

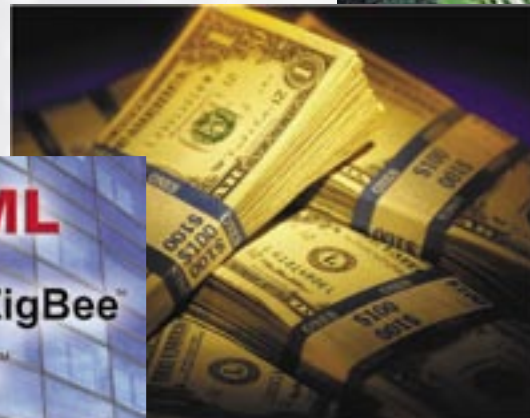
# Lynxspring

# Solutions for Building Owners

## Solutions and Technology Converge



Keep the Systems that Work



Save Money



Protocol-Agnostic



Powered by  
**niagara** AX  
FRAMEWORK®

**lynx**™  
SPRING

# Owners, IT Managers and Facility Managers

The goals of facility/IT managers and building owners are not unlike those of other business professionals: excel at your job, increase sales where you control revenue; and save money where you control expenses. In so doing, you increase company value. Lynxspring's Systems Integration



Group and our channel partners support those goals. We implement that support through the use of JENEsys™, our integration suite of products.

## JENEsys™ Integration Suite

JENEsys™, powered by NiagaraAX, is a fully scaleable, Internet-enabled product set that performs complete facility and data management.

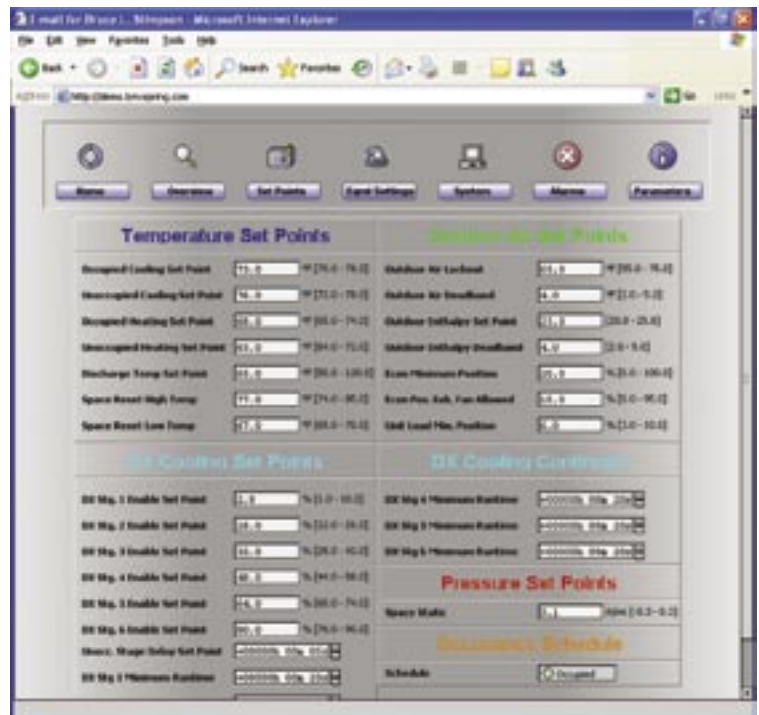
JENEsys™ provides many functions and features that can be summarized in two key capabilities: interoperability of disparate building control systems and Web enablement of your building automation environment.



