



IoT in Action

#IoTinActionMS



Business Transformation in Action

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Digital Disruption and the 4th Industrial Revolution

Mechanized production

Mass production

Automated production

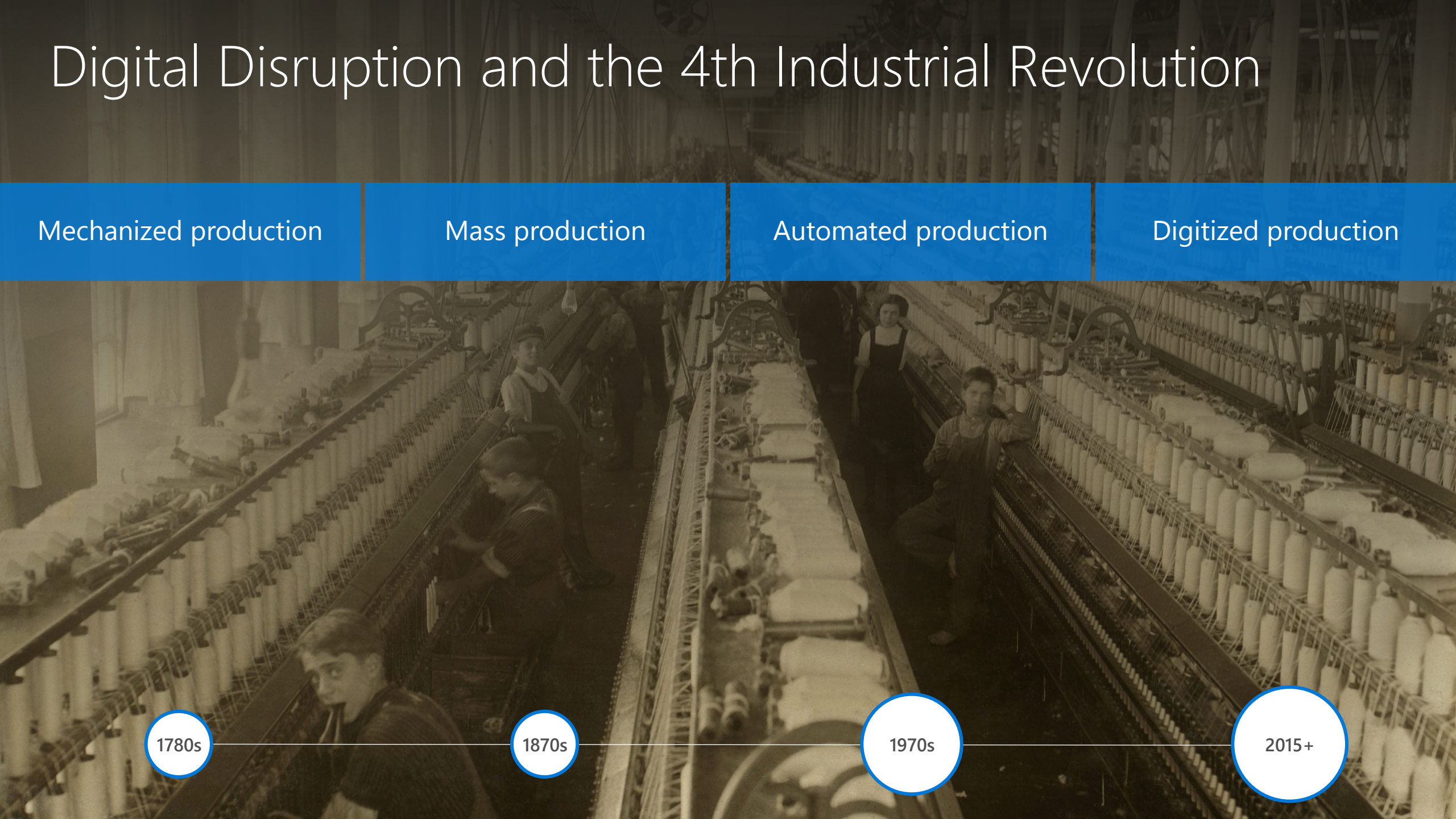
Digitized production

1780s

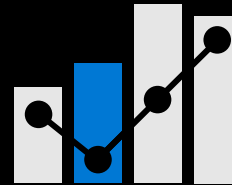
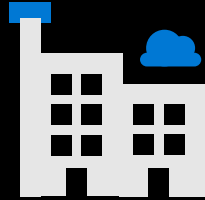
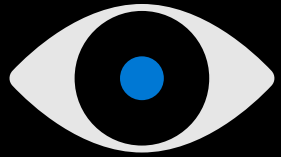
1870s

