



Conferința națională a A.R.T.S. – Ediția a IX-a
A.R.T.S. National Conference – The 9th Edition

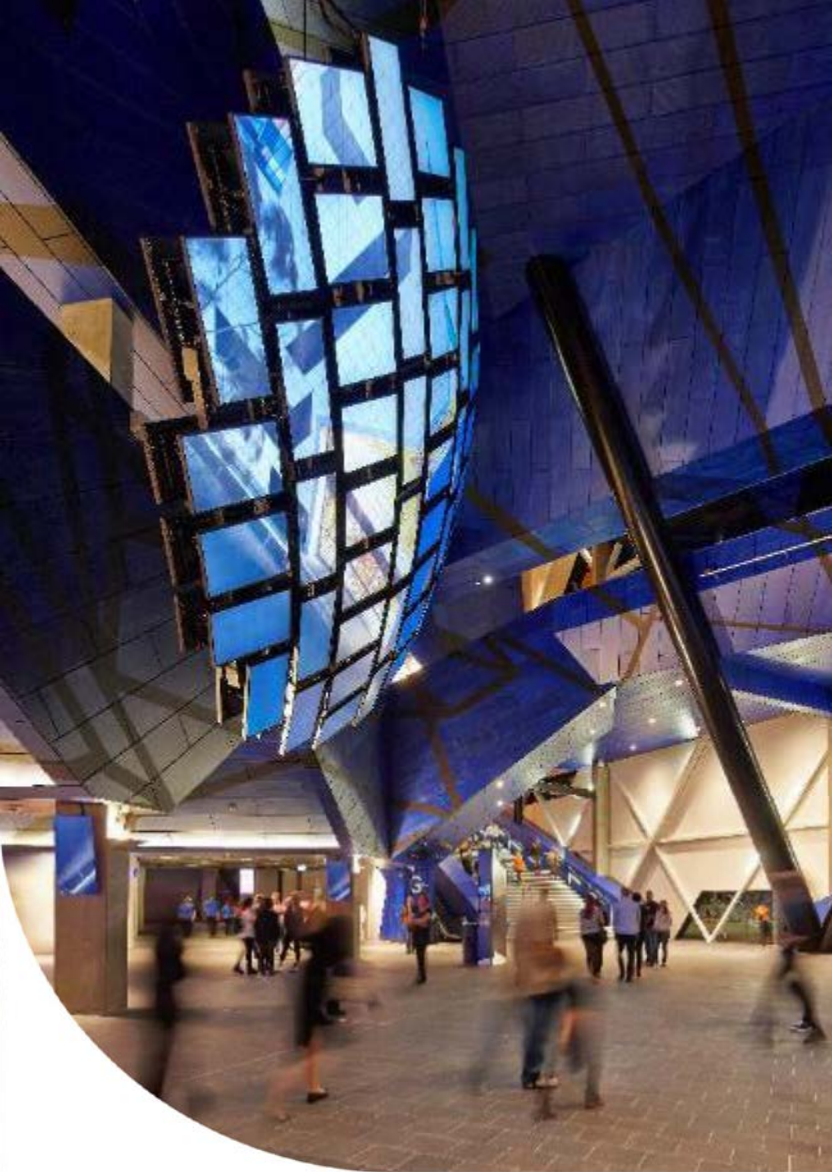


PERSPECTIVE ÎN SECURITATEA PRIVATĂ - VALOAREA SOCIALĂ A SERVICIILOR DE SECURITATE

**PERSPECTIVES IN PRIVATE SECURITY – SOCIAL VALUE OF
SECURITY SERVICES**

PARTENERI EVENIMENT / EVENT PARTNERS





Catalin Dragoi
June 2017

HONEYWELL CONNECTED SERVICES

OBS / Vector / Pulse

Honeywell
THE POWER OF **CONNECTED**

Honeywell is building a smarter, safer,
and more sustainable world

THAT'S THE POWER OF **CONNECTED**
THAT'S THE POWER OF **HONEYWELL**

Connected Aircraft • Connected Automobile • Connected Home • Connected Building
Connected Plant • Connected Supply Chain • Connected Worker

