

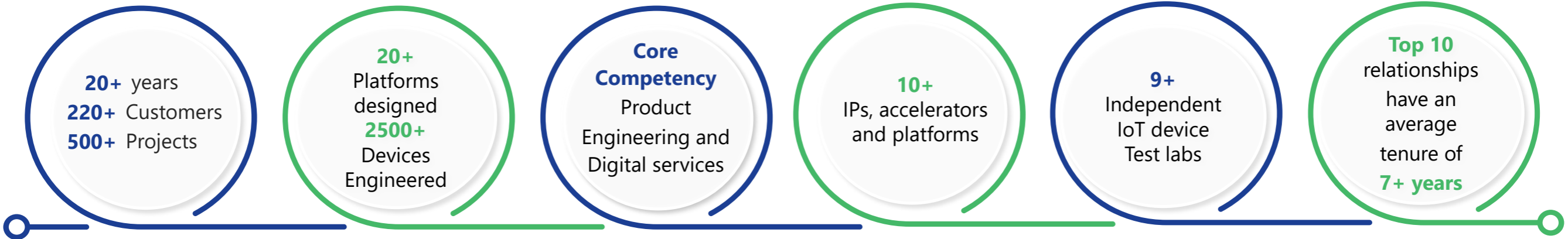
# Softdel Corporate Overview

At the Heart of Smart

12 October 2022



# Softdel Fact File



MITSUBISHI ELECTRIC TRANE HVAC US



# Our Services and Competency Centers

## Digital Competency Centers



Consultancy Services



Enterprise Applications



Cloud Transformation Services



DevSecOps



Mobile App



Data Intelligence & Analytics

## Product Engineering Services



Product Engineering



IoT Solutions & Services



IoT Labs



Platform and Edge Engineering



QA and Testing



Comm-Protocol Services

# Connecting Devices, Enterprises and People

## Devices & Protocols



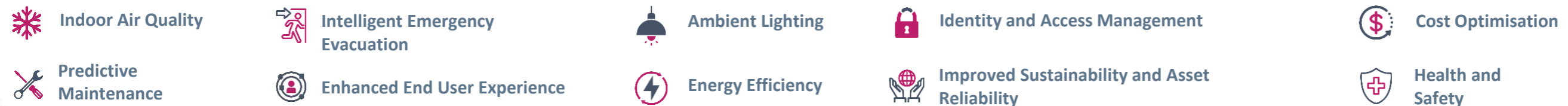
many more devices and sensors



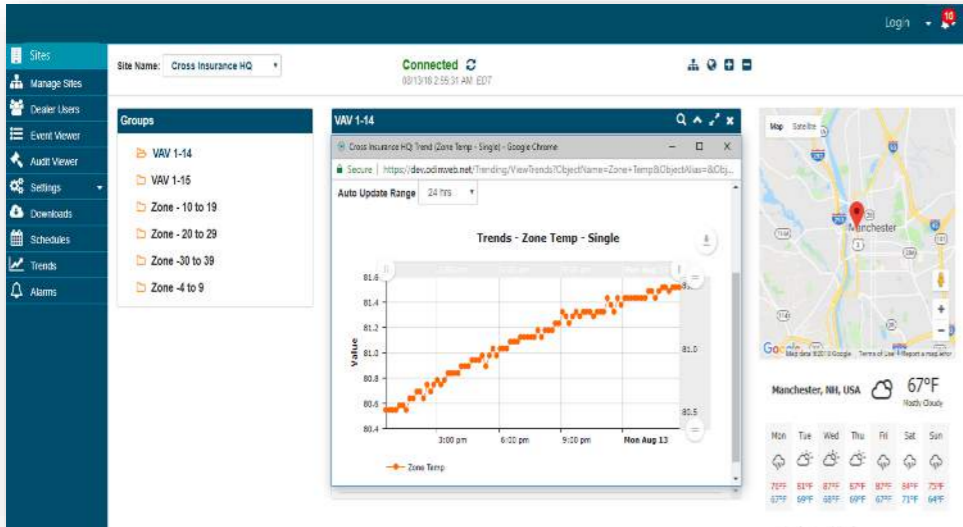
## Enterprises



## People



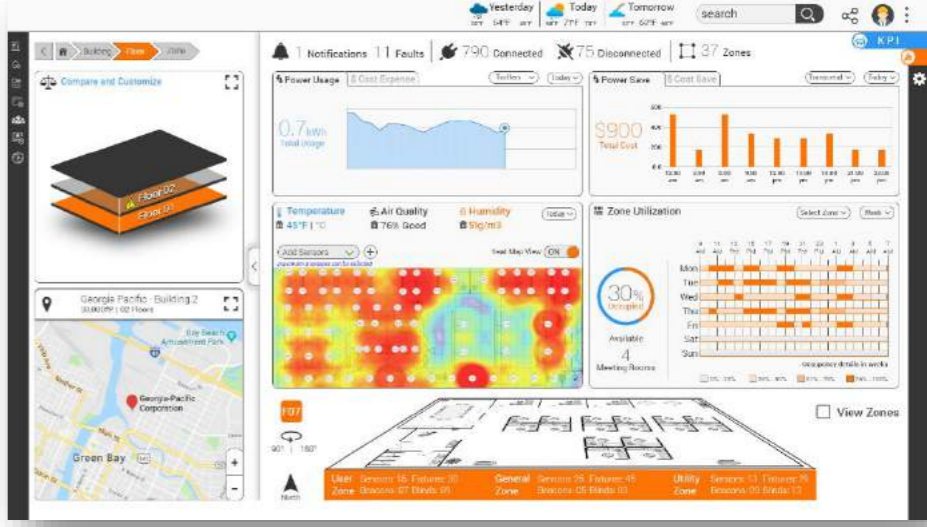
## Digital Transformation Solutions



Building Management Portal



Facility Management Application

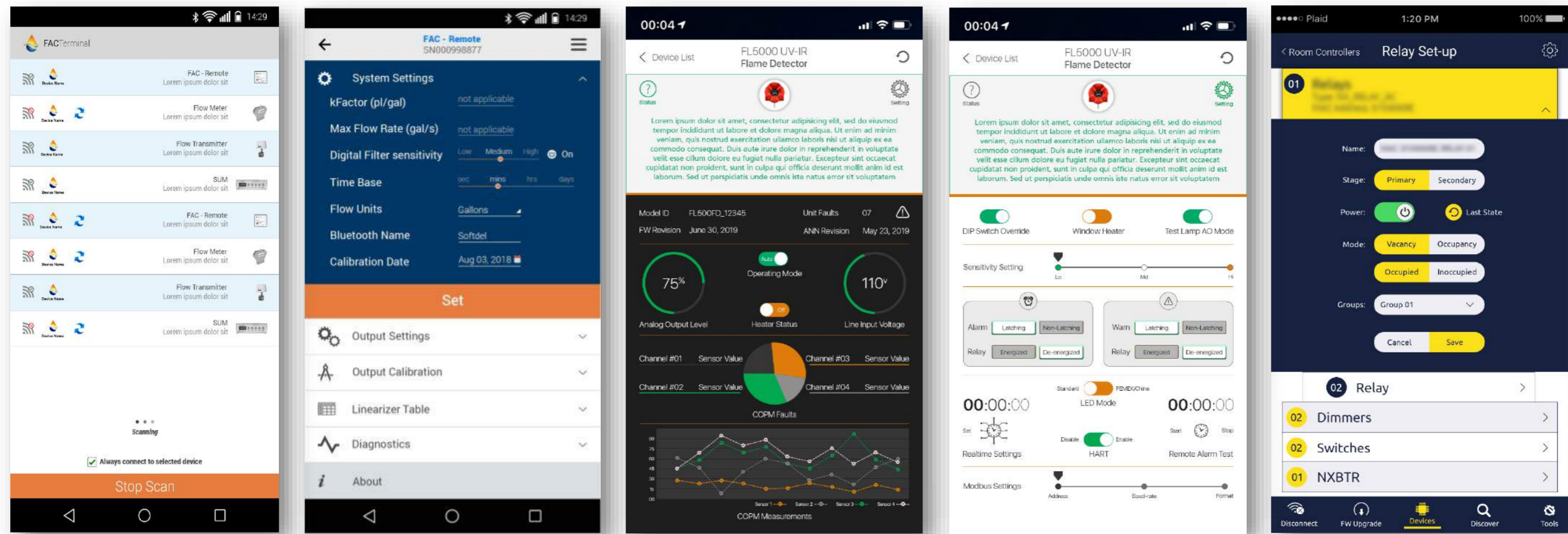


Smart Space Dashboard

## Key Tools & Technology Expertise



## Digital Transformation Solutions



## Key Tools & Technology Expertise



## Discovery

Infrastructure Discovery

Application Discovery

Dependency Mapping

Application Profiling

## Assess

Feasibility Assessment

Security and Compliance

TCO ROI , FinOps

End State Definition

## Build

Cloud Implementation

Pilot Migrations

Pilot of Workloads

New Application

