



Distech Controls, Inc. : Recipient of the
2007 North American Building Automation Systems
Growth Excellence of the Year Award



“Partnering with clients to create innovative growth strategies”

2007 North American Building Automation Systems Growth Excellence of the Year Award Award Recipient: Distech Controls, Inc.

The 2007 Frost & Sullivan Growth Excellence of the Year Award in the North American Building Automation Systems Market is presented to Distech Controls, Inc. for sustaining exceptional growth by successfully expanding its product coverage and penetrating new geographical markets. Distech Controls' products continue to provide customers with the tools to improve building efficiency, maximize cost savings, and reduce greenhouse gas emissions.

Growth as a Function of Innovation and Expansion

Distech Controls is a supplier of open building automation systems and an industry leader in providing complete BAS. In 2006 Distech Controls launched 16 new products as well as its highly valued line of wireless communication technology.

In terms of hardware equipment the company offers primary and secondary controllers, electronic controllers for HVAC and lighting, and communicating thermostats, among other things. The controllers range from programmable and customizable controllers to application specific controllers. Distech Controls offers two network management platforms:

1. Flat architecture solution for Lonworks including Lonwatcher network management tool, Londisplay GUI and LNS plug-ins for programming, configuration and monitoring – completely open allowing integration of multiple Lonworks products and
2. EC-Net web-based, multi-protocol solution, allowing integration of diverse systems and devices into a unified platform regardless of manufacturer or protocol. The performance of these products has facilitated Distech Controls to increase its visibility in the BAS industry and attain exceptional growth year after year.

From 2002 to 2007, Distech Controls has grown its overall revenues by 100 percent every year and has expanded into markets in Europe, Middle-East, Australia, and China. In terms of revenues, Distech Controls' North American market has maintained its growth of close to 60 percent every year. In 2006, the North American market represented 65 percent of revenues with the remaining 35 percent from other geographic regions demonstrating Distech Controls' ability to grow and expand in the global BAS market.

Expanding the Vision of Open Protocols and Wireless Solutions

Distech Controls offers end-users integrated BAS solutions to improve building efficiency and generate energy savings. The concept of open protocols provides great value to end-users who can integrate a building infrastructure and leverage all of the assets already contained within the building. Previously, these segments had been characterized by highly proprietary offerings with limited ability to interoperate. Distech Controls has brought to this space a comprehensive BAS solution that encapsulated the core functionality needed to create integrated building automation systems and energy management applications.

Distech Controls manages all the complex challenges of real-world integration and enterprise connectivity and enables building owners and managers to meet their business objective by controlling cost and energy consumption. So whether from a green building or energy management perspective, Distech Controls provides end-users with the means to increase efficiency and generate cost savings with free training and technical support.

Since the introduction of the Internet as a building automation tool, perhaps no other technology has had as profound an impact on the BAS industry as wireless technology. Distech Controls is well positioned to evolve with current and potentially nascent wireless BAS technology, which for the company translates into staying ahead of the competition. In this approach, Distech Controls provides end-users with the advantage of retrofitting a BAS with limited depletion of the buildings infrastructure that is usually related to taking down walls or causing extra amounts of carbon gas. The wireless solution by Distech Controls provides connectivity between controllers, sensors, and switches and is entirely battery-less which requires little maintenance.

Although there have been some concerns in the industry about the reliability of wireless, Distech Controls has addressed this concern by simplifying the wireless communication systems. Instead of providing all wireless networks, the simplified solution by Distech Controls communicates wirelessly only between the controllers and the sensors and not with the network, which remains wired for sound reliability. The chart below illustrates the company's key factors contributing to its Growth Excellency.



A Sound Inspiration towards Innovation

To realize its vision of wireless BAS solutions, Distech Controls has developed a strategic partnership with EnOcean, a leader in harvesting wireless sensors and switches that eliminate the need for line power or batteries. Distech controls recognized value for such a technology in the building automation space and integrated it to meet the needs of building owners. The vision contributed by Distech controls with the collaboration of its partners and alliances is moving green buldings towards more efficient and cost effective building automation solutions.

“Master Distributor” – Facilitating Healthy Bonds with Partners

From a global perspective, Distech Controls implemented its master distributor strategy to successfully service its international markets. The way it works is that Distech Controls enters into a contract or a joint venture with an existing building automation company to represent Distech Controls in a foreign region. Distech Controls collaborates with the partner company to provide training and documentation addressing local BAS challenges and available in the local language. This mutually beneficial alliance program has enabled Distech Controls to successfully expand its global market presence and helped its partners to further grow their businesses. Distech Controls has maintained a strong relationship with its channel partners, which has facilitated the company to understand the ever-changing end-user needs and in turn produce and deliver new solutions within a short period of time.

Distech Controls' market penetration strategy focuses on gaining recognition in geographical regions as well as specific end-user groups. The company has installations across several verticals including commercial, healthcare, and education. A strong product offering has enabled the company to establish a reputable and ever increasing presence across these end-user groups.

All these cumulative factors make Distech Controls the deserving recipient of the 2007 Frost & Sullivan Growth Excellence of the Year Award in the North American Building Automation Systems Markets.

About Frost & Sullivan

Frost & Sullivan, a global growth consulting company founded in 1961, partners with clients to create value through innovative growth strategies. The foundation of this partnership approach is our Growth Partnership Services platform, whereby we provide industry research, marketing strategies, consulting and training to our clients to help grow their business. A key benefit that Frost & Sullivan brings to its clients is a global perspective on a broad range of industries, markets, technologies, econometrics, and demographics. With a client list that includes Global 1000 companies, emerging companies, as well as the investment community, Frost & Sullivan has evolved into one of the premier growth consulting companies in the world.

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