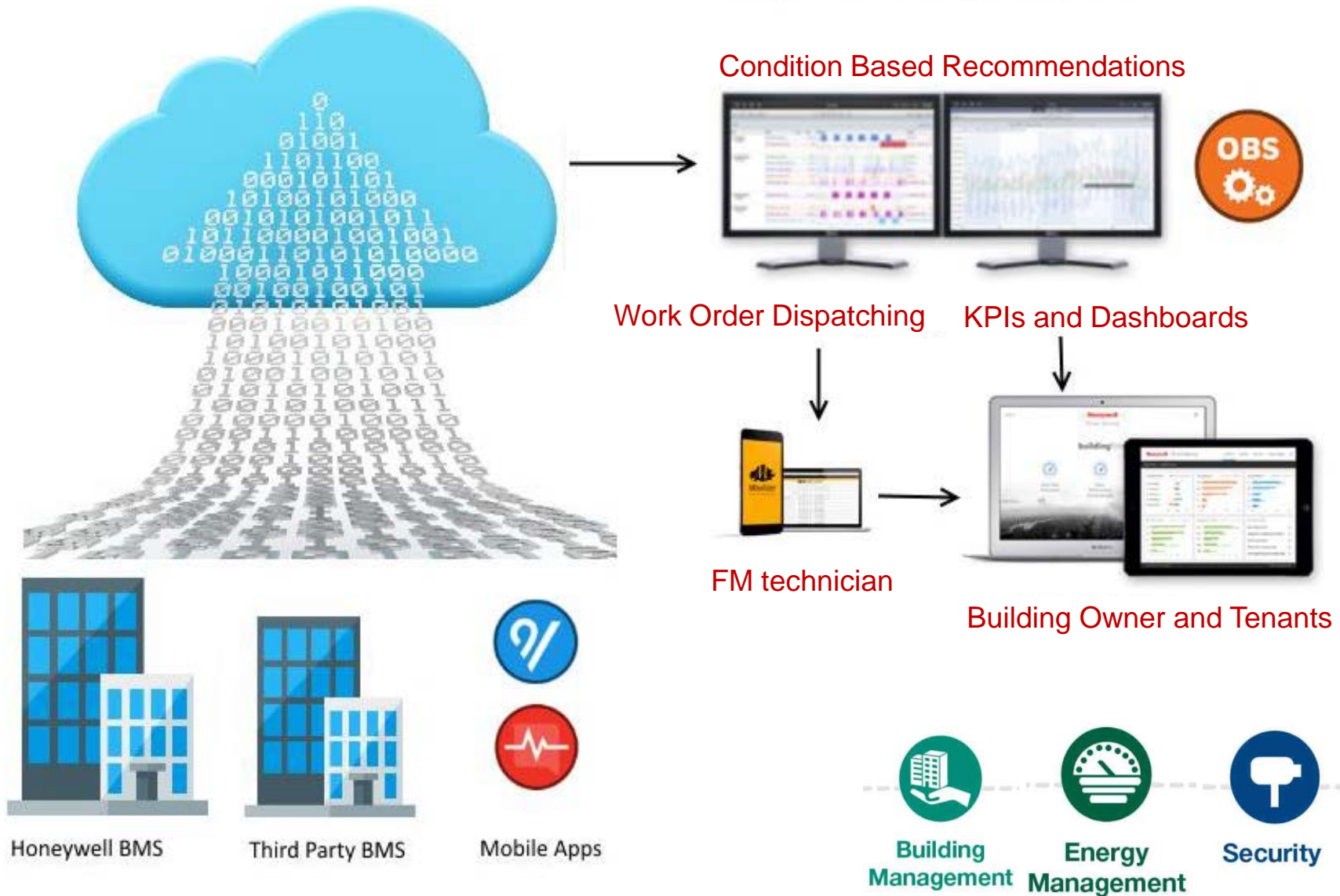
Honeywell

THE POWER OF **CONNECTED**

How Connected Services works

Honeywell Analytics Engine

Honeywell Service Management Platform



Honeywell Connected Services portfolio

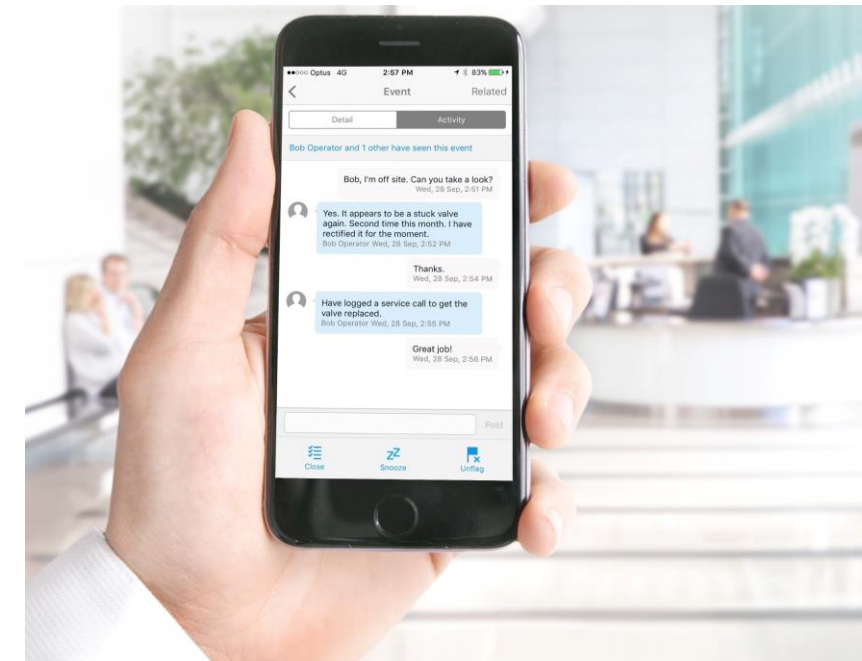
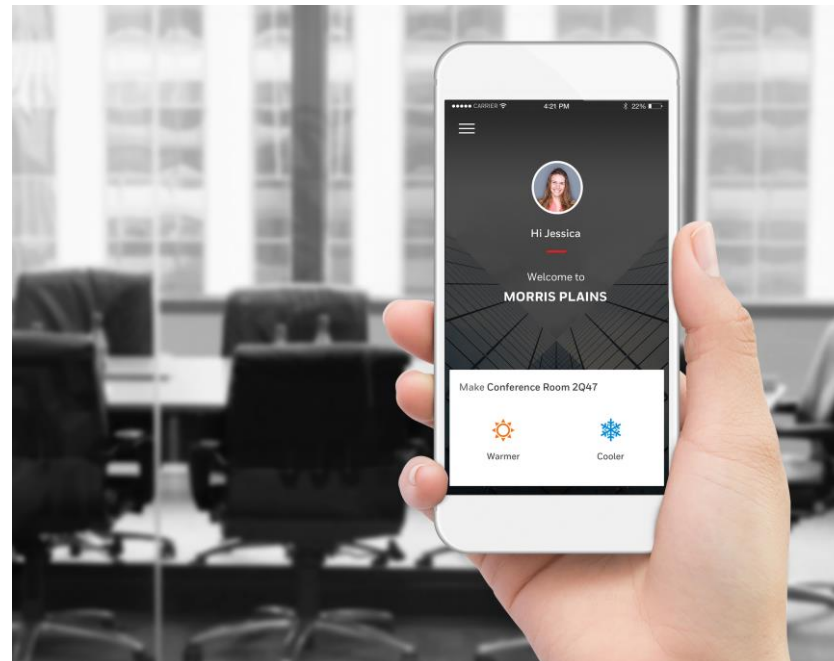
Leverages the cloud and building connectivity

Mobile applications that connect people with buildings

Outcome Based Service

Honeywell Vector Occupant App

Honeywell Pulse App



OBS and Apps in Action



Globalworth Tower

Outcome Based Services

- Critical Alerts
- Energy efficiency
- Building management



Honeywell Multi-Business Site Upground Business Park - Globalworth

Vector App - OBS and Pulse

- Digital ID, Mobile phone access, Comfort requests
- Indoor wayfinding

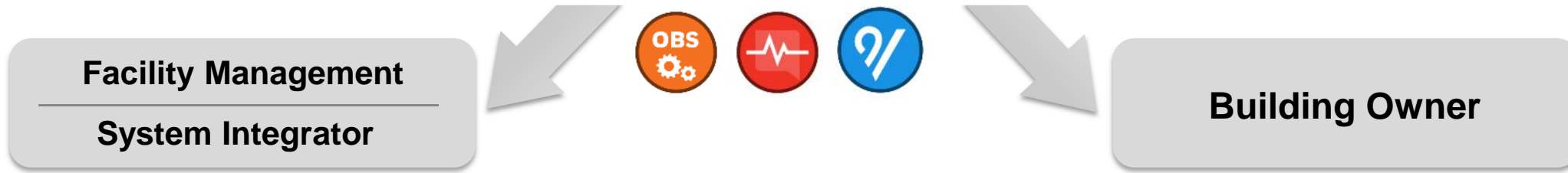
International Projects:

- Virgin Money
- White Collar Factory UK
- Wembley Stadium
- University of Köln
- Centro Colon Spain
- Carlsberg Glyptotek Denmark

Win-Win-Win

Honeywell

THE POWER OF **CONNECTED**



Revenue:

- Differentiator to Secure and Attract Customers
- Sales of OBS platform
- Sales of Mobile Apps

Cost:

- No CAPEX cost to have Outcome Based Services
- Maintenance costs optimization:
 - Predictive vs. Planned
 - Optimization of site visits and work hours

Revenue:

- Differentiator to Secure and Attract Tenants
- Differentiator to enable Premium Pricing
- Improved Building Occupants experience

Cost:

- Better Control
- Energy efficiency
- Decrease equipment downtime
- Maintenance costs optimization:
 - Predictive vs. Planned
 - Optimization of site visits and work hours
 - Equipment Lifecycle

Q&A

- **Find out more about Honeywell Connected Services:**
 - **Upcoming Webinar: 27th of June 2017** - please send an e-mail to catalin.dragoi@honeywell.com
 - **Honeywell website:**
 - <https://buildingsolutions.honeywell.com/en-US/solutions/ConnectedServices/Pages/default.aspx>
 - **LinkedIn**