1970s

2015+



4 steps of Digital Transformation



1. Business insights

Sensor proliferation

Data collection, transfer, storage and processing

New insights—
understanding product
and service more deeply

2. Operational efficiencies

Process engineering and
product engineering
improvements

Predict the future based on past
data patterns

Cost reduction

Predictive maintenance

3. New business models

Provision of services
alongside devices
and hardware

Devices/hardware/machines
delivered "as a service"

4. Features and rev streams

Enablement of ancillary
businesses, new businesses and
transformed businesses



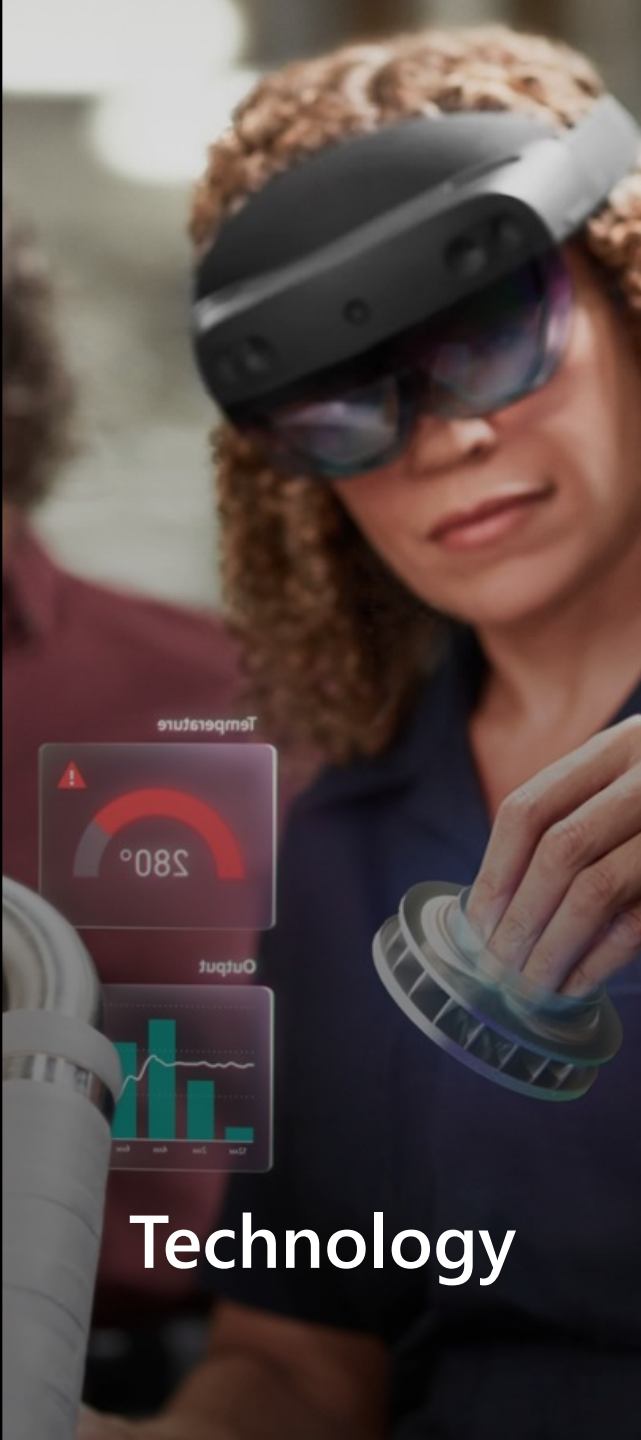
**Vision &
strategy**



**Culture &
capabilities**



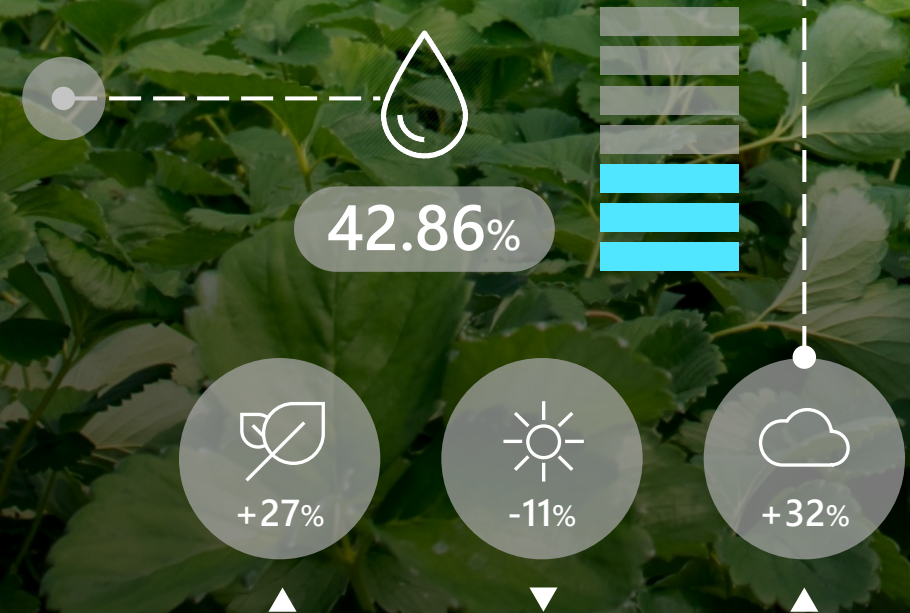
**Business model
& GTM**



Technology

Value generation

The purpose of every digital transformation





STIHL – Connected Power Tools



Construction, Forestry,
Landscape

Fleet Management

Application Gateway,
Service Fabric, HD
Insight, Data Factory



TRANSFORMING BUILDINGS THROUGH IoT

IoT in Action, WARSAW

Ronald Binkofski

*President, Central & Eastern Europe
High Growth Regions, Honeywell*

THE DIGITAL TRANSFORMATION IN HONEYWELL



HONEYWELL FORGE



DIGITAL TRANSFORMATION IN BUILDINGS



IT + OT TRANSFORMS BUILDINGS

Building a safer, more productive and sustainable world through **connected technologies**

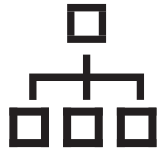
Everything will be **connected** and **connected things** will always be learning



