

November 29, 2005

Dear Honeywell Business Partner,

We are pleased to announce that Honeywell International, Inc. has completed the acquisition of Tridium. Tridium has developed both an exciting and powerful development platform and a terrific product offering to enable cost-effective, flexible, and web-enabled building control solutions. As a current business partner of Tridium, Honeywell has gained significant insight into the potential of this technology. We are eager to drive forward with the vision of Tridium to become a multi-industry standard for machine-to-machine communications and controls. More importantly, we intend to immediately leverage this technology across the Honeywell building automation businesses.

We want to very clearly communicate how important your business is to us. You will not see significant changes in how we meet your day-to-day needs and we fully intend to maintain the brand, channels and products that you have been leveraging in the marketplace. You are a core part of the value of this business and we intend to strengthen the value we can bring to your business in the future.

As we move forward with integrating Tridium and its employees into Honeywell, we have set several priorities:

1. **We will minimize disruption to current channels.** Marketing and press releases will reinforce that Tridium will continue to offer its products through the Vykron channel. Derivatives of the core Tridium technology already leveraged by multiple companies and brands (including Honeywell's WEBs brand) will continue to provide the market with a broad product offering.
2. **We will not accept losing any customer and we will be 110% committed to growing our customers' businesses.** As our industry continues the trend of ongoing consolidation, customers can become confused. We believe a mature business model can include multiple channels and brands that maintain meaningful product and channel differentiation in the marketplace. We have already successfully implemented this model across a number of our current Honeywell businesses.
3. **Our intent is to keep Tridium and its leadership and core employee base in Richmond to ensure seamless support for you.** The visionary team that conceived of, developed and delivered this important technology will remain focused on continuing to enhance and pursue broader leverage and applications. One of the obvious strengths of Tridium is the solid technical and training support. There are no plans to change this business model.
4. **We will introduce you to the combined resources of Tridium and Honeywell.** We see many exciting opportunities to accelerate the development efforts that have been underway and on the Tridium product roadmap. The Honeywell WEBs branded product is already undergoing a significant development program to build automation wizards for its XL10 and XL15C product offering under the AX environment. This should be finished during first quarter, 2006.

If you have questions, please call your regular sales contact who will work with us to get you additional information as it relates to our partnership. Together, our future is bright and we are confident we will exceed your expectations as a partner in your business.

Regards,



Dave Molin  
General Manager  
Honeywell Building Control Systems