



Connected Homes and Buildings . . . Enabling Benefits for Small- and Medium-Size Facilities

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Seattle, 11 March 2015

Growing In Homes

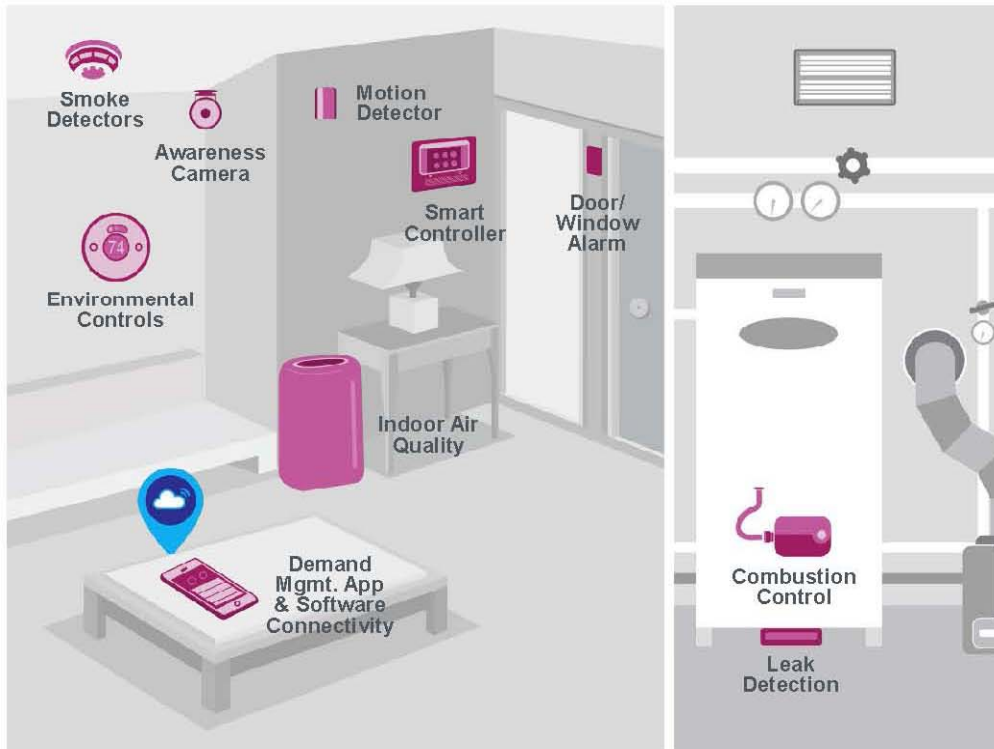
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Key Differentiators

- Industry Leader With Over 15M Systems Installed Annually
- Double Digit Growth From Connected Homes And Smart Devices
- Differentiating With Edge Devices, Software And Ecosystem Partners



- **Clear Leader In Comfort And Security**
 - Presence In 150M Homes Globally
 - Selling 9x More Thermostats, 2.5x More Security Systems Than Nearest Competitors
- **Extensive Global Reach**
 - Multi Channels, Unrivalled Sales Coverage
 - Expanding Retail, DTC, eCommerce
- **Innovative Product Roadmap**
 - Delivering Integrated Solutions
 - Unique Customer Experiences

Industry Leading Position In Fast Growing Space

Connected Homes and Energy Management

- Technology advances are accelerating the trend toward home energy management: connectivity, geo-fencing, occupancy sensors, active shutters/façades, . . .
- Connected thermostats save 20-29% energy use across the majority of the U.S. in cooling season (U.S. study)
- Payback time for thermostats and control valves is about 1 year (U.K. study)
- Wireless-enabled smart zoning can result in up to 40% energy savings



