



IP Integrated Solutions

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September 2011

Honeywell

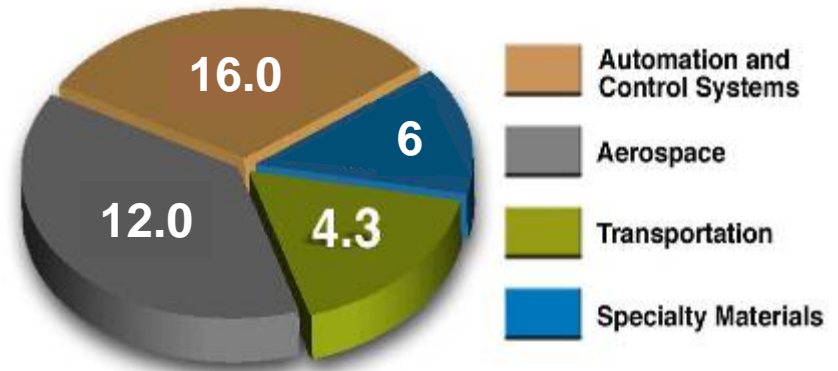
Agenda

- Why is IP Integration important ?
- What is IP Integration ?
- How can it help you win more business ?
- How Honeywell can help you ?

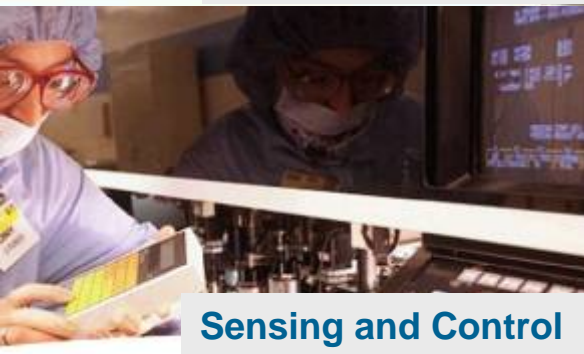
Honeywell at a Glance

\$38bn Fortune 100 company with a 120-year legacy of innovation

- 120,000 employees in 100 countries
- World-class manufacturing reputation
- Technology leader with 11,000 active patents globally



Honeywell Automation and Control Systems (ACS)



