



IoT in Action

#IoTinActionMS



Partner Customer Case Study: Honeywell

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Americas Azure IoT Co-Sell Lead,
Microsoft

IoT in Action



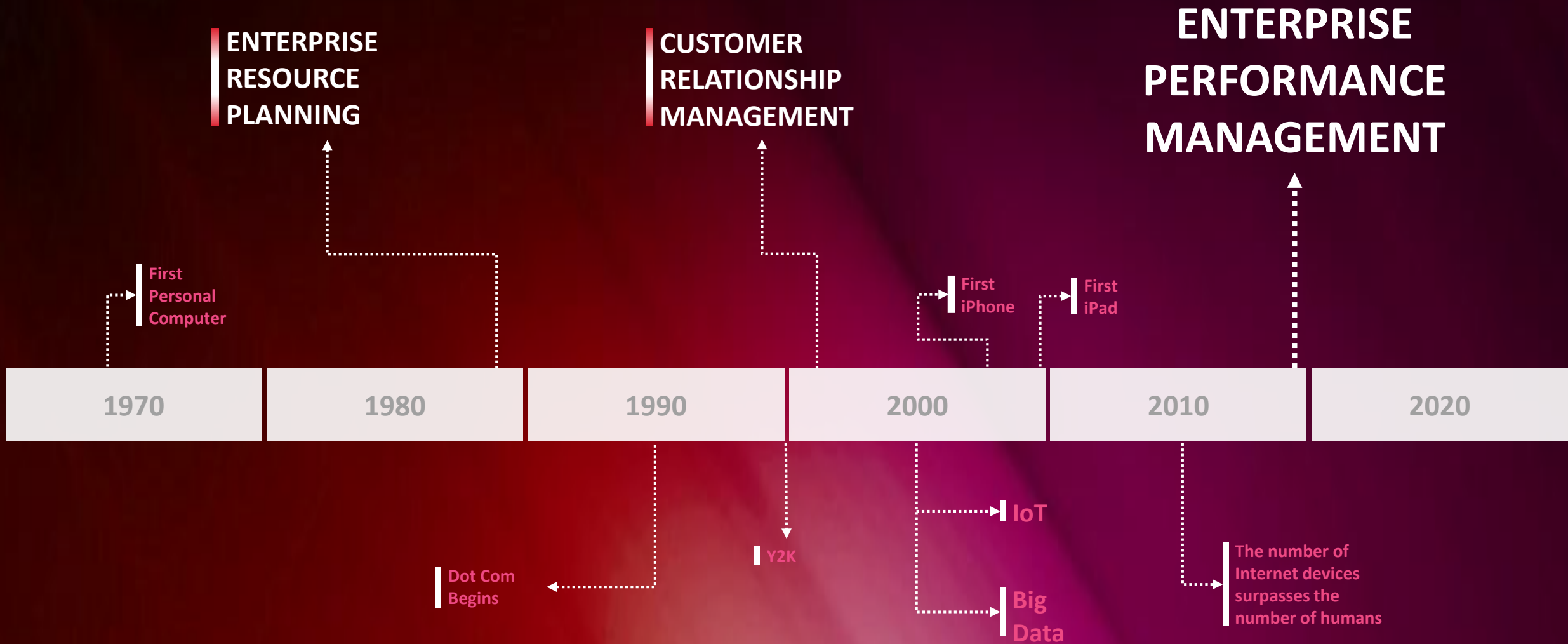


HONEYWELL FORGE

DAVID TRICE

VICE PRESIDENT GENERAL MANAGER HONEYWELL
CONNECTED BUILDING

DIGITAL EVOLUTION OF EPM



COMMERCIAL BUILDING OWNERS NEED TO REDUCE OPEX, CAPEX AND GROW THEIR BUSINESS



THREE PROBLEMS STAND IN THE WAY

1 | SILOED OPERATING SYSTEMS

Lack of enterprise-level KPI's makes strategic decisions difficult

2 | ENTERPRISE COMPLEXITY

Custom systems require constant upkeep to stay modern

3 | MANUAL CONTROL

Human decisioning is expensive and can't keep up with the pace of business



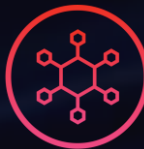
HONEYWELL FORGE

helps customers understand what drives their business, makes data-driven recommendations, and enables autonomous control