Connected Homes: Convenience Plus Energy Savings

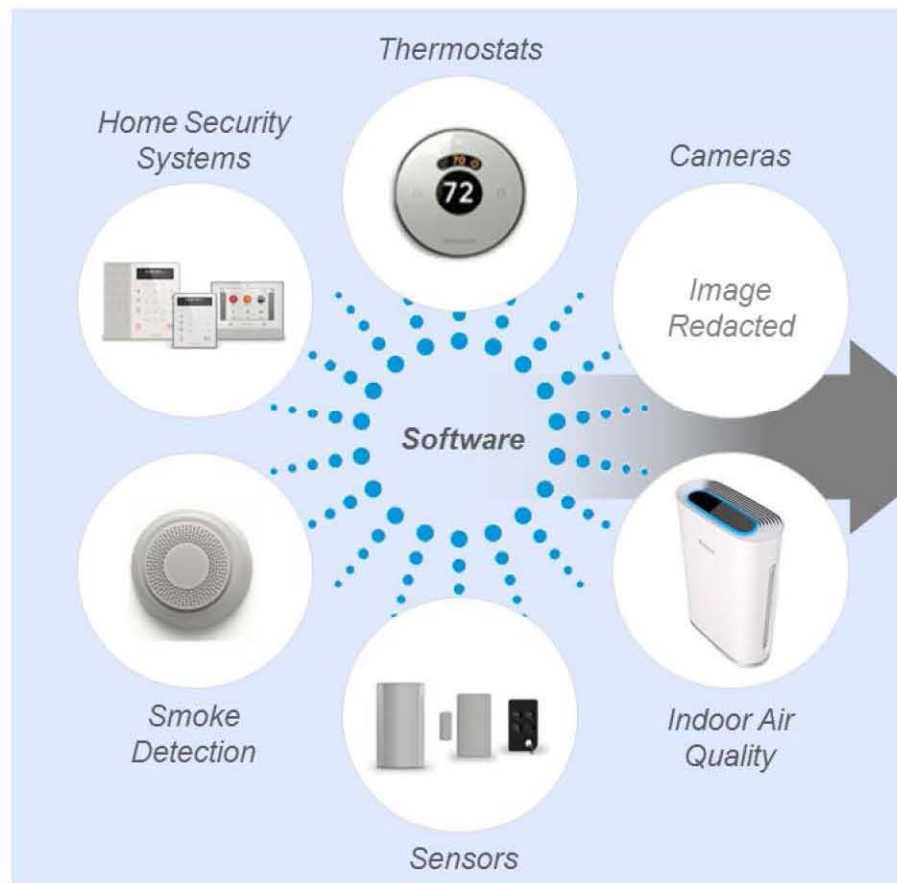
Connected Homes - Platform For Growth

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Core Technology And Innovation

*Connectivity Opening Attractive
Growth Opportunities*

2015 New Products



SaaS Offerings

World Class Partners

New Channels

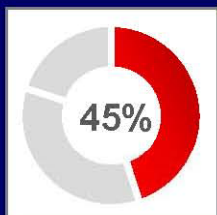


Double Digit Growth In Connected Homes

Growing In Buildings

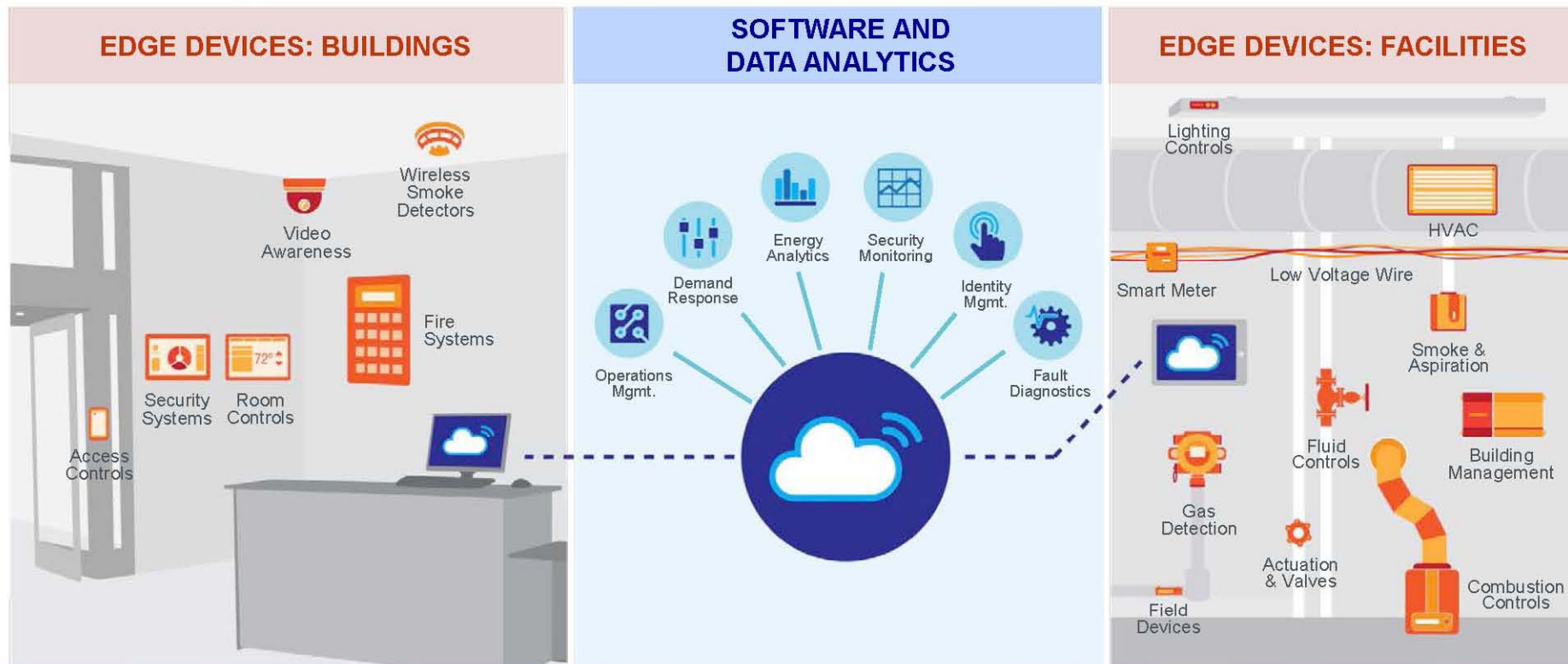
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Key Differentiators