## Migrate

- ✓ Data and Database
- ✓ Data Migrations
- ✓ Upload / Move

- ✓ Data Alignment
- ✓ Batch Scripting
- ✓ Automation

- ✓ Security
- ✓ Encryption
- ✓ Access Processes

## Support

- ✓ Usage Patterns
- ✓ Performance
- ✓ Resource Mgmt.

- ✓ Monitoring
- ✓ Telemetry
- ✓ Security

- ✓ Application Refactoring
- ✓ Best Practices

## Enablers

- ✓ Assessment
- ✓ Frameworks
- ✓ Strong Alliance with Partners

- ✓ Legacy Modernization Solution
- ✓ Domain Expertise
- ✓ Dedicated Research Facility

- ✓ Global Delivery Model
- ✓ Customized Approach to reduce risk
- ✓ Experience from similar engagement

# IoT Labs



**BACnet** is currently the most robust, widely adopted, standardized open protocol available with a global market share over 60%

**Softdel** runs a BACnet Certification Lab (BTL) under BACnet International where we test devices for protocol compliance

The lab is ISO **17025: 2017** accredited



**Elevator Access Control** system is the key to safer and secured facility.

**Softdel** operates an Access Control Certification Lab for a leading Elevator manufacturer to perform validation



# Interoperability Test Lab for Building Controller



Distech's new series of modular and scalable **HVAC plant controllers** now integrates seamlessly with web-based building management platform **Softdel** operates an Interoperability Testing Lab for Distech Controls to perform validation



