



Google + AECOM Request for Information

Robert Hemmerdinger, Chief Sales and Marketing Officer

AGENDA

WELCOME

- Introductions
- Delta Controls Overview
- Bay Area Support
- Technology
- Working With Delta Controls

DELTA CONTROLS INC.

Headquarters in Vancouver BC
Innovating Since 1986

We are a **campus of innovation**, growth, differentiation, empowerment

We believe a **collective vision** surpasses an individual one.

We **respect our roots.**

We are proactive, providing the unexpected extra to **create ‘Wow.’** 🍪

We **make the world a better place** by reducing energy consumption and creating better experiences.

We take **extreme ownership**, move quickly & succeed together.

We believe **leadership is a responsibility**, not an entitlement.

We are guided by **facts & data.**

We treat every external interaction as a **moment of truth.**

We debate, learn, celebrate & **deliver.**

We **believe** it can be done.



DELTA ELECTRONICS OVERVIEW



Dedicated to Providing:

- Building Automation
- Industrial Automation
- Telecom Power Systems
- Passive and Magnetic Components
- Networking Products
- Visual Displays
- Datacenter Infrastructure
- Renewable Energy and Energy Storage
- EV Charging Infrastructure

2020 global revenue: US \$9.6bn



PARTNER BAY AREA CAPABILITIES



SOUTHLAND INDUSTRIES

Revenue \$1B
Local Office: Union City, CA
Delta Partner: 2004
Local BMS Employees: 35



EMCORE GROUP / MESA ENERGY

Revenue \$5B
Local Office: San Leandro, CA
Delta Partner: 2003
Local BMS Employees: 45



SYSERCO

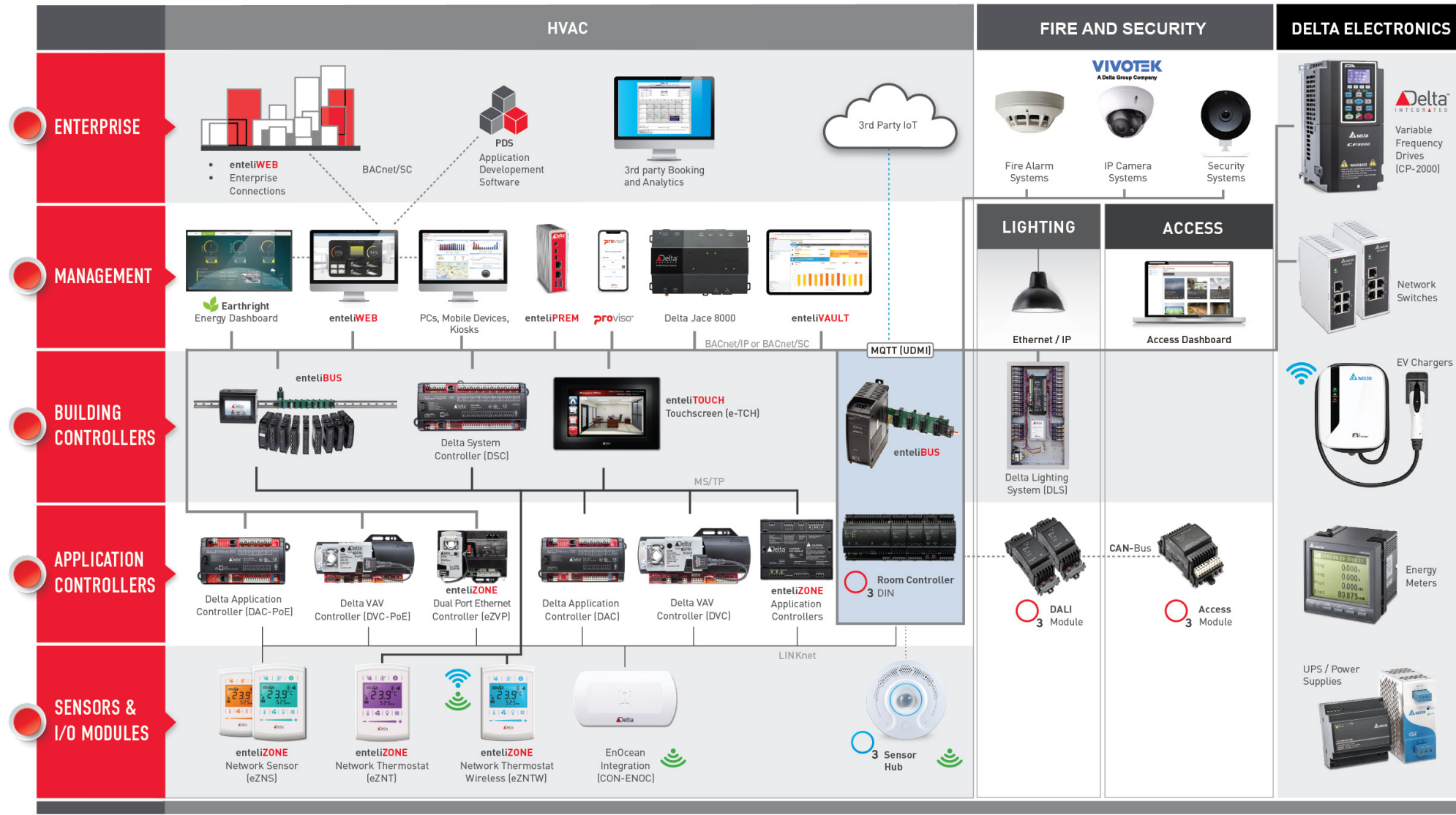
Revenue \$70M
Local Office: Fremont, CA
Delta Partner: 2019
Local BMS Employees: 45