PROFILE

- \$16B Global Sales
- 70,000 employees
- Over 100 countries

STRENGTHS

- Technology Leader
- Large Install Base
- Leading Brands

GROWTH FOCUS

- Security, Energy
- Global Expansion



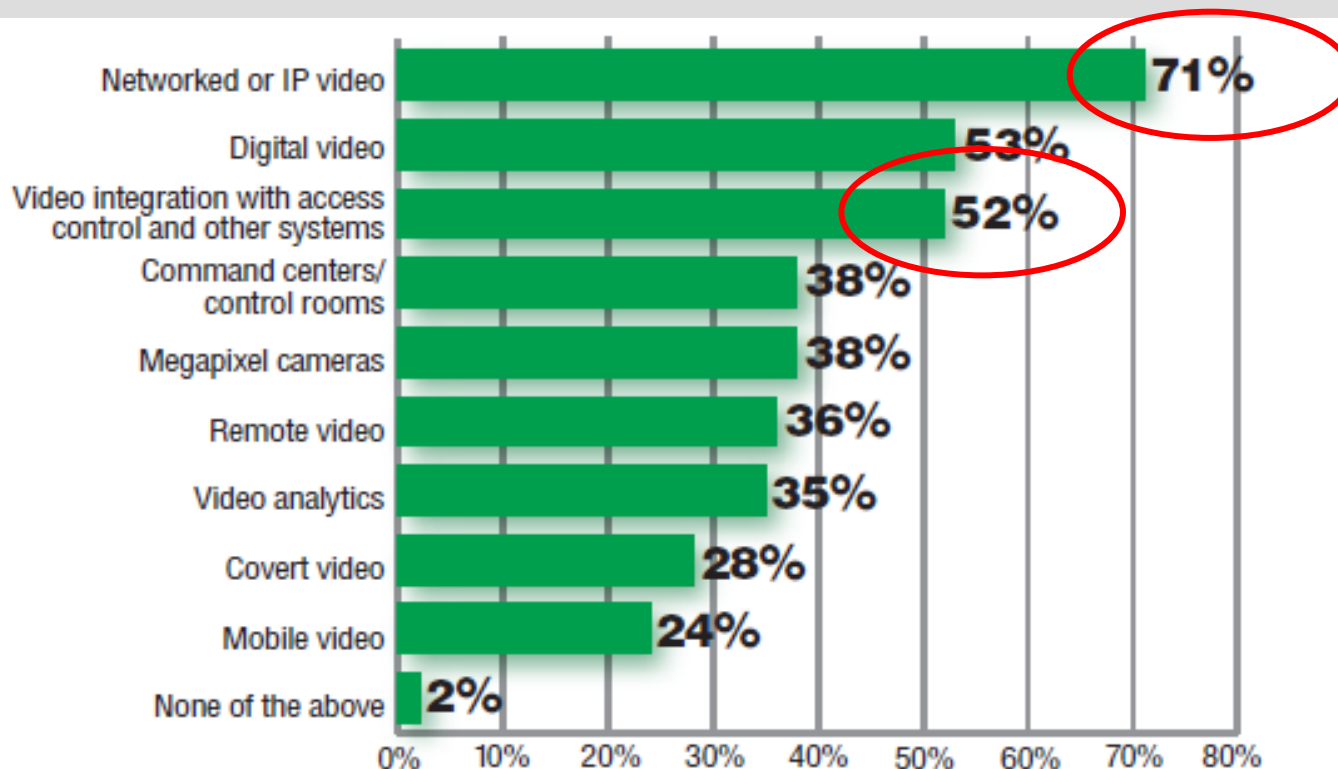
Honeywell Security Group

Global manufacturer of electronic security systems and solutions.

- **Businesses**
 - **Honeywell Security Group**
 - **CCTV, Access Control, Intruder**
- **Global Footprint**
 - **132 Offices**
 - **Over 40 Countries**
 - **Six Continents**
 - **Over 10,000 Employees**



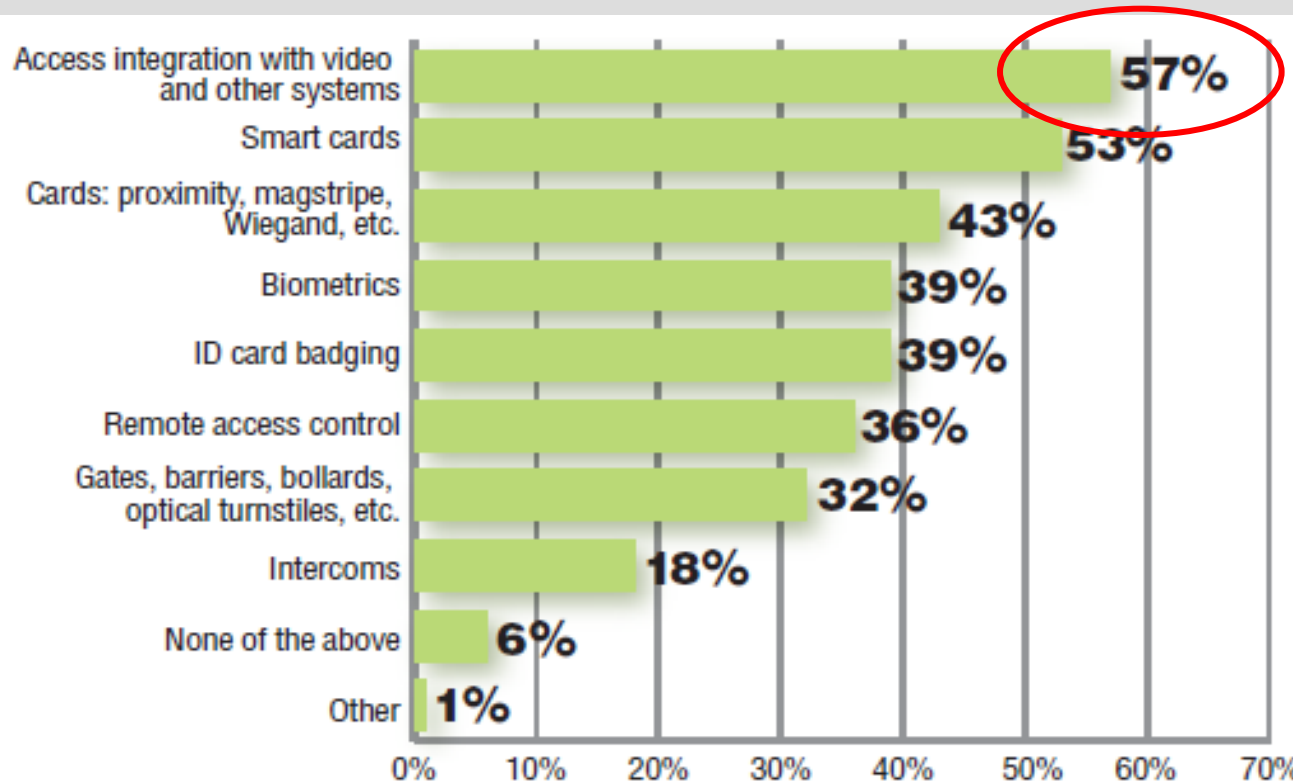
Why is IP Integration important ?