# HVAC Lab



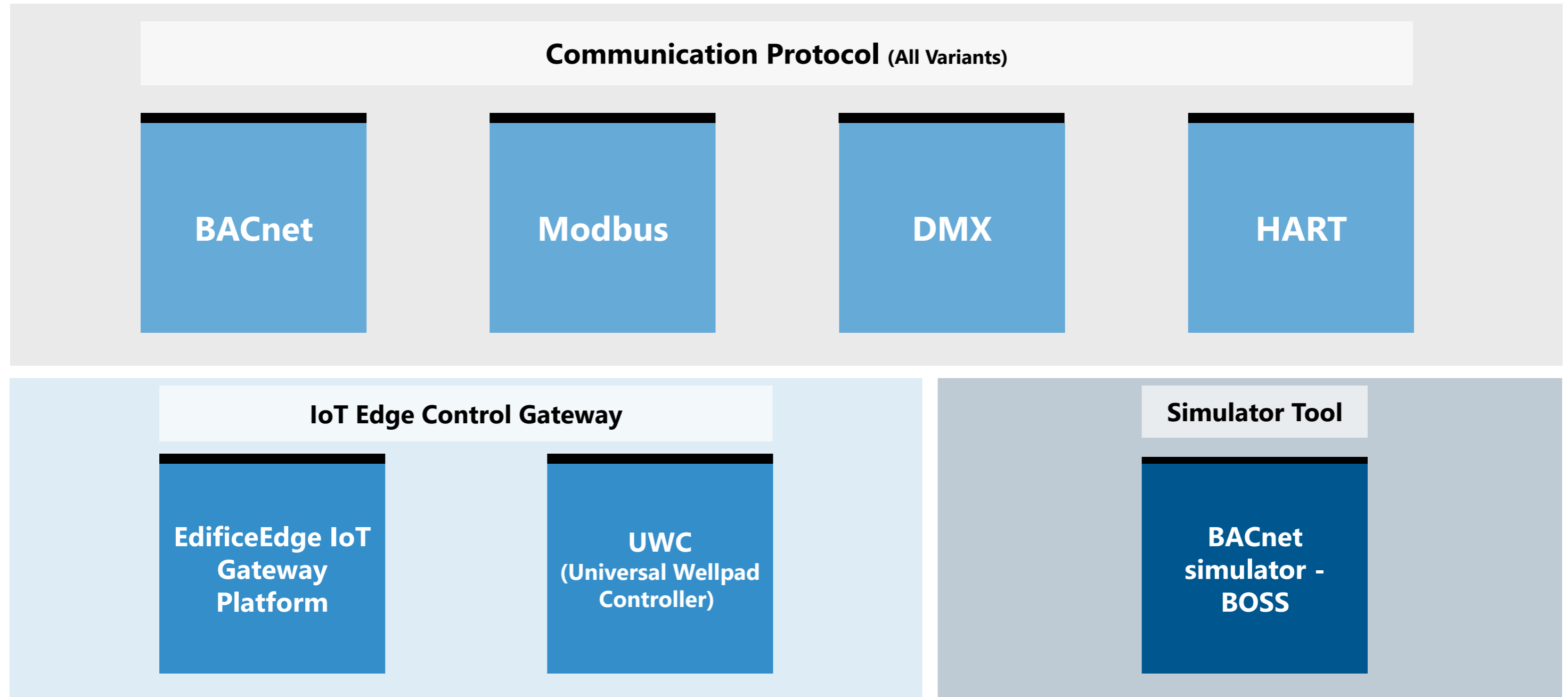
MITSUBISHI ELECTRIC TRANE HVAC US



# Smart Lighting Labs



# Convergence Suite – A Comprehensive Suite of Products



# EdificeEdge – IoT gateway for Smart Buildings

Powered by Intel, the EdificeEdge IoT platform enables you to build new and differentiated building IoT solutions by offering interoperability between devices and providing facilities to build applications at the edge.

A secure, scalable and reliable gateway platform for insightful and actionable data from building networks