JENEsys™ full capabilities include:

- Unifying diverse devices into a fully interoperable system(s) including scheduling, alarming, and trending
- Distributed architecture allows multiple computing devices to form a unified system

- Scalability from a low-cost single application to applications of almost unlimited size
- Internet controller combined with the engineering toolset for more flexible application design
- Visualization services provide state-of-the-art graphics and monitoring
- Real-time control
- Open APIs allow creation of custom applications
- A rich library of graphical images and programming subroutines
- Support of the most widely used integration standards: LonWorks®, BACnet®, and Modbus®
- Support for a variety of proprietary building automation protocols
- Complete alarm management is built in
- Notification through a variety of media including browsers, cell phones, email messages, and text messaging products



- Trending and archiving of trend data from disparate systems
- Comprehensive, built-in reporting system allows you to query and share data from anywhere through standards such as SQL, HTML, or XML
- Highly flexible security model manages both platform and user access

## Protocol Agnostic

Building automation consultants often approach open protocol discussions with a zealous fervor. Ask five building automation consultants to define “open systems” and you will likely get five different answers. And, if you continue to drill down, you will undoubtedly get dragged into protocol wars among BACnet, LonWorks, or Modbus. In addition, upstart open protocols are coming in the form of OPC, oBIX™, Bluetooth®, ZigBee™, and other standards. An observant sage once said, “The great thing about standards is there are so many of them.”

To building owners, “open systems” is a phrase, and “interoperable systems” is the demand. Simply put, interoperability means the ability to integrate building automation systems regardless of the protocol strategy used by control contractors who have had a hand in developing the automation implementations. We support interoperability over dogma. We refer to our strategy as being “protocol agnostic.” In short, we make diverse systems work together.

JENEsys™ from Lynxspring is an Internet control solution with Web interfaces and normalization, implemented by our partners, and designed to your requirements. All popular protocols are supported including BACnet, LonWorks, Modbus, and TCP/IP. Additionally, our Application Programming Interfaces (APIs) and driver templates normalize any serial-based proprietary building system.

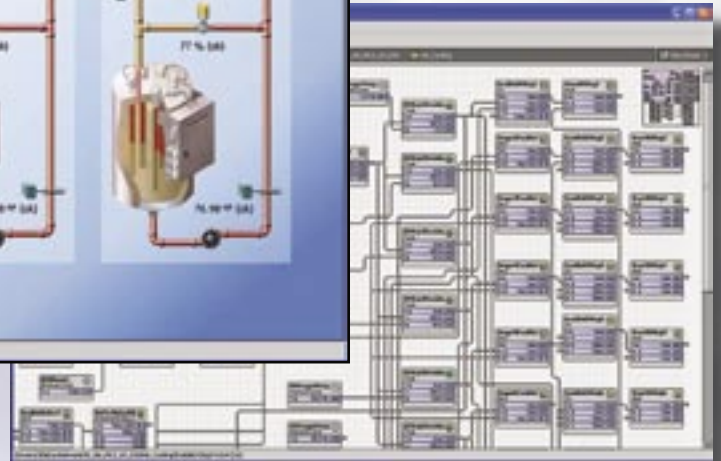
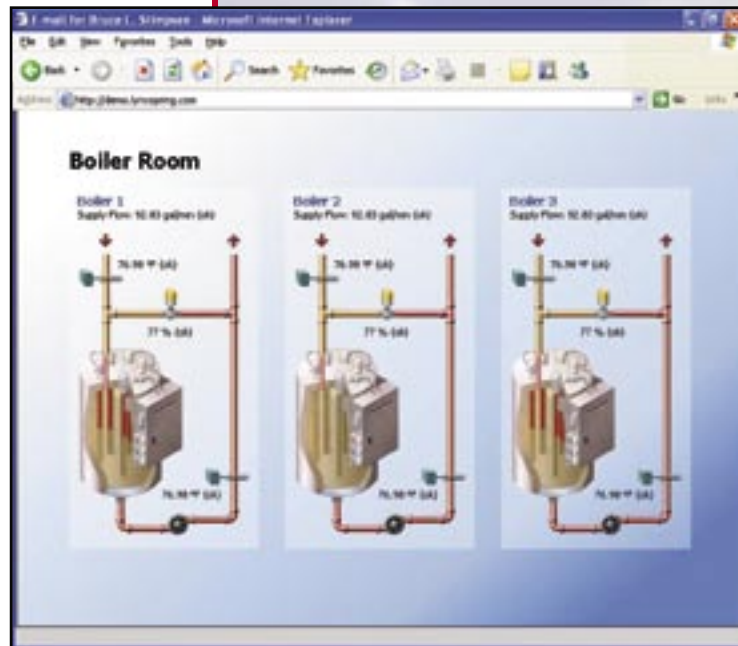
## Normalization vs. Gateways

