

OPERATIONAL INTELLIGENCE

WE ARE
THE FUTURE 2021



Honeywell

HONEYWELL | OVERVIEW



Aerospace



**Building
Technologies**



**Performance
Materials and
Technologies**



**Safety and
Productivity
Solutions**

NYSE: **HON** | ~970 sites | ~110,000 employees | **Charlotte, N.C.** headquarters | **Fortune 100**

Represents 2018 sales excluding Garrett (the former Transportation Systems business) and Resideo (the former Homes and ADI global distribution business); Differences between segment sales figures and the sum of sales figures for the businesses within each segment are due to rounding

² Represents 2019E sales

HONEYWELL | SAFETY AND PRODUCTIVITY SOLUTIONS



+500 Million Workers Reach
5,000 Partners Eco-system
20,000 Global Workforce
\$6.3B Global Sales

OPERATIONAL INTELLIGENCE SUITE

Operational Intelligence is a centralized platform to manage the complete lifecycle, operational visibility and performance analysis of **assets, people and tasks** that can be deployed in the cloud or on premise.

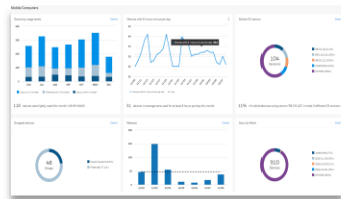
Unlike MDMs, Operational Intelligence enables you to **predict upcoming problems before** they happen and gain business insights into your operations where none existed before.

Unlike other asset intelligence platforms, OpIntel enables you to setup **automation** at the edge to manage issues in real time, and use new tools that enable you to act on the actionable insights all without requiring an additional MDM.



Ruggedized Asset Management

React to issues in real-time & reduce business impact



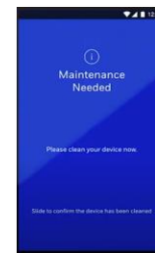
Data Analytics

Enables business/process optimization



Enterprise Connectivity

Extensible/Flexible to fit your needs



Edge Automation

Automatically manage the most common asset

OPERATIONAL INTELLIGENCE ENABLES TEAMS TO ACT UNLIKE THE NEXT BEST ALTERNATIVE

Traditional MDMs

Who needs it?

- IT



Strengths

- Asset Management
- Application Management
- Security Management

Challenges

- Data Visibility
- Showing hidden soft costs
- Eliminating TCO
- Only allows for reactive troubleshooting

Mobility Intelligence Solutions

Who needs it?

- IT
- Operations
- Finance



Strengths

- Data visibility
- Predictive Data Analytics
- Showing hidden soft costs
- Proactive issue response
- TCO elimination

Challenges

- Data only
- Relies on MDM
- No ability to act on actionable insights
- Only Mobility

Operational Intelligence

Who needs it?

- IT
- Operations
- Finance



Strengths

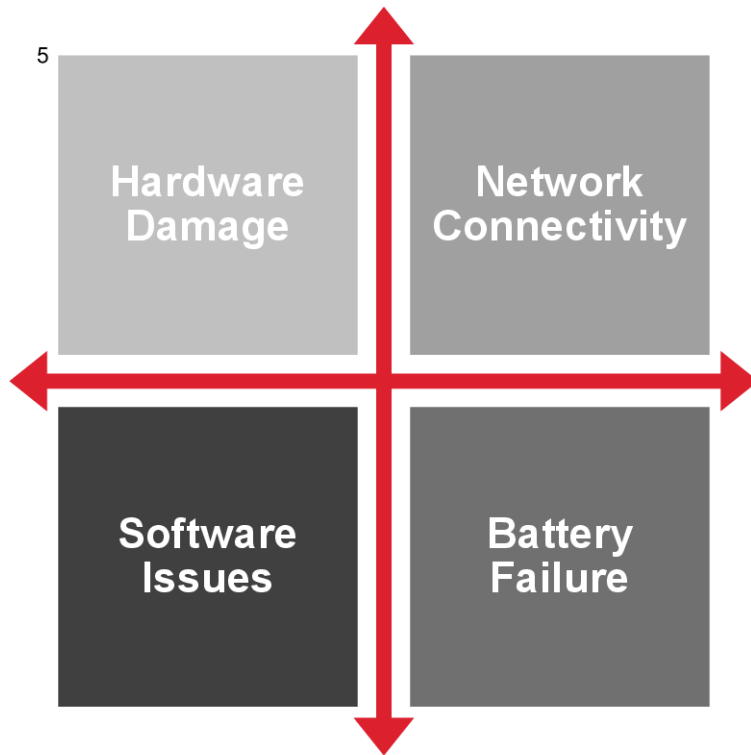
- Data visibility
- Predictive Data Analytics
- Showing hidden soft costs
- Proactive issue response
- TCO elimination
- Edge Automation
- Business Solutions for Operations teams
- Print & Scan

Challenges

- Honeywell Only for now.
- MDM lite

SOLVING REAL PROBLEMS

Leading Challenges Contributing to TCO



Impact of Those Challenges

- **60-110 mins lost** in mobile worker productivity **per issue**¹
- **40-60mins** of IT Support **per issue**²
- Batteries fail to support a shift **75% of the time**³
- **23% of device failures** are reported as no fault found⁴

NEW Solutions to Reduce TCO

- **Smart Actions** introduces **automation** at the edge that alerts workers on how to resolve and address issues when they happen.
- **APIs, New Actionable Insights, & Alerts** that predict issues before they happen and inform customers in real time.
- **Remote Device Triaging**
Allows customers all the data and tools to remotely access devices and make changes on the fly.

¹⁻⁵ TCO Models for LOB Mobile Solutions, VDC Research

**THANK
YOU**

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