HONEYWELL PLATFORM BUILT ON AZURE



TODAY, MANAGING A FLEET OF BUILDINGS IS FILLED WITH CHALLENGES...



DATA MANAGEMENT

Isolated data that is hard to get from proprietary systems



MAINTENANCE

Maintenance spend not optimized across dozens of systems



PORTFOLIO MANAGEMENT

Disconnected teams managing disconnected buildings



SPACE

Space management is consistently over or underutilized



EXPERIENCE

Negative occupant experiences



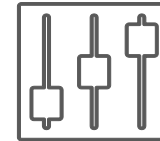
Building operators have limited options

OBS: SERVICE CAPABILITIES

Honeywell Outcome Based Service

taps the building connectivity in today's facilities to promote faster and better-informed decision-making, risk mitigation and reduce the impact of critical incidents turning buildings into productive assets.

Targeting priority industry needs



Controls



Mechanical



Security



Energy

optimization

Comfort

increase

OPEX

reduction



Virgin Money
England

16%

Electric Consumption
Reduction



Virgin Money
England

45%

Performance
Improvement



Crown Perth
Australia

90%

Reduction in
reactive calls



Suntec City
Singapore

30,000k

kWh Savings
(first month)



Sun Plaza
Istanbul

32%

Performance
Improvement



Virgin Money
England

8%

Reduction in
FM costs



Crown Perth
Australia

9%

Electric Consumption
Reduction

300+

Faults detected
(pre-impact)

HONEYWELL

& THE FUTURE OF SMART BUILDINGS

IoT in Building Transformation
Honeywell IoT in Action Spotlight

12.00-13.30,
conference room MR4

Thank you!

Honeywell



