



LONMARK®
Connection

TAC Introduction

Jeff Drees

VP, Systems Integration

TAC & Schneider Electric

- TAC is a \$1.3b company
 - Owned by SE a \$18b company
- Market Dominance
 - Power distribution, power quality and control
- Expanded reach into building with TAC
- Wanted a closer relationship with clients
- Rapid expansion with recent purchases
 - TAC, Andover and Invensys
 - MGE and APC



Where is the industry headed?

- Proprietary to Open to Ease of Use
- Web Interfaces
- Complete building integration
 - HVAC, lighting, metering, power quality, CCTV, Security
- Business decision information
 - Provide data to manage building as an asset
- Manage energy as a resource
 - Building performance metrics
- Real and sustainable savings
 - Clients want a partner with a vested interest



Who's winning integration projects?

- WE ARE!
- Closely related to branch capabilities
 - 225 Schools are all LON and integrated to Web
 - TAC, JCI, Honeywell, Distech, Circon and Trane
- Clients want easier implementation
 - Easier to use and easier to maintain
- LON and BACNet are growing at same rate
 - Proprietary is shrinking



Product Development

- Smarter Products
 - Requiring less engineering time
 - Focused on total installed cost – partners and SI
- Embedded web technology
 - Web interfaces are becoming the standard
 - Keeps software cost of ownership down
- Multiple Interfaces
 - More convenient to maintain



Open, Integrated LON Systems

- Reduce project cost
 - Large amount of LON devices
 - Chiller and VFD's are two common points
- Integration to competitive systems
 - Sharing data across network
 - Well-defined standards
- Multi-vendor setup
 - Enables clients to keep prices in check

