E News June 2020 Update

Dear Lynxspring Technology and Business Partners,

We hope this finds you well and you are beginning to experience a ready-to-return and re-engagement in the workplace. COVID-19 has demonstrated the importance of smart building readiness. It also is going to have a lasting impact on the way building owners and operators think about the importance of an automation control framework and building operating platform.

Building owners and operators realize that there is no silver bullet to protect against the likes of a COVID-19 and that it will take a multi-layered strategy and approach. They are looking for new assessments to mitigate risk exposure with installed systems, particularly HVAC and mechanical systems that do not have the capacity or resiliency to maintain higher levels of ventilation, higher filtration rates and longer hours of operation.

Owners and operators are seeing a greater value proposition in investing in better controllability of their building's systems and indoor environments. Better control leads to the ability to minimize risk and prepare facilities for occupants to return to buildings that are safe, healthy, and trusted.

COVID-19 Resources

Here are some resources you might find useful.

ASHRAE Epidemic Task Force's Building Readiness Guidance

www.ashrae.org/covid19

www.ashrae.org/technical-resources/resources

9 Foundations of a Healthy Building

buildingevidence.forhealth.org

A Five-Layered Defense for Workplace Reopening

news.harvard.edu/gazette/story/2020/04/looking-at-covid-19-through-healthy-building-eyes

Cushman & Wakefield's Guide to Reopening Your Workplace

www.cushmanwakefield.com/en/insights/covid-19/recovery-readiness-a-how-to-guide-for-reopening-your-workplace

Products & Solutions

As we enter this next phase of the built environment, the edge is going to play a key role.

Over the last several months we have added to our Edge Enabled product portfolio.

Additions have included the **JENEsys® Edge™ 534 Monnit Controller**, **JENEsys Edge 534 4G LTE Controller** and the **Onyxx® XM 34IO-B Extender Module** compatible with JENEsys Edge and Niagara JACE® Controllers.

With *remote access and the use of sensors becoming more important* resulting from COVID-19, the JENEsys Edge 534 4G LTE Controller, JENEsys Edge 534 Monnit Controller with sensors and the Onyxx 4G LTE Cellular Router present themselves as *excellent solutions*.

And speaking of products, I would welcome your input on what new products and solutions you would like for us to consider in the future. Email me at: marc.petock@lynxspring.com.

2020 CARES Act*

The United States Congress enacted the Coronavirus Preparedness and Response Supplemental Appropriations Act (CARES) and more recently, passed an additional section containing a number of tax and depreciation savings for businesses. One of these changes may benefit commercial building owners and operators interested in deploying new HVAC equipment and building automation upgrades.

To learn more about the 2020 Cares Act, contact your Lynxspring Regional Sales Manager.

* Lynxspring is not to be misconstrued as a Tax Advisor. Customers should consult their tax experts and advisors for the application of this information as it relates to their interaction with CARES and its provisions. The information provided is for general informational purposes only. All information and references are provided in good faith. We make no representation or warranty of any kind, express or implied, regarding the accuracy, adequacy, validity, reliability, availability, or completeness of any information.

Niagara AX to N4 Trade Up Program

As previously announced, Niagara AX has now entered into an end-of-life phase.

We would like to remind you of the AX to N4 Trade Up Program that enables Niagara AX customers to smoothly transition their deployments to Niagara 4. Customers taking advantage of this program can realize a 20% discount when replacing legacy AX JENEsys controllers. Keep in mind the discount incentives for AX trade-ups that are available through December 15, 2020. Contact your Lynxspring Regional Sales Manager for more details.

Regarding N4, **click here** to view a good graphic that depicts the history of N4 and the feature updates.

Lynxspring's Resources Partner Portal

We want to remind you of resources.lynxspring.com, our Resources Partner Portal.

Here you have access to an assortment of product technical documentation, pricing catalogs, software downloads, drivers, tech tips, Visio/AutoCAD drawings, guide specifications, how-to-videos and webinars, Edge-Centric Applications and our Lynxspring Learning Center (*a library of Niagara computer-based training modules*).

If you have not registered for access, please do. To register, visit: resources.lynxspring.com/register-for-an-account.

Contact Us

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

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

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Thank you for your continued business and support.

Sincerely,

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