordinary. The combination of inflation, the supply chain, acceptance of a new hybrid work environment, the re-shaping of how buildings must be operated and managed, and the resurgence of sustainability and refocus on energy, net-zero and decarbonization stimulated the year to be one of resilience and change—driven by new demands from the business side of operating and managing buildings.

For the built environment in 2023, the challenge is not the need *(it is here)*; it is not the technology or solutions *(they are here, and proven)*, but rather, it is the willingness and preparation to take advantage of them. It is the understanding of the insights and outcomes that *RESHAPE* buildings to make them *SMARTER*.

Upcoming Survey

We want your valuable input! We've developed a new survey that you'll be receiving later this month. Please note that the survey consists of two (2) parts:

- Business-Focused *(Thursday, January 12th)*
- Products and Solutions-Focused *(Thursday, January 19th)*

These surveys are extremely important. We would appreciate your time to share your thoughts and complete them.

Today, our buildings and facilities are in their most transformative and compelling period we have seen over the last 25 years driven by new demands and rewritten rules. And as such, your insight and input are more important than ever as we explore developing new product offerings, solutions, and services to bring to you.

AHR Expo

We will be at the **2023 AHR Expo** taking place in Atlanta, February 6th – 8th at the Georgia World Congress Center. Lynxspring will be at **Booth # C5230**.

SEE US AT
BOOTH C5230

Atl
FEB 6-8, 2023
AHR EXPO

During AHR Expo, Lynxspring will be showcasing:

- JENEsys Edge®, the company's portfolio of Niagara Framework built, programmable IP controllers that enable for a Niagara IP Horizontal topology and architecture.
- JENEsys Edge® VAV, the recently released industry first, IP-based, variable air volume controller developed and built utilizing the Niagara Framework®.
- Onyxx® LX the company's line of BACnet® MS/TP, configurable controllers, smart thermostats, and digital room sensors.
- E2E—the company's Edge-to-Enterprise independent data layer, visualization, and common Enterprise User Interface building operating enterprise solution.

If you are planning on being there, come by and visit us at our **booth**.

Also, at the AHR Expo, I will be leading an educational session and panel discussion entitled **"The Move from Smart Buildings to Smarter Buildings"** that will take place on Tuesday, February 7, 2023, from 10:30 am - 11:30 am. Its complementary and open to all.

2023 Price List

As previously announced, a new pricing schedule has gone into effect on January 1. The current pricing schedule is available on Lynxspring's Resource site: https://resources.lynxspring.com.

Training

Want training? Need training? Check out the latest schedule at: **https://www.lynxspring.com/training**

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

Lynxspring is here to assist you anytime. Just let us know how we can help by reaching out to us via our **Contact Us** tab on our website.

contact us

As always, Thank You for your continued business and support.

Sincerely,

Marc Petock
Vice President, Chief Marketing & Communications Officer
Lynxspring, Inc.
Phone: (816) 347-3500
marc.petock@lynxspring.com

LinkedIn   Youtube

www.lynxspring.com