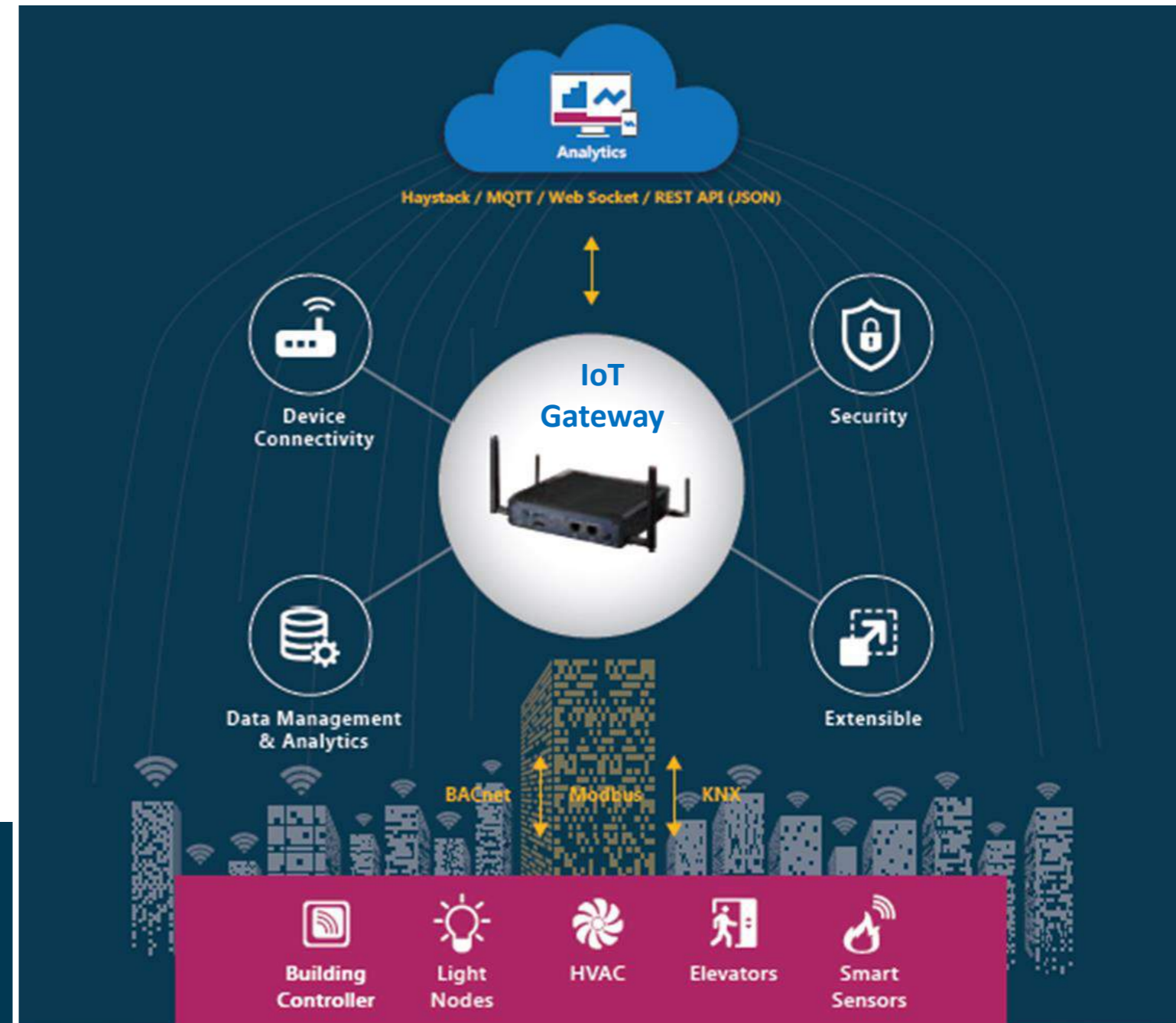


Building Analytics based on ML and AI

Digital Twin of a Building

Remote/Cloud based BMS

Remote Asset Monitoring

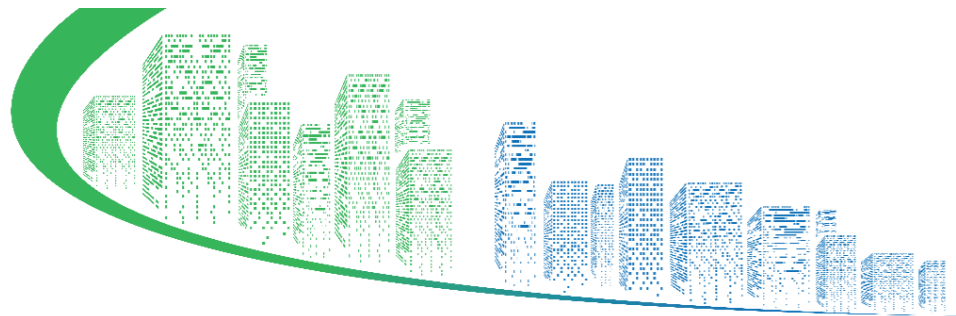


# Partnerships



## Softdel joins Intel's IoT Solutions Alliance

Intel partners with Softdel to develop edge reference architectures for industry segments like Buildings, Energy, Oil & Gas and Industrial.



