



JENE PC 8000/JACE 8000
Trade Up Program details

JENE PC 8000/JACE 8000 Trade Up

- Provides a cost-effective path for you to upgrade your existing Niagara investment immediately
- Replace existing JENE®/JACE® (JACE 2-7 series, R2 520/645 controllers, Niagara AX or R2) with JENE PC 8000/JACE 8000
- Provides new Niagara 4 drivers developed and distributed by Lynxspring (third-party drivers or drivers not supported by Niagara 4 are not included)
- Provides 18-month Software Maintenance Agreement (SMA)
- Lynxspring must receive proof of disposal of the existing hardware within a specified timeframe. Recycling is encouraged and preferred.

JENE PC 8000/JACE 8000 Trade Up

Pricing

- Any single JENE/JACE - 20% discount off list total for JENE PC 8000/JACE 8000 hardware, software features and SMA
- Single order 45 JENE/JACE minimum - 30% discount off list total for JENE PC 8000/JACE 8000 hardware, software core and SMA (excludes NC-8005 and NC-8010)

Ordering

- Send orders to orders@lynxspring.com
 - Refer to driver support matrix and pricing matrix
 - Total discount of the bundle of hardware, software and SMA will be applied to the device license
- Include Host ID of each replacement JENE/JACE and promo code TU2017

Duration

- This specific program with associated discounts is valid for orders entered by December 22, 2017
- Lynxspring reserves the right to extend the program past December 22, 2017, with or without modifications

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Value proposition

JENE/JACE 7 is EOL, JENE/JACE 3/6 is EOL within 12 months. Support for R2 has ended.

JENE PC 8000/JACE 8000 is positioned as a long-term replacement for all R2 and Niagara AX platforms

- **Supports Niagara AX and Niagara 4**
 - Single platform reduces inventory and support costs
 - Lower upgrade effort and cost using NiagaraAX-to-Niagara 4 migration tools
- **Powerful processor, integrated WiFi, modular tool-less design**
 - Lower cost of installation and operation
 - WiFi provides wireless connectivity to multiple platforms, lower cost of access
- **Availability of new Niagara 4 features**
 - Dashboards
 - Niagara Analytics
 - HTML User Interface
 - Advanced charting, templating
- **Cloud-ready platform**
 - Connects to Niagara and third-party cloud applications
 - Backup as a Service included – Always a backup DB available
 - Savings from available cloud applications and protection from loss of data
- **Cyber security** – The most secure automation platform available
 - Utilized in the most secure environments in DOD, financials, retail, data centers

JENE PC 8000/JACE 8000 Trade Up Growth opportunities

Many end users need a compelling argument to upgrade before EOL of a BAS solution

- JENE PC 8000/JACE 8000 Trade Up can help you convince customers to start implementing immediately
 - Energy and operational savings can help fund a program
 - JENE PC 8000/JACE 8000 Trade Up will drive new projects and service tail

Gives you an opportunity to revisit your Niagara install and deployment base

- JENE PC 8000/JACE 8000 Trade Up can be a stand-alone upgrade program or part of a service contract
 - Use Niagara 4 as an incentive to have your customer sign a long-term contract
 - Offer a Niagara 4 upgrade as part of your service contract
 - Differentiates you from other service providers
 - Establishes a long-term relationship

JENE PC 8000/JACE 8000 Trade Up can save energy and operational costs

- JENE PC 8000/JACE 8000 allows access to advanced Niagara 4 features such as cloud services and analytics
- Customers are seeing 10% reduction in energy with new Niagara 4 features and analytics applications
- Cost-to-serve is reduced due to lower inventory, installation and service costs using Niagara 4

JENE PC 8000/JACE 8000 Trade Up

Operational, energy savings for end users

Why upgrade before EOL of a BAS solution?

- JENE PC 8000/JACE 8000 Trade Up can help you start implementing operational and energy savings programs immediately
 - Energy and operational savings can help fund a program
 - JENE PC 8000/JACE 8000 Trade Up will drive new technology, applications and solutions
 - Dashboards, templating, tagging, hierarchies, analytics
 - Advanced cyber security measures to meet changing IT requirements and can reduce risk
- JENE PC 8000/JACE 8000 Trade Up can be a stand-alone upgrade program or part of a service contract from a Niagara partner

JENE PC 8000/JACE 8000 Trade Up can save energy and operational costs

- JENE PC 8000/JACE 8000 allows access to advanced Niagara 4 features such as cloud services and analytics
- Customers are seeing 10% reduction in energy with new Niagara 4 features and analytics applications
- Cost to maintain a BAS is reduced due to lower inventory, installation and service costs using Niagara 4
- Analytics and advanced applications can provide operational savings that can far exceed energy savings due to fewer truck rolls and better focus of resources

Lower lifetime costs by purchasing at trade-in prices now

- Implement your upgrade before EOL or technology changes

JENE PC 8000/JACE 8000 Trade Up FAQs

Q: JENE PC 8000/JACE 8000 Trade Up is intended to provide a bundle discount to the JENE PC 8000/JACE 8000 hardware, software and SMA. What parts are specifically covered to say the discount is 20%?