JENEsys™ is not a gateway. Rather, it “normalizes” disparate data into a single database, enabling integration. Like Microsoft’s Windows Operating System provides rules to application developers specifying “look and feel” and terminology (e.g. File, Edit, Insert, etc) that enable users to intuitively navigate new applications, JENEsys™ normalization provides a similar

parameters, and transforms these items into virtual objects that can be addressed and manipulated through a common interface with intuitive commands.

This creates a logical model of the actual systems – a model that supports all of the functions and features of the end devices. The result of this is a uniform presentation of information in which no data from the supported systems is lost and with which the user or application developer can easily work. This is “normalization.”

The continued proliferation of new open standards (e.g. LonWorks, BACnet, Modbus, ZigBee, TCP/IP,



structure and rules, enabling building automation integrators to intuitively navigate and interact with disparate control systems.

A project using JENEsys™ normalization gains seamless integration of diverse systems by introducing a new factor into the equation. Simply put, JENEsys™ takes the data elements from all of the various devices and protocols – inputs, outputs, setpoints, schedules, alarms, trends, and control

XML, OPC, oBIX and others) has created a situation where even large manufacturers cannot adequately develop for all of them, or support all interfaces required.

A manufacturer typically chooses to support a limited number of communications and protocol standards. For the end user, this limits integration capability, market access, and customer choices. An automation infrastructure supporting normalization provides the solution to these challenges.

## The Power of the Internet

Lynxspring harnesses the power of the Internet. JENEsys™ is designed for the Internet. The Internet was not an afterthought needing spaghetti code tied to an old thick client server to function. From the ground up, JENEsys™ is Internet:

- Web browser-based interface
  - all system functions can be performed over the Internet using a typical Internet browser like Microsoft Internet Explorer®
- Internet controller – controller can reside on TCP/IP network with other protocols required downstream
- XML support
- SQL and BQL support for databases
- Web-based scheduling across systems
- Real-time trending and alarming from disparate systems
- Real-time reporting using standard reporting tools and modification of scheduling and setpoints
- Complete access to building-wide, campus-wide, nationwide, or worldwide information
  - keep control of your buildings whether you are a few feet or a few hundred miles away
- Open, Internet-based platform ready to integrate products and software applications of the future
- Anytime, anywhere access

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**JENE**<sup>TM</sup>  
*sys*  
by Lynxspring