Source: SSI 2009 Corporate End-User Study

- End users see IP & Integration as key themes in video

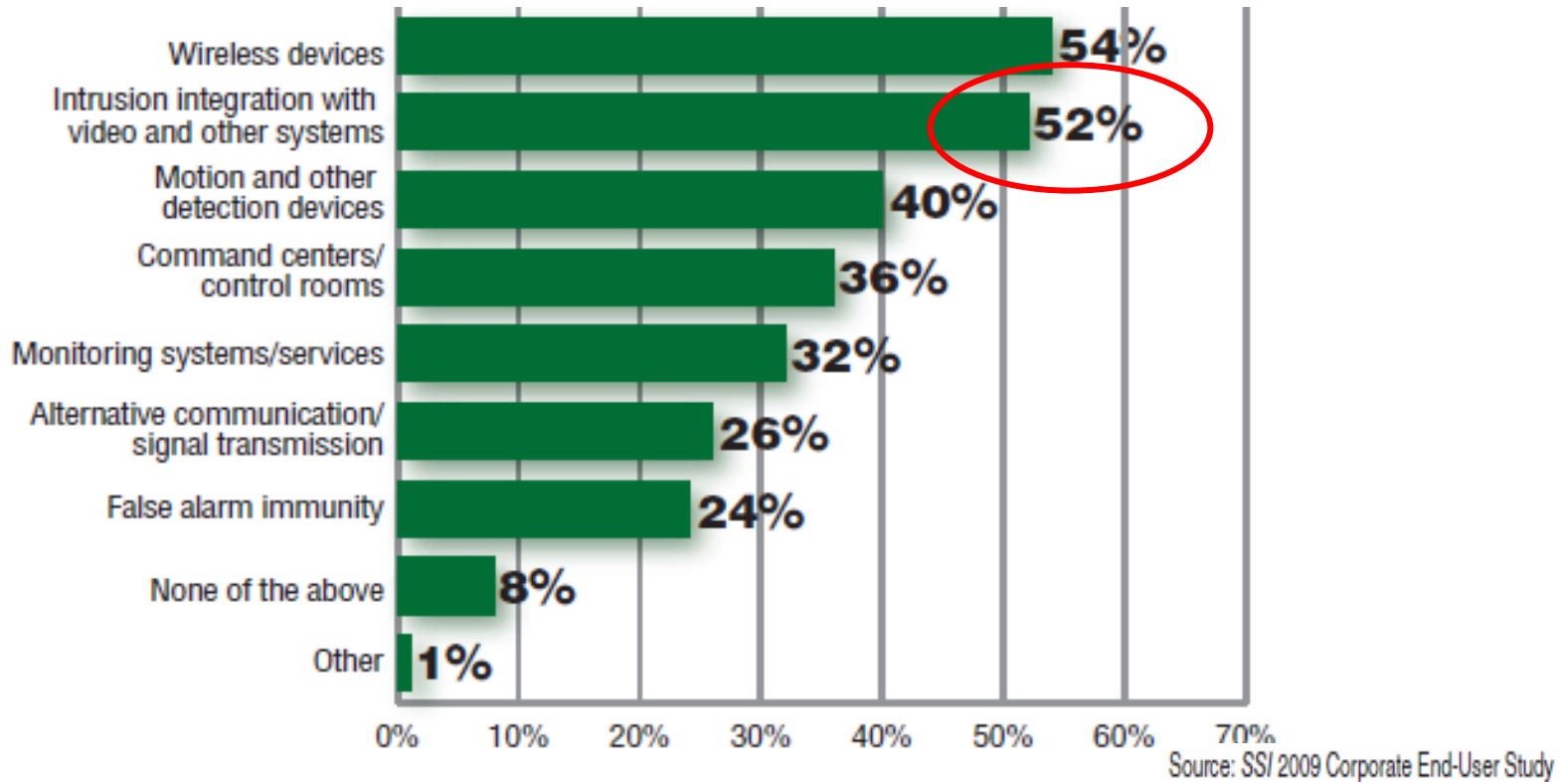
Why is IP Integration important ?