ENVIRONMENTAL SYSTEMS INC.

Revenue: \$58M
Local Offices: Santa Clara, CA
Delta Partner: 2010
Local BMS Employees: 30

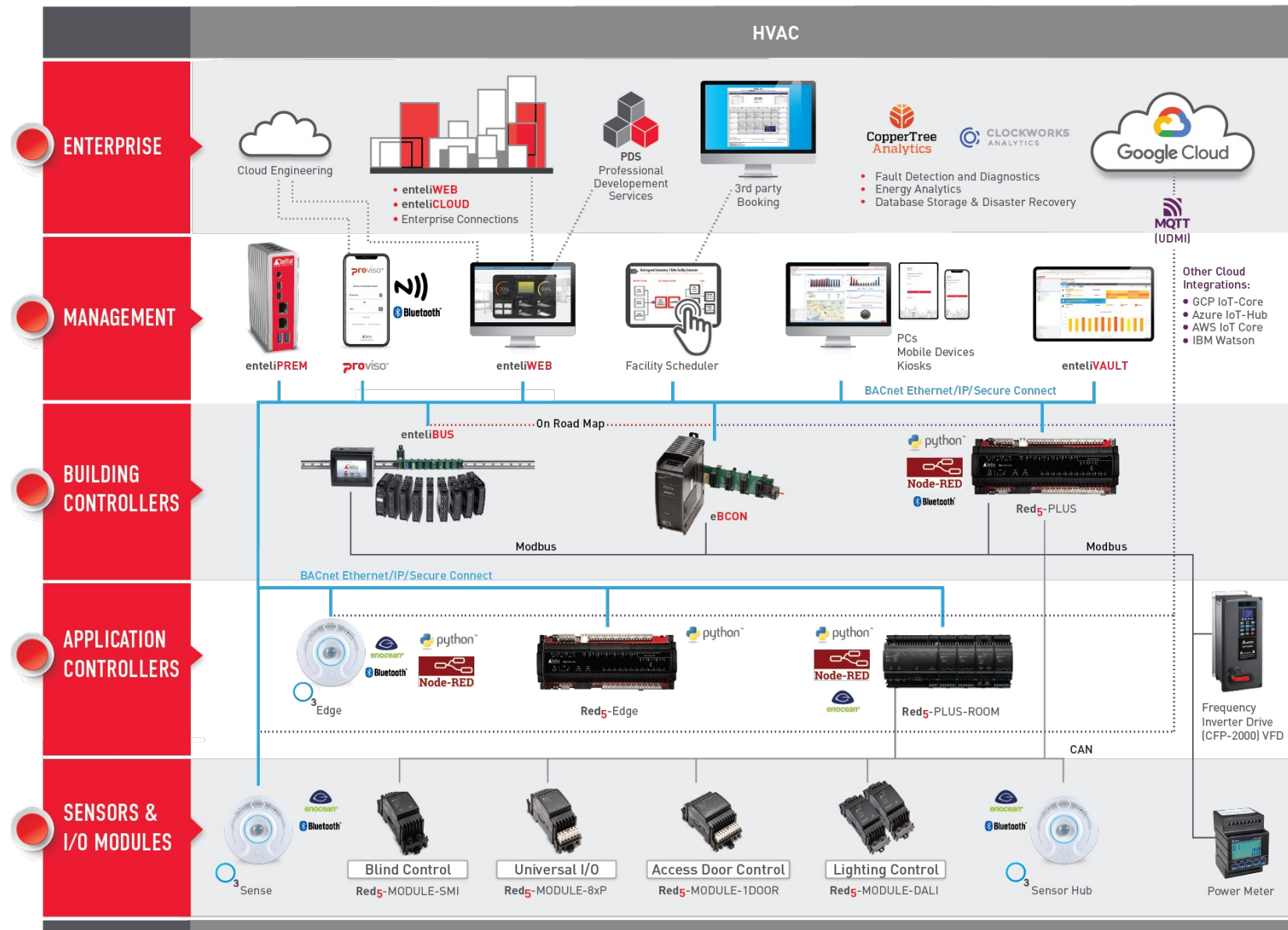