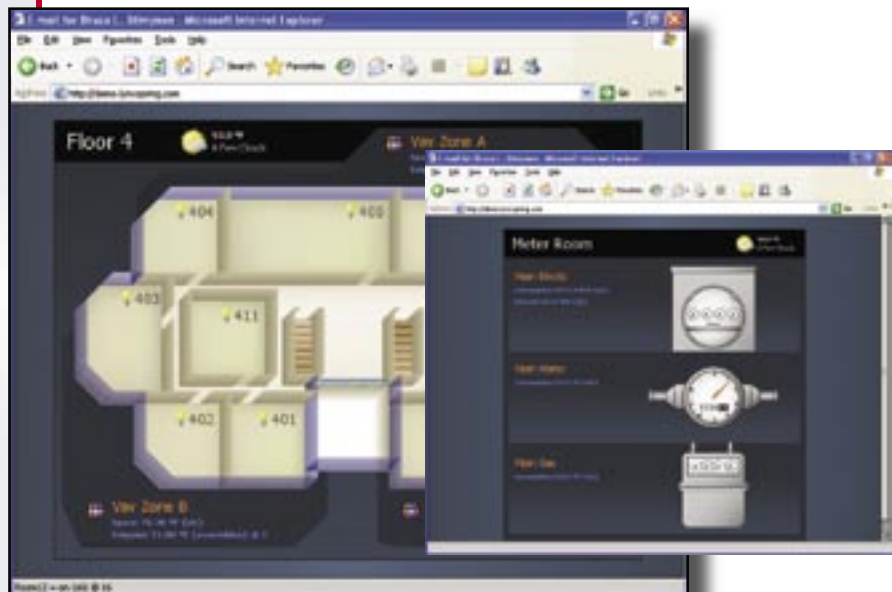
JENEsys server in Network Operations C

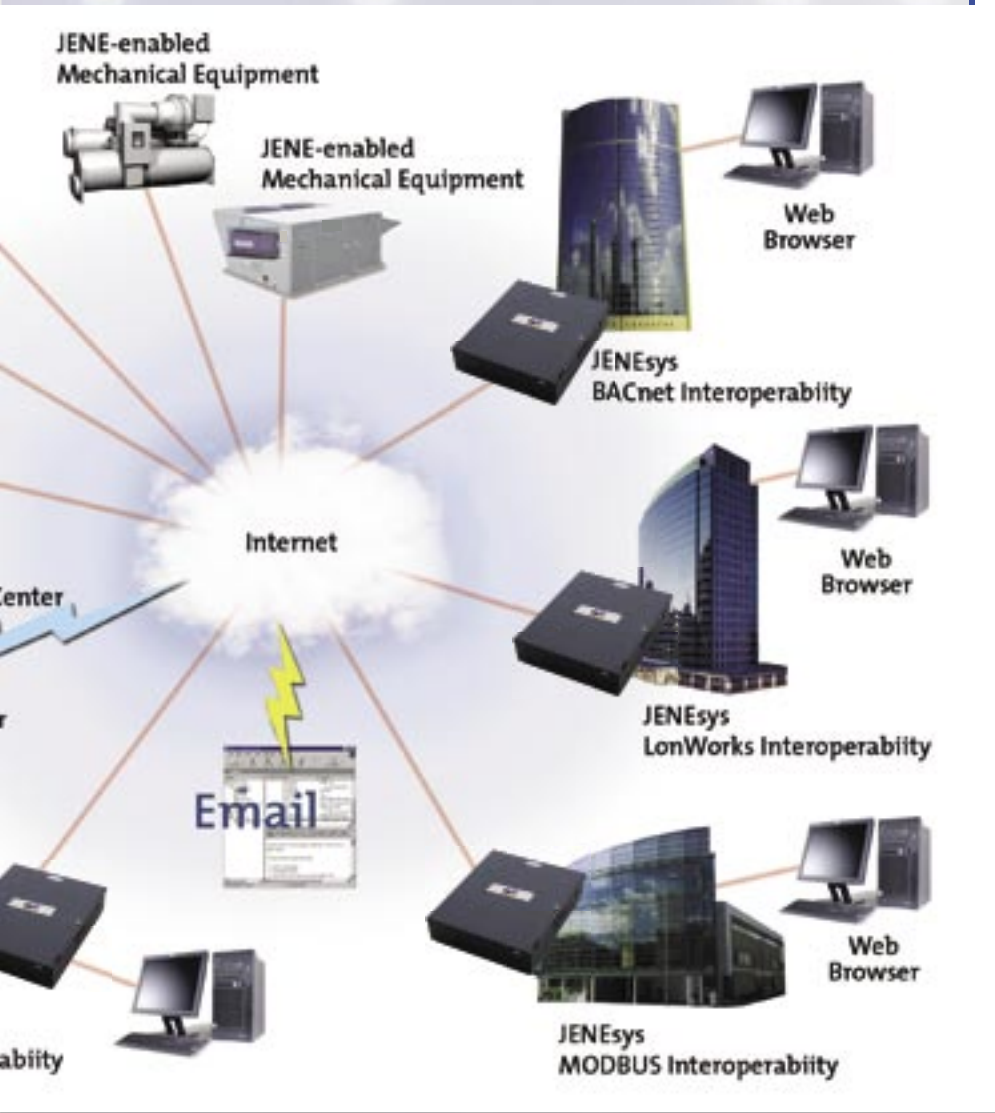


PDA/Pager



JENEsys Proprietary Interoper





# Lynxspring Support

## Lynxspring Training

End user and channel-level personnel learn from industry experts

## Lynxspring Manufacturing and Repair

Addresses repair and warranty issues involving Lynxspring-supplied equipment

## Lynxspring Research and Development

Provides access to ongoing development of Lynxspring-provided products, supporting new features required in the field

## Lynxspring Professional Services

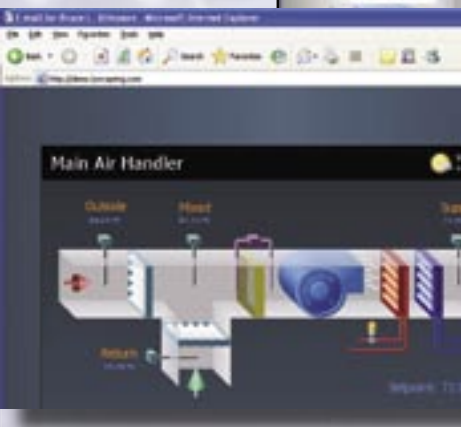
Unique, Web-based solutions such as Web interface assistance, consolidation services, and network operating center setup and support.

- Post-sales support for all Lynxspring products
- Application programs that automate control logic supporting your sequences of operations

## Monitor and Manage Systems with JENEsys™

Imagine managing multiple systems though a single interface where users can monitor, review, and acknowledge alarms related to all of your valuable systems.

- Receive important notifications anywhere thru email, cell phones, PDAs, and other communication devices
- Unlimited alarm and alert potential
- Share data with all of your current systems
- Dispatch service personnel
- Highly flexible security model manages both platform and user access



## Who is Lynxspring?

Lynxspring is a team of consulting engineers, control application engineers, software developers, systems integrators, and sales experts providing seamless, integrated solutions for our clients and their customers.

