

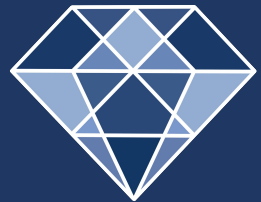


Ziva Tech Solutions

Driven by Knowledge

Mission Statement:

At Ziva Tech Solutions we want to provide end-to-end Full-Stack support involving database management, back-end/front-end development, and client-focused MBCx strategies. Allow us to help you with your next project and you will see the Ziva difference, where you are more than just a customer.



The Problem

In the Building Automation and Energy industry the primary categories facility owners and managers face is controls, energy and comfort.

Every building has some form of controls that helps building operators effectively manage the building's HVAC systems. Having controls alone doesn't guarantee good performance, efficiency, and comfort.

Having effective strategies and taking action to ensure equipment operations meet the building's comfort requirements and minimizes energy consumption is an afterthought.

The Solution

- We will work with you to maintain existing or implement new strategies for maximizing building performance and energy savings
- Full SkySpark FDD solution that includes setup, collection, and management
- Data analysis through automated fault detection and diagnosis (FDD) to identify issues or opportunities
- Track improvements based on the analytics and verifying savings

Market Size

\$15 Billion

Current

30%

Annual Growth

\$68 Billion

2025 projection

What Ziva Offers

Software

- SkySpark
- Niagara framework
- DGLux
- Power Bi
- Periscope
- MQTT
- SQL Databasing
- Machine Learning

Services

- Expertise in SkySpark/Axon Programming/Analytic Rules/KPIs/Reports/Visualization
- Expertise in Niagara, Machine Learning, Periscope, DGLux, SQL, and standard IT work
- Custom SkySpark connectors to external APIs

Our Products

- [AeoTec](#) Z-Wave smart devices
- Indoor Air Quality (IAQ) devices and thermostats (inquire for details)
- SkySpark import scripts for Siemens Desigo, Johnson, StruxureWare, Bacnet, Niagara, Automated Logic, and Alerton
- T-Star (portable server for running SkySpark)
- Licenses for Niagara, Periscope, and DGLux
- Niagara Drivers
- Niagara JACE
- Hubitat or Samsung SmartThings Connector for SkySpark with 10 devices (enables Zigbee & Z-Wave device integration)
- EPA Connector (air quality data) for SkySpark
- Android or iPhone app for mobile SkySpark push notifications
- 71 sparkRule library (one purchase per end user)

There's more!

We offer training and mentoring for:

- SkySpark
- DGLux
- Periscope
- Niagara
- SQL
- Machine Learning
- And more!

Current Revenue Stream

As a small startup we currently have a good revenue stream that mostly consists of hourly project work on SkySpark plus some of our products that we make. In some of these projects we use machine learning to help detect electrical energy consumption anomalies which can be used on hundreds of buildings to detect the anomalies. We also created a phone app that can be used with SkySpark and many more hourly projects that our team is working on.

How do people know about us?

Our founder and CEO Adam Wallen was SkyFoundry's first W2 employee and lead trainer. He was with them for 8 years supporting some of SkyFoundry's first customers and writing training materials. Adam also travelled around the world getting people excited about data analytics and SkySpark. Many of the friends Adam has made along the way, we now proudly call customers of Ziva.

Competitive Advantage

- SkySpark is one of our core competencies
- Maintain a recognized presence in the building automation and energy industry
- Build and promote long-term relationships with growth, service, and while being solution-oriented
- Built an efficient business model that keeps overhead low, productivity high, and the company nimble
- Machine Learning
 - Have a committed dev team of PHD's
 - Detect electrical energy consumption anomalies across hundreds of buildings
 - Predictive algorithms
- 100+ years of combined experience
- Back-end, front-end, and full stack dev solutions