eNews October 2021 Update

Smart Technology. Smart Equipment. Smart Solutions.

Smarter Buildings.

Dear Lynxspring Technology and Business Partners,

Welcome to Lynxspring's eNews, October 2021 Update. We have tons of exciting news to share with you – from trade shows to webinars and more!

Lynxspring Executive Briefings

Smart building management systems, energy management systems and building operating platforms have been experiencing an upswing during the last few years driven by an increasing awareness about building optimization, energy efficiency, smart and green advancements, and occupant health and safety. We, at Lynxspring, are creating a series of Executive Briefings—to better help navigate the dramatic changes in building management as they continue to occur. Here are two:

Executive Briefing – Integration

Executive Briefing – Selecting the Right Building Management and Operating Platform

Lynxspring Participating in Upcoming Conferences and Shows

Like so many of you, we're excited to get back to attending in-person events. We have a lot of very exciting things we want to share with you in the upcoming months. Lynxspring will be appearing at SkyPosium in October, Realcomm/IBcon in November 2021, and AHR in January 2022. We hope to see you there!

SkyPosium—Denver, Colorado (October 13-14)

- Lynxspring & SkySpark Brochure

Realcomm/IBcon—Scottsdale, Arizona (November 2-3)

New Webinar Series

"Lynxspring Presents": Announcing the Launch of Our New Webinar Series

Lynxspring is pleased to announce a new series of webinars designed to educate new and current partners on the benefits of our value-added ancillary products, including how they optimize Building Automation Systems, when used in conjunction with Lynxspring's devices. In addition to our portfolio of products, solutions, and services, we offer Actuators, Sensors, Thermostats, VFD's, VAV's, Meters, Drivers, Valves, Power Supplies, Wireless and Enclosures. Our webinars explore these products through discussions with supplier experts.

Our first webinar, *Lynxspring Presents: ACI*, will take place Thursday, October 21st at 11am. To register, go to: https://attendee.gotowebinar.com/register/4027760000376177420.

Welcome to the Lynxspring Team

These last few months Lynxspring has been on a hiring spree, bringing new talent and resources onboard across many departments within our company. Joining us since May are:

Operations – Beth Lane and Kirk Brockman
Professional Services – Marsha Evans, Matt Oliver, Brandon Ceballos, and Darren Burks
Marketing – Angela Matusiak
Technical Support – Ian Miller
Product Fulfillment – Spencer Courier and Austin Mitchell

Sales – Brian Gorzney

Administration – Anita Simpson and Patty Swenson

Tech Tips and Webinars

Lynxspring's Marketing and Communications, Technical Support and Training teams are working together to create more tech tips, best practices, and "how-to" videos. Here are two new tech tip videos that are now available by clicking on the links for each below:

- Single Setpoint: Onyxx LX
- Installing ProBuilder

Lynxspring Presents: Tapa Indoor Air Quality (IAQ) Solutions webinar features Lynxspring's Marc Petock and Tapa's Harry Smeenk and Journey Williams, who divulge the importance of indoor air quality, particularly in the era of COVID.

Lynxspring Presents: Tapa Indoor Air Quality (IAQ) Solutions

Bits, Bytes and Pieces

The Global building automation and controls market is expected to reach $215 billion by 2027 from $101.91 billion in 2019, growing at a CAGR of 11.10% from 2020 to 2027.

The number of connected devices in operation in the commercial smart building will grow from 1.7 billion in 2020 to just under 3 billion by 2025 representing a CAGR of 10.8% (Memoori, August 2021).

Over 78% of new construction will involve at least one facet of IoT and/or related smart buildings market-related

technologies over the course of the next five years.

Niagara 4.11 is currently under development with the following new features and functionalities slated:

- **Archive History Provider**: Streamlines access to years of historical Niagara data stored in a relational database (RDB)
- **WebWiresheet**: HTML5 browser-based configuration tool that extends the functionality of the existing Wire sheet application in Workbench
- **Alarm Archive Provider**: Enhances the stability of building systems while also providing a compliance mechanism for CFR 21 part 11
- **BACnet/SC**: Addresses modern IP infrastructure and IT security requirements related to existing building controls networks
- **TLS 1.3**: New Transport Layer Security mechanism introduced in 4.11 to support BACnet/SC
- **Interpolate Tail Functionality in WebChart**: Display an interpolate tail for line, bar, and shade graphs
- **Provisioning Enhancements**: Correct a mistake in a provisioning job and re-run without having to manually reconfigure the job array

Yearly Partnership Renewal Orders Reminder

Annual license and support for JENEsys® engineering tools and demonstration equipment expires every year on November 30th. Renewal purchase orders must be submitted 30 days prior to your renewal expiration date to ensure there is not a lapse. When submitting your renewal purchase order, remember to include the appropriate part number along with the company name you are renewing. Lynxspring will process your renewal once payment for the invoice is received.

Upcoming Training Classes

__Now offering BOTH in-person and virtual courses__

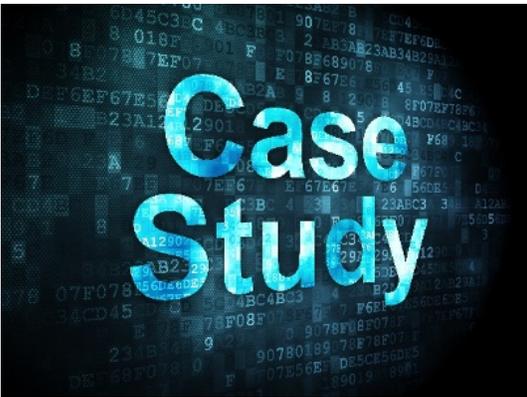## N4TCP - Niagara 4 Technical Certification Course

Overview:
The goal of the 5-day virtual Niagara 4 Certification Technical Training course is to educate students to a basic level of technical expertise necessary to effectively and efficiently design, engineer, and program projects using the Niagara 4 Framework. Students who pass the testing at the end of this class will receive a Certificate of Achievement testifying to their ability. Contact your Lynxspring BDM (Business Development Manager) for pricing.

Classes Monday - Friday
Available 2021 Training Dates: November 29 – Dec 3, 2021

Register Today

Case Study

Got a case history/use case? Lynxspring's marketing team would welcome to do a case history on it. Reach out to us today at **marketing@lynxspring.com**.

Supply Chain

As we all know, supply chain issues continue to be a challenge for us all. While Lynxspring has felt the effects of these

global supply shortcomings in a few areas, we were fortuitous to place large volume orders with our suppliers to have parts on-hand so to supply JENEsys®, Onyxx® and JENEsys® EDGE products.

As of now, our projected forecasts and manufacturing schedules look good. But due to the longevity of the supply crisis and increased demand, Lynxspring is anticipating some interruptions. It is important for you to be aware of the possibility of interrupted supplies and to be vigilant by anticipating longer lead times and possibly placing orders earlier.

We are committed to communicating with you an accurate expectation of delivery. Please be patient if expectations and delivery times change, those changes would only be due to parts suppliers not fulfilling their timely commitments.

Contact Us

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

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

sales@lynxspring.com
orders@lynxspring.com
support@lynxspring.com
licensing@lynxspring.com
marketing@lynxspring.com

Thank you for your continued business and support.

Sincerely,

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