## What does Lynxspring Do?

Lynxspring provides solutions by combining state-of-the-art hardware with design, programming, and deployment of interoperable protocol control solutions to fit the most simple to the most complex criteria that a building owner or manufacturer expects in today's market.

## How does Lynxspring go to Market?

Lynxspring address the market through four complimentary business strategies:

### OEM Control Solutions

Lynxspring's Original Equipment Manufacturers Group provides manufacturers with design solutions from concept to completion using JENESys™ products.

### Professional Services

Lynxspring's Professional Services provides clients with software design solutions from concept to completion, transforming labor-intensive tasks to a few clicks of a mouse.

### Partner Sales

Lynxspring's Partner Sales Group provides our partners with the JENESys™ System Integration Framework built on the Niagara<sup>AX</sup> Framework<sup>®</sup> by Tridium<sup>®</sup> enabling integration of HVAC, lighting, security, fire alarm, and other building systems.

### Market Segment Appliances

Lynxspring's Market Segment Appliances Group provides plug and play, black box solutions for a range of market segments, enabling our channel partners and end customers to realize low cost solutions with high rates of return and a fast payback. Products include a small commercial buildings solution and a residential solution.

### Commitment

Lynxspring is committed to innovation, design excellence, deployment efficiency and end-user satisfaction. We recognize that every client has unique needs. Our team is available to help you



Lynxspring headquarters

create a cost effective solution tailored to your project or product. Our goal is to provide solutions of the highest standard for our clients and their customers.

## Your Lynxspring Business Partner



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