**EdificeEdge**

**INTEL® IOT RFP READY KITS**

# SIEMENS



## Softdel joins Siemens Connect Program

Siemens is extending its integration capabilities in Smart Building Infrastructure domain using Softdel's EdificeEdge IoT middleware platform



### EdificeEdge



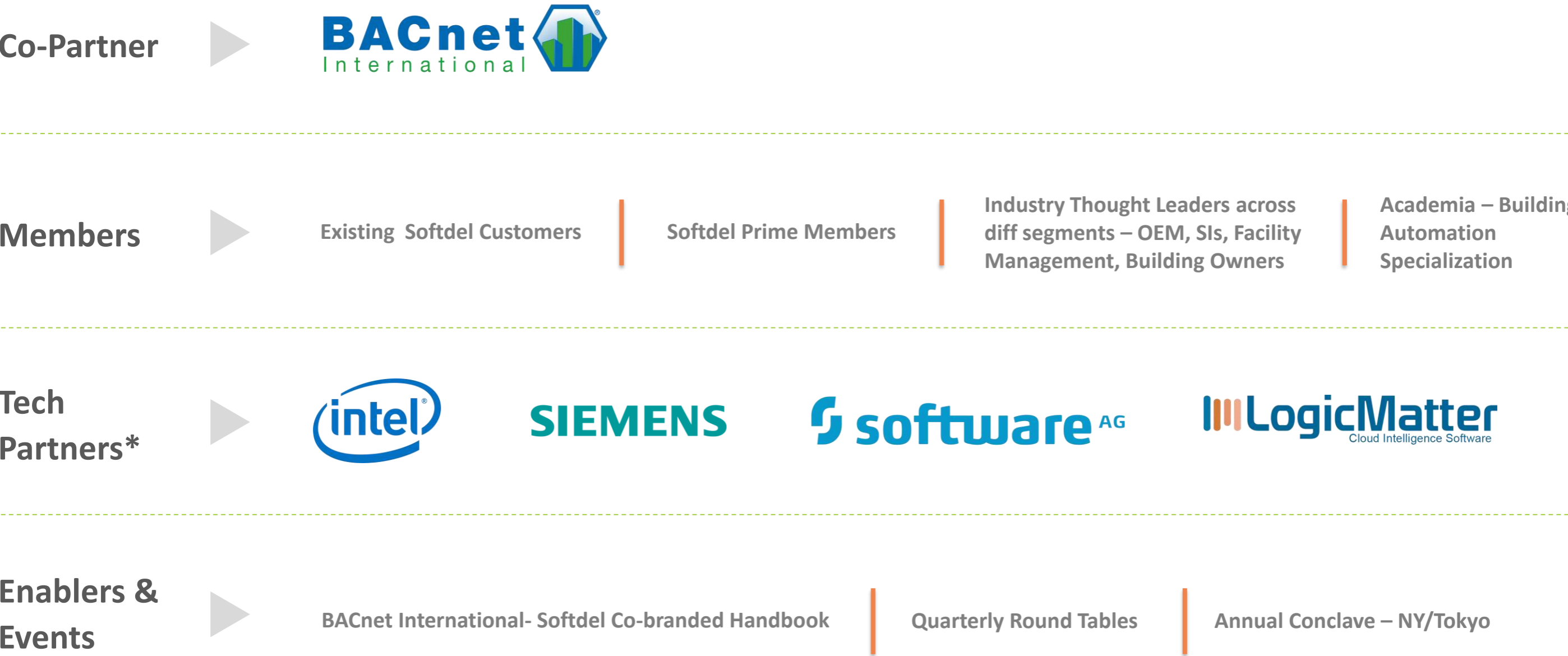
## Softdel and SoftwareAG Partner to Enable Smarter, Connected Buildings