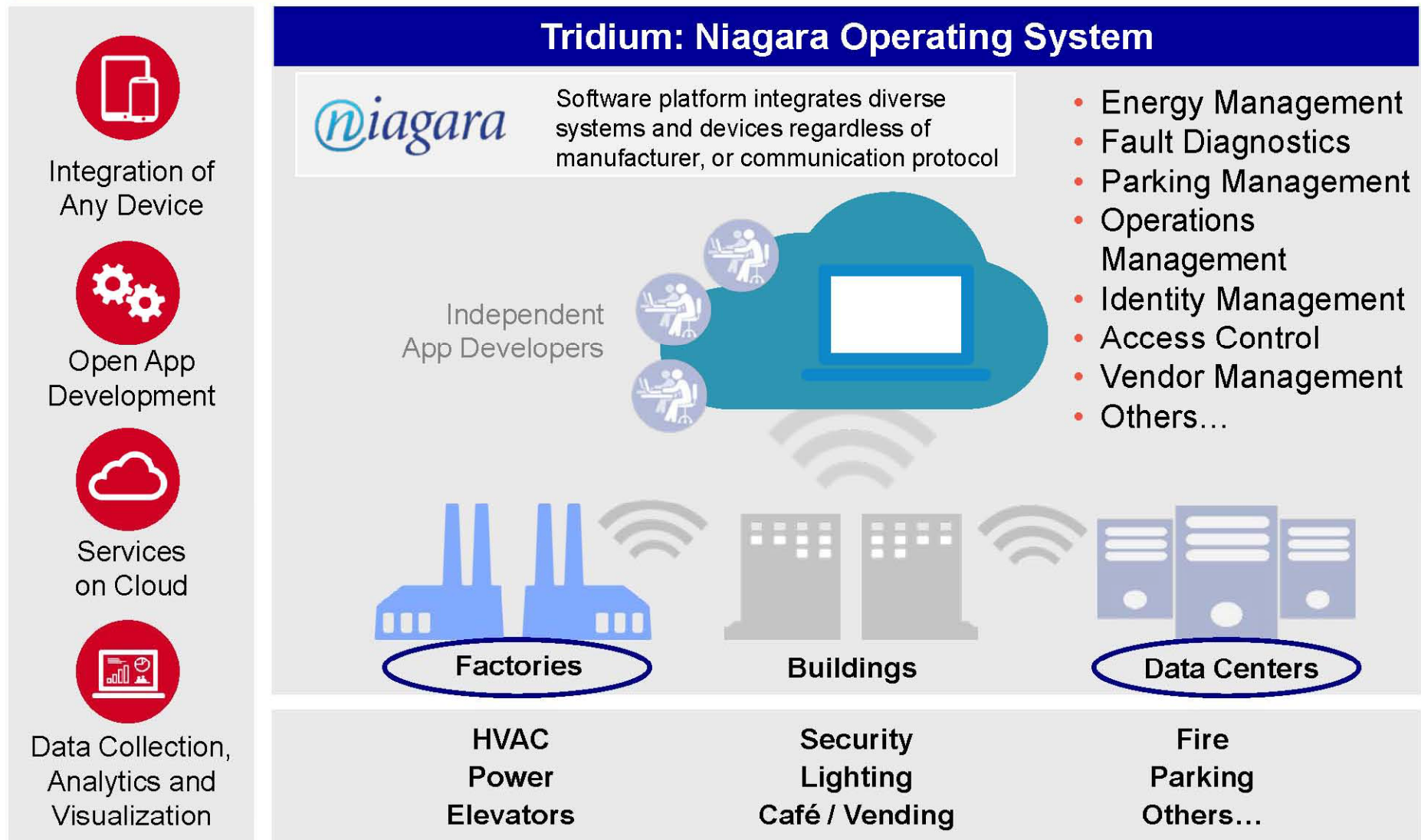
- Massive Installed Base: 10+ Million Buildings Equipped With Smart Devices
- Connected Buildings And Software Drives Double Digit Growth
- Industry Leading Open Software Platform Enables Building Integration