THE SECRET SAUCE



UNIFIED
OPERATING MODEL



EXTENSIBLE
FOUNDATION



AUTONOMOUS
CONTROL



HONEYWELL FORGE

DIFFERENTIATORS

Unified
operating model

Fully
integrated platform

Extensible for
future expansion

CLOUD (IT)

EDGE (OT)

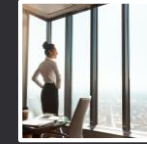
CYBER SECURE



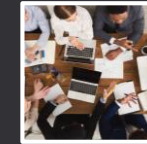
PORTFOLIO
MANAGEMENT



BUILDING
OPERATIONS



OCCUPANT
EXPERIENCE



SPACE
UTILIZATION

SMART FLEXIBILITY FOR THE FUTURE

AI
&
MACHINE
LEARNING

API
ENGINE

AUTONOMOUS
CONTROL

PREDICTIVE
MODELS

ENRICHED DATA

SECURE, OPEN CONNECTIVITY BASED ON NIAGARA FRAMEWORK

METADATA CONTEXT
DISCOVERY

VIRTUAL SECURITY
ENGINE

REMOTE MGMT,
EDGE COMPUTING

PROTOCOL, DRIVER
NORMALIZATION

HARDWARE AND SOFTWARE AGNOSTIC



PUMP



VALVE



BMS



DCS



SECURITY



HVAC



FIRE



FLOW

ENTERPRISE
APPLICATIONS

EXTENSIBLE
PLATFORM

INTELLIGENT
GATEWAY

SMART
DEVICES



HONEYWELL FORGE

AZURE ENABLED

IoT ENABLED

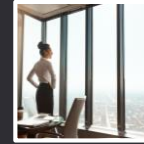
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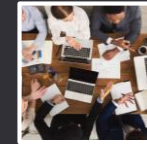
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AZURE GLOBAL FOOTPRINT



56 REGIONS

140 COUNTRIES

- Available region
- Announced region
- ◆ Availability Zones

WITH AZURE...

HONEYWELL FORGE DELIVERS

GLOBAL COVERAGE

INTEGRATED CI/CD

DATA SOVEREIGNTY



CUSTOMER

EMAAR

OWNER OF THE BURJ KHALIFA
LARGEST DEVELOPER IN THE UAE
\$30B IN ASSETS



CUSTOMER

EMAAR



CHALLENGE

**OPTIMIZE ENERGY CONSUMPTION
& STREAMLINE ASSET MAINTENANCE**

SOLUTION

AUTONOMOUS CONTROL OF HVAC SYSTEMS

133

AHU's & Heat
Exchangers

X

2

CONTROL POINTS

X

96

ADJUSTMENT
INTERVALS PER DAY

=

25,536

ACTIONS PER DAY

9.3M

ACTIONS PER YEAR



A low-angle, upward-looking photograph of several modern skyscrapers with glass facades. The buildings are dark, and some windows are illuminated from within, creating a grid-like pattern of light and shadow. The sky is a pale, overcast grey. The text is centered over the middle of the image.

**HONEYWELL AND MICROSOFT ARE ON A JOURNEY THAT WILL
CHANGE THE WAY INDUSTRIES OPERATE**

A low-angle, upward-looking photograph of several modern skyscrapers with glass facades. The buildings are dark, and some windows are illuminated with warm light, suggesting dusk or dawn. The sky is a pale, overcast grey. The perspective creates a sense of height and scale.

Q&A