A: The “bundle” or “order” that will realize the discount is a JENE PC 8000/JACE-8000 + NC-8xxx + SMA-8xxx-1YR-INIT. It does not apply to additional accessories, drivers or software options.

Q: What happens to drivers not covered by this program?

A: Drivers that are distributed by Lynxspring and drivers that are supported in Niagara 4 will be provided. Third-party drivers are not covered – please contact your Business Development Manager for specifics.

Q: Are JENE PC 8000/JACE 8000 expansion modules covered in the discount?

A: Not at this time. Contact your Lynxspring representative for consideration.

Q: Is JENE PC 8000/JACE 8000 IO R covered in the discount?

A: Not at this time. Contact your Lynxspring representative for consideration.

Q: Are demo JENEs/JACEs included in this program?

A: No, the program does not cover legacy demo JENEs/JACEs.

Q: Are Supervisors included in this program?

A: R2 and Niagara AX Supervisors can have complex feature sets and are not part of this specific program. However, there are existing programs and part numbers to upgrade these platforms. Contact your Lynxspring representative for specifics.

Q: How is the unit returned to Lynxspring?

A: Return is not required if the partner agrees to destroy/recycle the unit in the field, per the JENE PC 8000/JACE 8000 Trade Up Program Terms and Conditions document.



FAQs continued

Q: What if Lynxspring finds a deactivated unit from the JENE PC 8000/JACE 8000 Trade Up still in use?

A: Lynxspring will cancel the discount on the impacted order and will invoice the partner for the full partner price. The partner may also be will be excluded from participating in the program for future orders.

Q: How long will the JENE PC 8000/JACE 8000 Trade Up be active?

A: While the overall procedure will remain active for the next few years, the discount levels will be subject to change. The current discount program is valid for orders received by December 22, 2017.

Q: Is the Security JENE included?

A: Yes, the 601 is included in the Trade Up Program. The new security application will not be released until the 2nd quarter of 2018. The Trade Up Program allows you to be prepared with the new PC8000.

Q: Will the upgraded PC8000s only include the drivers that were on the upgraded host ID?

A: The upgrade PC8000's are standard core licenses with all the standard drivers that come on the PC8000.

Q: What is my credit amount for each of the AX or R2 controllers I upgrade?

A: The credit for all upgraded controllers is the same - 20% off the replacement controller cost regardless of the controller upgraded.

Q: What controller do I upgrade to?

A: Size your N4 PC8000 controller based on the unit you are replacing, by device and point count.

Q: I pulled controllers out of customers locations and they are sitting unused. Can I upgrade them?

A: Yes, any controller in use or not, so long as they have a valid host ID associated with them on Niagara Central may be upgraded. If they are not in use, you can select any device count core PC8000 you would like and add to your inventory.

FAQs continued

Q: If my AX controller has BACnet IP, will I get a credit in my account for that BACnet driver to use later since the PC8000 already includes the BACnet IP driver?

A: No, you do not get a credit for drivers that are duplicated on the PC8000; you will be receiving all PC8000 standard drivers in the Trade Up Program controller with the discount. In nearly all cases, you will be receiving more drivers per host ID than you started with. This is an excellent value.

Q: Can I trade up other branded or locked license controllers?

A: Yes, the Trade Up Program allows you to upgrade any brand controller with a valid host ID. This includes a valid controller host ID with locked or unlocked license. As with any controller upgrade, the host ID must be valid and the old controller must be destroyed.

FOR OEMs: Please specify if you are upgrading to your own brand or if you wish to upgrade to a JENEsys brand. You have both as an option. Only valid if you have branded the core licenses for the JENE-PC8000.

Q: How do I get the 30% discount?

A: You must order 45 or more eligible controllers on one Purchase Order. The PC8005 and the PC8010, regardless of quantity, are only eligible for the 20% discount not the 30%.

Q: What happens to my upgraded controller?

A: The valid old host ID will be deactivated in Niagara Central and you are required to destroy the old controller.

Q: If I replaced a controller under warranty or not, may I upgrade the old controller?

A: No, the host ID from the replaced controller was already moved to a new controller; therefore, the old hardware no longer has a valid host id. The replacement controller with the valid host ID is valid for upgrade.

Submit PO to orders@lynxspring.com with **TU2017** and old host IDs.



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For questions, contact your Lynxspring
business development manager at
sales@lynxspring.com.

To order, contact orders@lynxspring.com.