Unmatched Range Of Connected Solutions

IoT For Buildings, Factories And Data Centers

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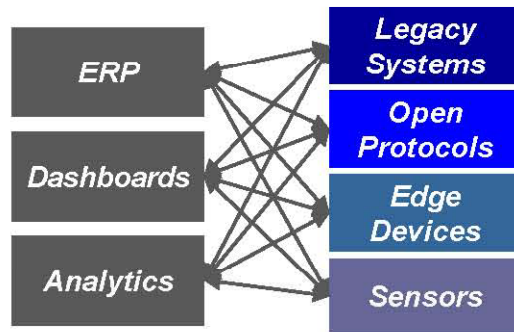
Driving For Open Industrial “Internet Of Things”

Open Software For The Internet Of Things

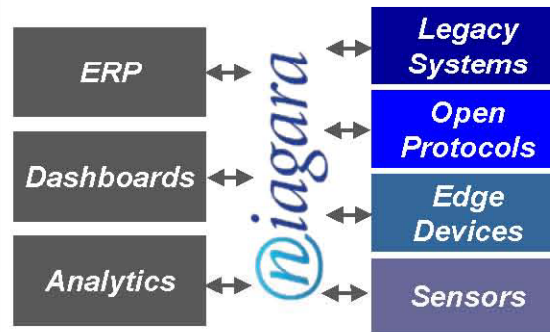
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Tridium: Niagara Operating System

Problem



Solution



TRIDIUM



Tridium In Action

Manitoba Hydro Place



Manufacturing Integration

Customer Redacted

Minneapolis Airport



The Industry Standard Open Software Platform

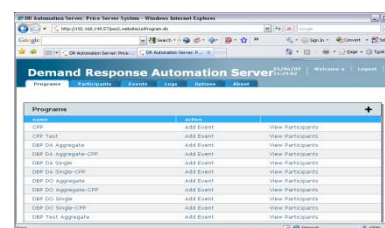
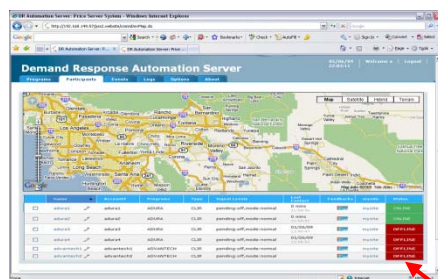
Automated Demand Response Project

U.S. Department
of Energy

2009 American Recovery & Reinvestment Act (ARRA) Smart Grid Grant
\$11.4M DOE-funded; \$22.8M total project

Southern California Edison (SCE)

- Critical peak pricing
- System Planning
- Event Notification
- Incentive Payment
- Regulatory Reporting



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- Project Implementation
 - Operating Center
- Customer Acquisition and Deployment
 - Reporting



DR Automation System (DRAS)

- Event Control
- Information Dashboards
- Reporting



JACE Controllers

- Integration with Existing BAS
- Customer Dashboard



700 SCE Customers (80 MW – Auto-DR)

- > 200KW Use
- Individual Event Participation or Opt Out
- Medium- and Large-Scale Buildings