Source: SSI 2009 Corporate End-User Study

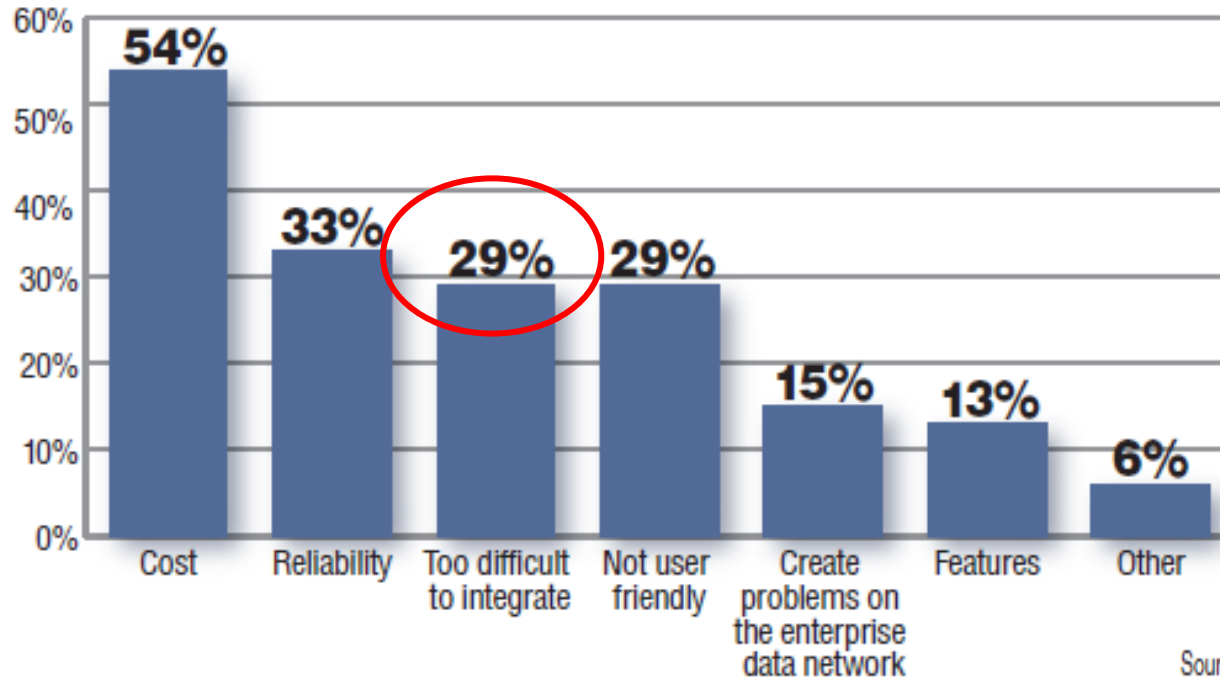
- End users see Integration as key in access control

Why is IP Integration important ?



