



LONMARK[®]
Connection

SIEMENS

Staefa
Dealer Network

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Industry Trends

- Web Browser packages
 - Utilizing Standard Web Browsers
 - Single and Multi-Protocol Servers
- System Integration
 - DDC, Fire, Security & more
- Future Trends
 - Wireless Proliferation
 - System Integration & Information Technology
 - Utilizing Existing Building Networks
 - Low Cost “Mini” Servers
 - Continued “Commoditization” of Devices



Key Integration Project

- Who's Winning the Projects?

- Independent Dealers

- Projects

- MGM City Center, Las Vegas

- \$7 Billion "City within a City"

- DeKalb County School System, Decatur (Metro Atlanta), GA

- Wright-Patterson AFB, Dayton, OH



SIEMENS – Staefa Product Development

- LNS Plugins

- Q2, 2007

- BACnet

- Q1, 2007

- Universal 32 Point I/O Programmable LON Controller

- Q1, 2007



Value of Open, Integrated LON Systems

■ Freedom to Choose

- Integrator Selects Vendor(s); End-User Selects Integrator(s)
 - Competitive Bids; Consistent Installation; Consistent Maintenance

■ Flexibility of Design

- Utilizing World Wide Standards
 - System Integration and Interoperability

■ Built on a Solid Foundation

- Products
 - Multi-Vendor Product Interchangeability ; Peer to Peer Interoperable; End-to-End Solutions