SYSTEM ARCHITECTURE



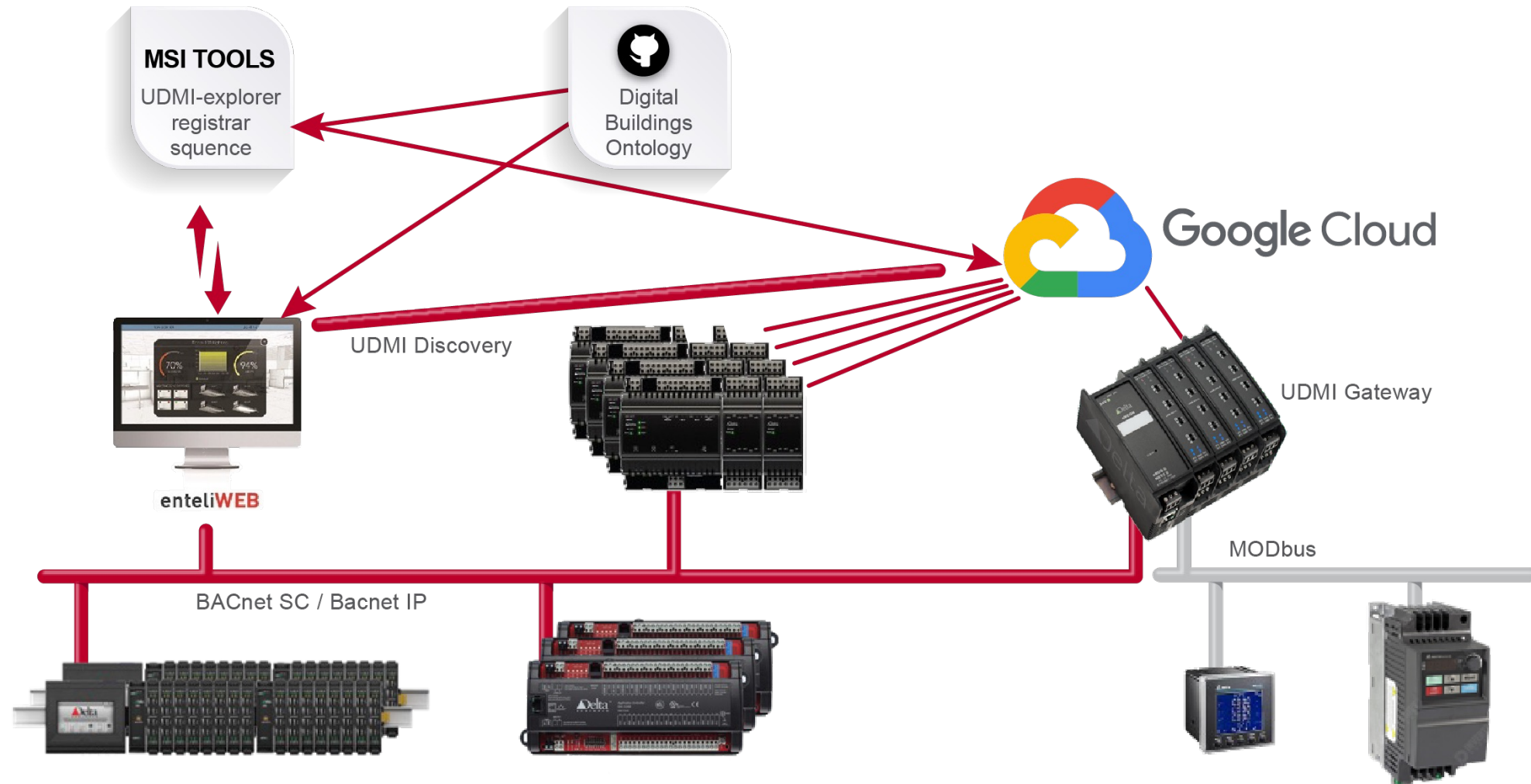
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IoT SYSTEM ARCHITECTURE