- End users see Integration as key in intruder

Why is IP Integration important ?



- Difficulties of integration seen as a major area for complaint

Why is IP Integration important ?

... because there is another large business opportunity

- **Already seen that demand for IP is being driven by the market**
- **Demand for Integration also being driven by the market**
- **IP can make integration easy**
- **Clear benefits for installers & end users if can deliver**
- **Too important an opportunity to ignore it**

What is IP Integration ?



- Honeywell has strong market leading commercial solutions
 - video - Fusion DVR & NVR plus full analogue & IP camera range
 - access - WIN-PAK & NetAXS
 - intrusion - Galaxy Dimension
- Historically sold stand alone

What is IP Integration ?

High End Solutions

MaxProVMS Video Management Solution, ProWatch access control, Logical/Physical integration, LobbyWorks Visitor management



Software Analysis

Video Analytics,, People counting, data mining applications, retail POS, integration to Central station S/W



System Solutions

Fusion Hybrid DVR & NVR , modular matrices, WIN-PAK access control, Galaxy Dimension intruder range



Mid Tier Products

IP Cameras, Megapixel cameras, Speed domes, Smartcard & Biometric readers



Entry-level products

Performance Mini domes, bullet style cameras, HRDP DVRs, NetAXS Web based access control

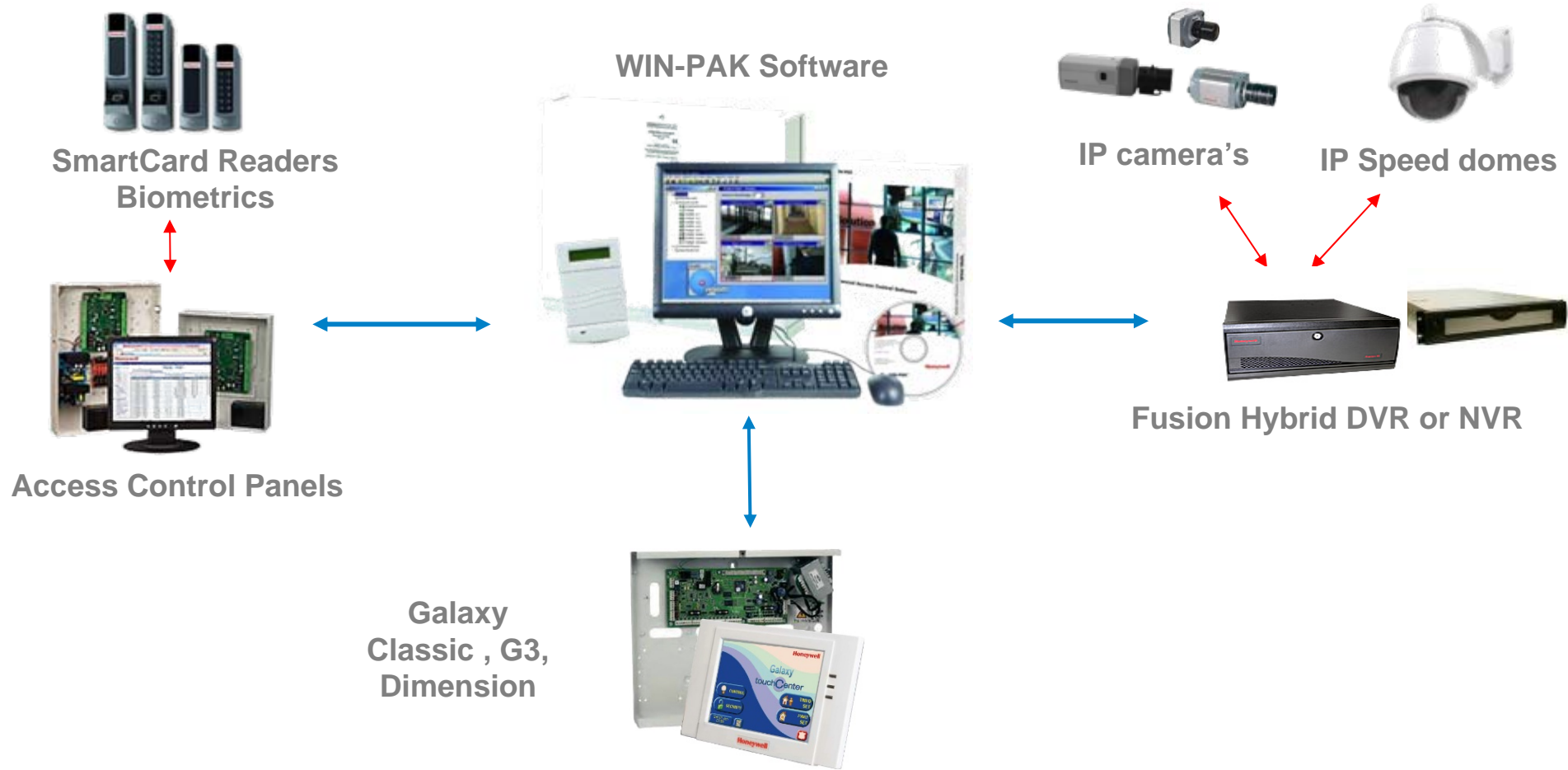


What is IP Integration ?



- Just hang everything off the IP network – simple

What is IP Integration ?



“Off the shelf” integration via WIN-PAK

What is IP Integration ?

- **Easy set up**
 - Access control system used as management platform
- **Easy scalability**
 - Small sites to multiple large installations
 - Flexibility in intrusion panels
 - Multiple CCTV options
- **Modular structure allows migration to unified security platform**
 - As security requirements increase
 - As funds allow

What is IP Integration ?

Retains key strengths of each system

- **Galaxy Dimension**
 - Touch screen keypad
 - Hybrid wireless

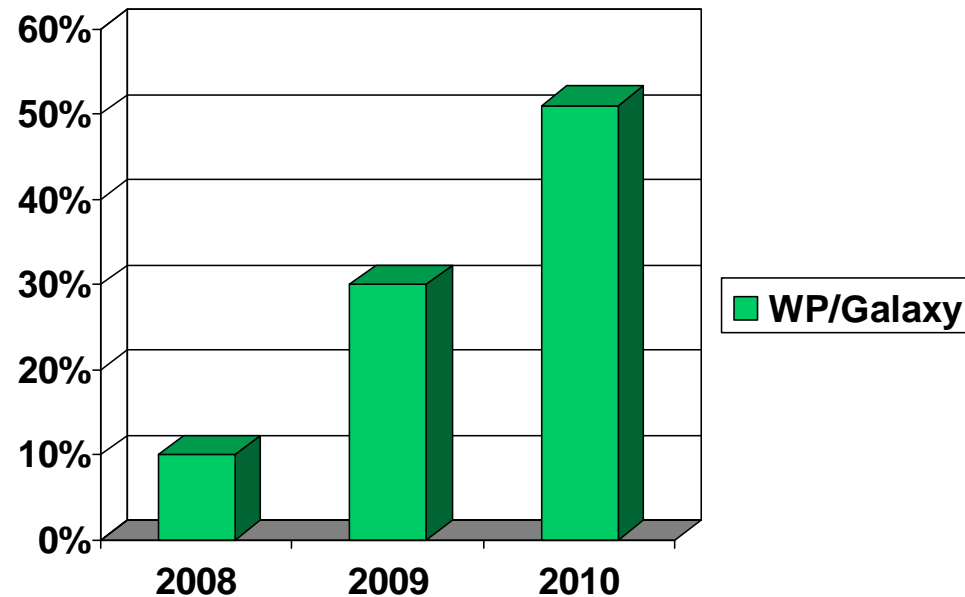
- **WIN-PAK**
 - Ease of use/Floor Plans
 - NetAXS IP access panel

- **Fusion**
 - Hybrid DVR or NVR solutions



What is IP Integration ?