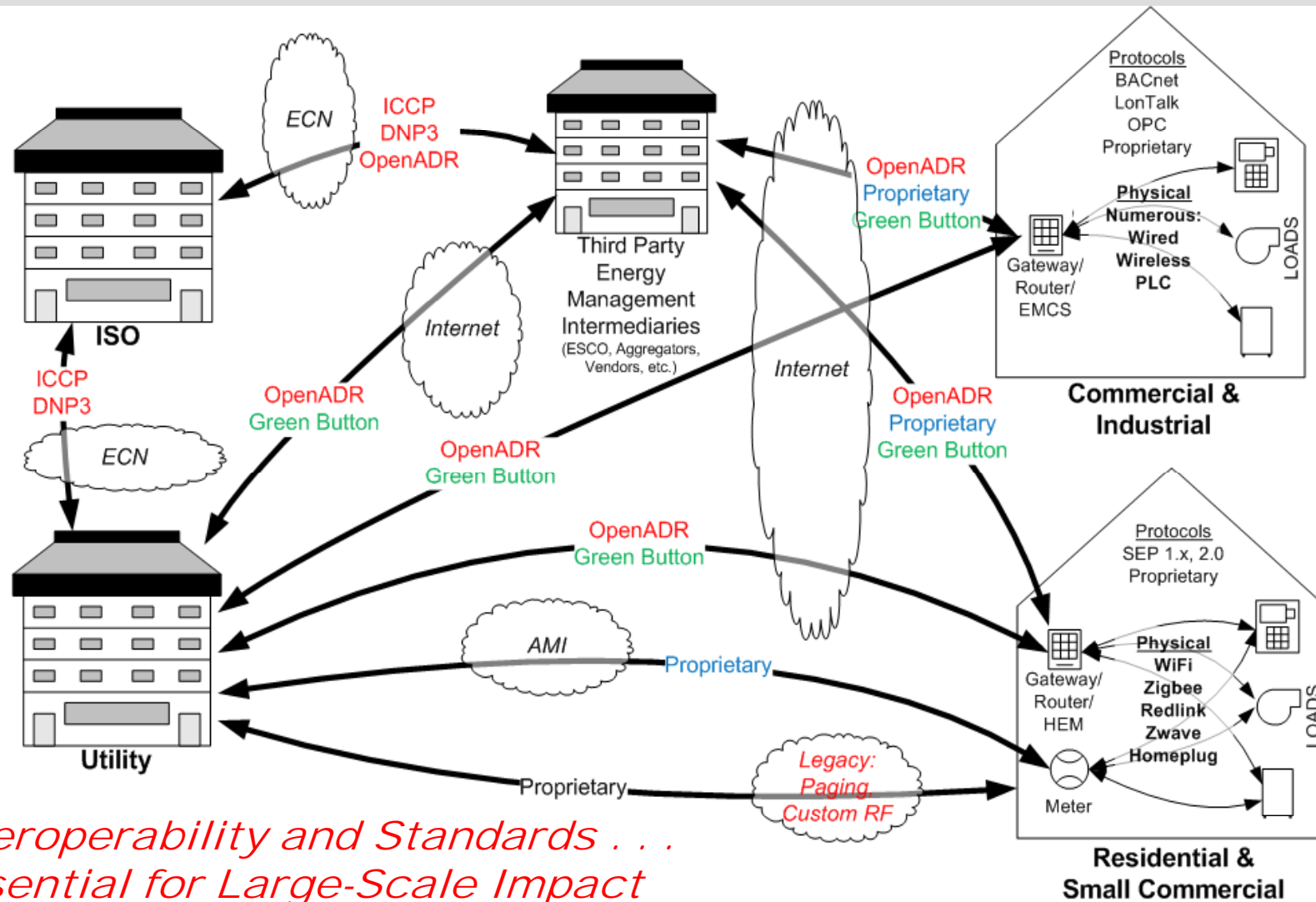
Commercial Energy Efficiency: Retail Example

- Commercial buildings offer substantial opportunities for energy efficiency
- Multi-site retail especially promising--easy to compare usage across similar facilities
- Example: Honeywell's multi-site control
 - 6 gigawatts of load under management, U.S. and international
- Typical results: 20-25% energy efficiency; 10-20% peak load reduction
- Migration to cloud reduces IT support costs while allowing frequent analytics updates
- Demonstrated benefits for medium-scale commercial buildings



Efficiency Opportunities Driven by Advanced Ability to Compare Usage Across Many Locations

Buildings and B2G Standards Summary



Questions?

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