- Architecture physically flattens over time as most devices move to IP
- Logical levels of products shift over time
- Continue standardization to open protocols
- Management software at the system or Enterprise level are focused on data sharing
- Standardization of data access and APIs advance
- Sharing of data to more third-party organizations
- AI/ML will continue to propagate at the enterprise, system and edge level of devices



UDMI ARCHITECTURE



DAQ COMPLIANT & SMART READY DELTA CONTROLS EQUIPMENT



BMS CONTROLLER
Smart Ready



EDGE CONTROLLER
Smart Ready



ROOM CONTROLLER
Smart Ready

GOOGLE PROJECTS DELIVERED

6 Pancras Square,
London



S2 Handyside
Street, London



X1 Handyside
Street, London



Spruce Goose Hub, Playa Vista, CA



Neon Gdansk,
Poland



Warsaw Hub,
Poland

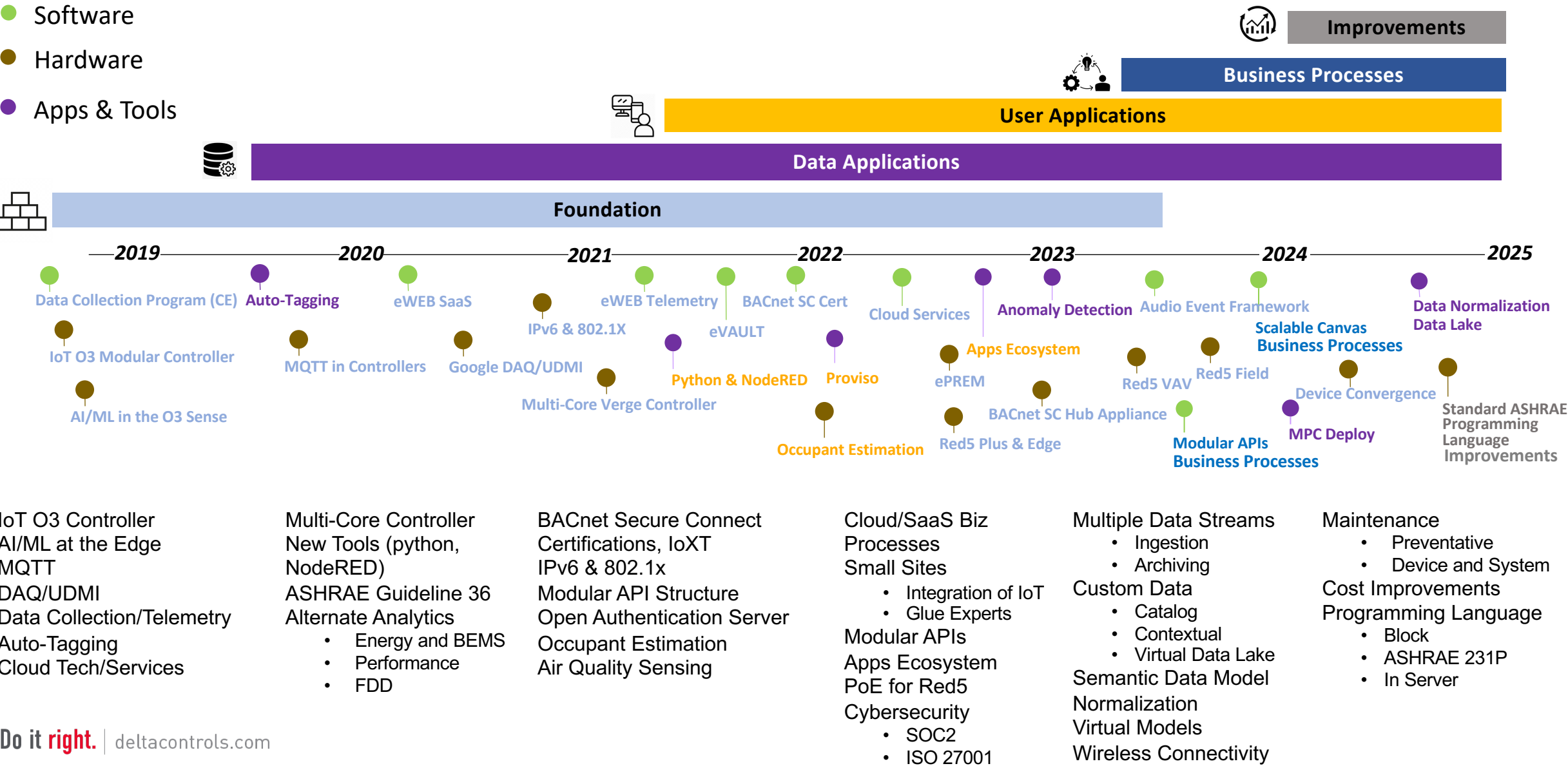


100 Liverpool
Street, London



IoT ROADMAP

- Software
- Hardware
- Apps & Tools



DELTA CONTROLS CYBERSECURITY PROGRAM



Do it right. | deltacontrols.com

BACnet Secure Connect

- BACnet/SC Adds Encryption and Authentication

Delta Controls Security Processes and Advisories

- Best Practices based on OWASP, ISO 27002, and IEC 62443 4-1
- Delta Controls monitors and reports cybersecurity threats
- Dedicated product development security team

Report Vulnerability

- On-line Vulnerability Reporting

Cybersecurity Communication and Bulletins

- Opt in for News and Bulletins

ENGAGEMENT TEAMS



David Ritter
BACnet Committee
Life Safety and Security WG Lead
Network Security WG
Lighting Applications WG



Corey Balfour
BACnet Committee
Objects and Services WG
Data Modelling WG



Caleb Weathermon
BACnet Secure Connect Interoperability
Acceleration Program



David Szutu
Managed BACnet Working Group



David Amos
ASHRAE Guideline Project Committee 36
ASHRAE SPC 231P Committee



Drew Perrin
Vision 2030 Committee



Jayson Bursill
ASHRAE TC 1.4 Control Theory & Application
ASHRAE HQ Tech Advisory Sub Committee
ASHRAE SPC 232P – Schema-Based
Building Data Model Protocols



Nathan Hampton
ASHRAE Guideline Project Committee 36
ASHRAE SPC 231P Committee