Retains key strengths of each system



- **But brings new complimentary capability: 1 & 1 = 3**
- **50% of WIN-PAK software sold with Galaxy integration capability**

How can it help you win more business?

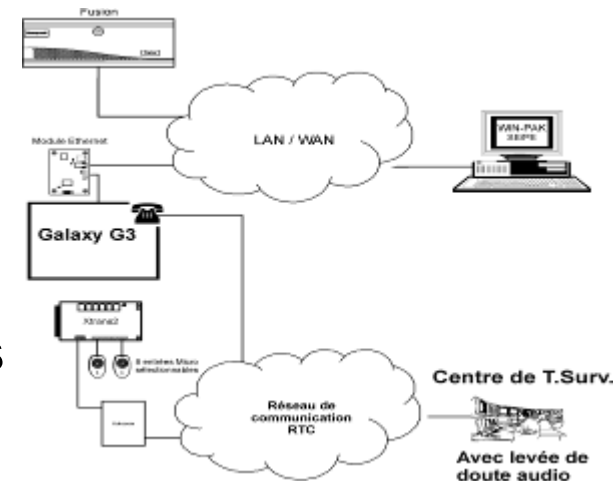
- **Typical project**
 - Large Government organisation
- **Wanting single seat control of an integrated security management platform**
- **Also wanted scalability**
 - 350 sites from small (3,000m²) to large sites (50,000 m²)
 - CCTV, intrusion, access
 - Stand alone and fully managed
- **Wanted future proofing**
 - IP backbone
 - Video analytics

How can it help you win more business?

- **HON IP Integration Solution**
 - Offsite remote intruder monitoring

- **HON IP identified as one of two main solutions**
 - won 70% of all installed sites

- **Key Benefits**
 - Single manufacturer: true in-house integrated solution
 - Local tech support teams
 - Scalability & upgradeability
 - Long term partnership



How can it help you win more business?

- **Typical project**
 - Large new UK Primary Care Centre
- **Driven by**
 - Main Contractor: Eric Wright Group
 - Also FM Management Company
- **Wanting**
 - Easy to manage
 - Flexible
 - Integrated Solution



“This system enables us to monitor the building inside and out so we are able to correct any issues before they turn into problems.”

Dave Hamilton, Facilities Manager, Eric Wright Group

How can it help you win more business?

- **System Integrator**
 - Black Box
- **Solution**
 - **WIN-PAK**
 - 104 doors with Omniprox Readers
 - Lift control
 - **16 channel Fusion DVRs**
 - IP cameras
 - **Galaxy Dimension**
- **Key Benefits**
 - Level of integration
 - Reliable single source solution

“The breadth of the Honeywell product range and our integrated solutions meant that Black Box could specify a complete security system from a single reliable supplier.”

David Barnes, Blackbox Security

“I’ve worked with Honeywell on a number of projects and the product range and level of integration on offer certainly makes life easier as an installer,” said Barnes. “Add to that the expertise, knowledge and professionalism of the Honeywell team both on-site and behind the scenes makes them our number one choice.”

How can it help you win more business?

- **Helps support upselling within your existing business base**
- **Helps migrate existing sites into the IP world**
 - Offer your customers ‘future-proofing’
- **Enables you to differentiate your security solution**
 - Allows end user to move to a sensible integrated solution over time
- **Opens up major new market opportunities**
 - But does not need a massive new skill set

How Honeywell can help you ?

- **Partner of Choice System Integrator Programme**
 - Sales & Marketing
 - Service & Support
 - Technical expertise
 - Training - Centres of Excellence

Honeywell



ADI
GLOBAL DISTRIBUTION

- **Working with ADI Global Distribution**



Your Partner of Choice in Security