Softdel with its B-IoT gateway platform, EdificeEdge; and SoftwareAG with its Cumulocity IoT platform have jointly created an end-to-end smart buildings solution



**EdificeEdge**

# Softdel Building Automation Community



# Customer Success Stories

# IoT-enabled Platform for HVAC Field Service Improvement



Smart Connected Worker application with voice recognition and gesture control



ERP and CRM Integration for workflow efficiency and insightful reporting



Platform extension for Factory floor applications (process streamlining)

# Intelligent Elevator Controller Platform



Solution Partner to KONE for its Intelligent Elevator Controller Platform

KONE, Siemens & Softdel are jointly developing **Emergency Evacuation Systems** for high rise buildings



BACnet Gateway for Elevator Control Systems



Content Management platform for Next-gen Elevators



KONE Compliance Lab for Interoperability testing

# Digitalization For a Boiler OEM



Smart, Connected and IoT enabled Commercial and Residential Water Heaters and Boilers



Control platform for their new IoT enabled Water Heaters and Boilers  
Supports BACnet, Modbus & Wi-Fi



IoT platform for Remote monitoring, Controlling, Data storage, Analytics, Predictive Maintenance



Integration with SAP, Salesforce for Field Service improvements. Integration with Power Utilities for Demand Response

# Illuminating Office Spaces with PoE-enabled Smart Lighting Solution



**molex**

Illuminating office spaces with PoE-enabled **Smart Lighting Solution**



PoE Lighting solution built on top of Cisco's Digital Buildings Platform



Extending the Smart Lighting platform to cover other networked devices, especially Blinds and Security Cameras



Integration with BMS over BACnet and Johnson Control's Metasys Platform

# Advanced Wireless Smart Lighting Solutions



Development partner to Leviton for its **Advanced Wireless Smart Lighting Solution**

**ZigBee®**

ZigBee based  
Single/Multi Room Controller



BACnet Gateway for  
Lighting Control System



Smart Switches  
Smart Sensors (Occupancy, ALS)

# Digitalization for a Large HVAC Equipment OEM



Cloud based Solution to real-time monitor, Control, predict errors and diagnose of On-site HVAC equipment



Indoor Air Quality (IAQ) based HVAC System for cleaner, safer and predictable HVAC operations in commercial space



Integration with SAP, Salesforce for Field Service improvements. Integration with Power Utilities for Demand Response

# UWC – Edge Platform for Advanced Drilling Operations



Secure, Management Control platform  
for Oil and Gas upstream operations



Artificial lift supervisory control



Well-production optimization and  
Condition-based monitoring of Oil-  
wells

Revolutionary next-gen platform for Upstream Oil and Gas Operations

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