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BACnet Committee
Life Safety and Security WG Lead
Network Security WG
Lighting Applications WG



Caleb Weathermon
BACnet Secure Connect Interoperability
Acceleration Program



David Szutu
Managed BACnet Working Group



Greg Jaman
IoXT Co-Chair Building Controls WG



Gamal Mustapha
IoXT Building Controls WG



Greg Jaman
Google BOS UDMI WG



Greg Kendall
Google BOS UDMI Working Group



John Brough
Google BOS UDMI Working Group

- **Advancing** and solving the needs of the stakeholders in our industry
- **Collaborating** and **Developing** technology and standards
- **Guiding** and **Influencing** industry directions



Gamal Mustapha
Matter CHiP & Data Modelling Working Group



Drew Perrin
Matter CHiP & Data Modelling Working Group



Scott Sharp
Matter Access Control Working Group

DIRECT RELATIONSHIP WITH DELTA CONTROLS

THIS IS HOW WE DO IT

- Dedicated Client Management Team
- Professional Development Services
- Global and Approachable
- Standardize Pricing
- Procurement Options
- Technical Support
- Training
- Supply Chain Transparency



TRAINING

BECOME AN EXPERT

- Classroom courses offered throughout the year
- Classes held in-person globally (Including Delta Controls HQ)
- Comprehensive eLearning via George University
- Virtual training options
- Train the Trainer program where we show you how to become a Delta Controls Expert

Over 15,000 Technicians Certified



TECHNICAL SERVICES

HOW WE SUPPORT YOU

- Live chat via George Support
- Email support
- Web portal ticket generation
- Phone support
- Remote site connection

Over 1,000 support tickets a month with 80%
replied in less than 1 hour



SUPPLY CHAIN

STRATEGY

What we did to mitigate supply chain disruptions

- Multi-million-dollar Investment in new machines 4X faster
- 150% Increase in on-hand stock
- In-house R&D with more than 800 working years of experience
- 18% R&D expenditures annually
- R&D team redesigned products minimize out of stock issues
- 97% of all Delta Controls product line is ready to ship today





Q+A

Questions + Answers

APPENDIX

DELTA CONTROLS FOLLOW UP

