STRENGTH

Brand Partners Products

31ST ANNUAL LEADERSHIP CONFERENCE

WELCOME

NOTIFIER Canada Overview and Discussion

David Secord & Wendy Kortgaard

October 2017

NOTIFIER® by Honeywell

Agenda

- NOTIFIER Canada Business Overview
- New PRODUCTS since ALC2016
- Coming Soon Solutions from NOTIFIER (Roadmap)
- **How to WIN as PARTNERS (Open Forum)**
- C&PS - Revised Password Process (Ron Jagmohan)
- Back-Order Information (Wendy Kortgaard)
- New NOTIFIER Website (Wendy Kortgaard)
- Q&A

Country Macro | Canada

Country Macro

'16 Population

36M

'11 Diversity

20%

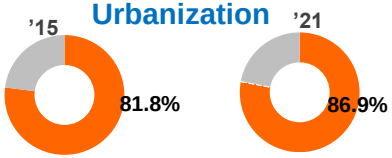
'16 GDP

2.1T

Growth Rate

8.3X

Urbanization

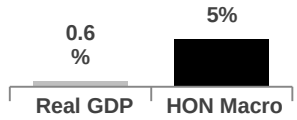


"11 Bilingualism

22%

'16 Inflation Rate

1.6%



GDP Key Sectors & Highlights

- Real estate 13%
- Manufacturing 10.5%
- Mining, oil & gas 8.2%
- Finance 7%
- Construction 6.5%
- Health Care 6.25%

Macro Economy

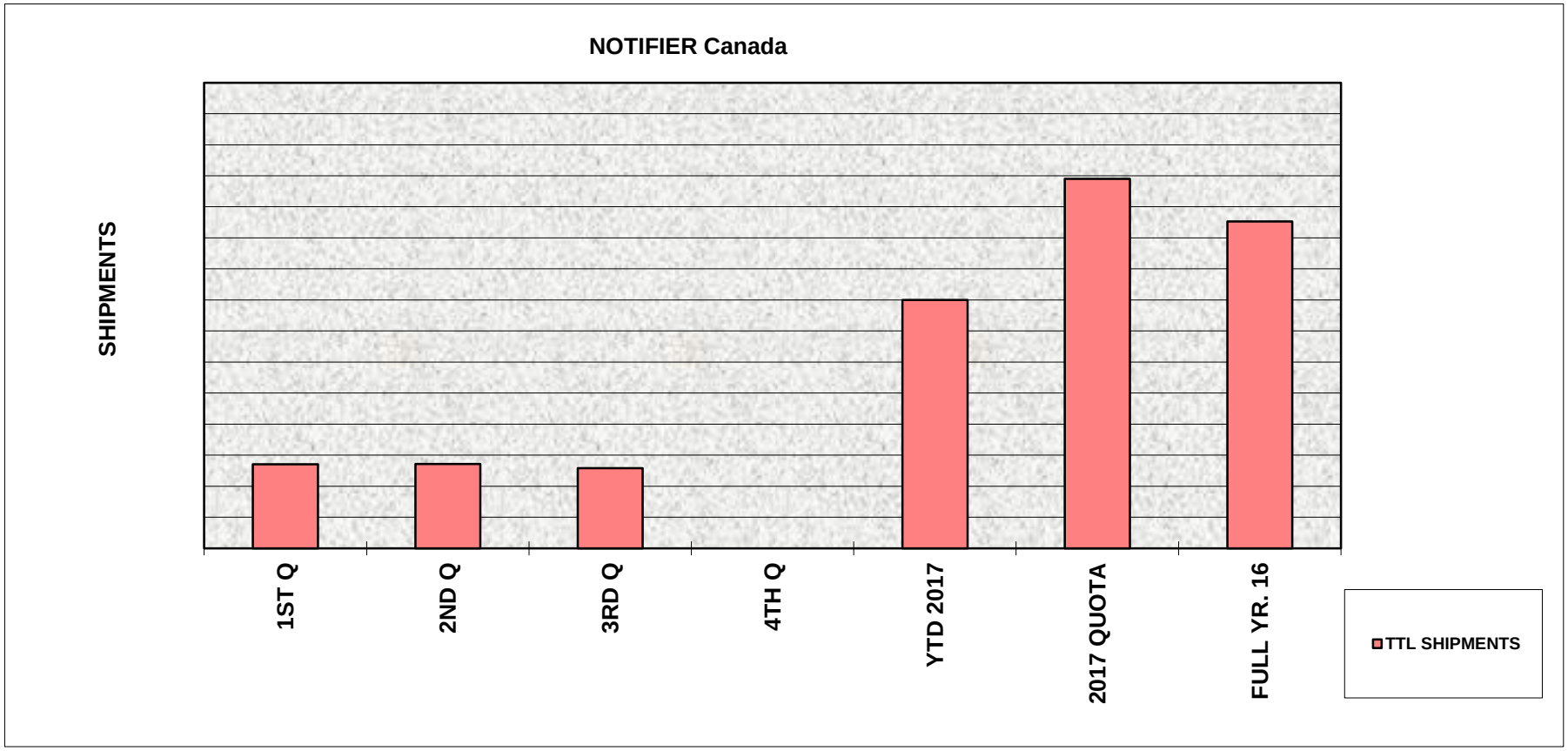
- Canadian economy trends with US
  - ✓1. follow US economy (exports)
  - ✓2. Natural resources and commodities
- CAD volatility with USD
  - ✓1. Local Price pressures (lower margins vs US)

Other Highlights

- 2017 expected 2.1% GDP growth
- Interest rate to remain steady
- Crude oil making a comeback
  - Industrial growth in Alberta

Business Overview

- Total shipments trending to miss 2017 target and equal YoY performance – no growth



Notifier Canada – What's' New since ALC 2016

2016Q4

- ULC-S527-11 3rd Edition
  - EOL Fire Warden
- Revised RMA policy
- DAC

2017

- Evance
- ONYXWORKS v4
- L Series A/V
- Password Reset Process
- Website
- Pricing
- Premier Program

eVance



Field Technicians utilize Inspection Manager to:

Create test plans by selecting subsets from the full equipment list, to test devices for quarterly, semi-annual, and/or annual compliance requirements.	Store background notes and comments on buildings/facilities that won't display in final reports.
Use web portal cards to pull data from Notifier fire panels for addressable devices.	Conduct a Walk Test independently, or with multiple technicians working simultaneously.
Test and record results of non-addressable devices manually or using barcodes and scanning.	Keep track of test progress with total number of devices tested and total devices remaining.
Use the device camera to take digital photos of equipment or areas requiring corrective action to store with the inspection data and include on final reports.	Generate the desired report using templates in real-time, add a signature, and email to the client. **ULC 536, ULC 536 Weekly, and ULC 537 reports are now available, among others.**

eVance™ Service Manager makes dispatching, team communications, and service follow-up more efficient. The office manager/administrator has access to:

Customer information	Event and service history
Scheduling for service and inspection	Device and event alerts*
Details on fire detection, suppression and related systems	Job tracking
Service Order reports generated by field service and inspection	eVance Inspection Manager content (license required) for detailed, holistic view of all inspected systems and devices

*Displayed in real-time for systems and devices connected to the central website through a webportal card.

ONYXWorks and FirstVision V4





	Feature	Benefit
Configuration	**ONYXWorks 4 / FirstVision 4**	
	Single Configuration Tool	Eliminates Duplicate Work
	Native CAD (.dxf) File Import	Eliminates step to convert floor plans to vectored files
	Entire Floor Import (.dxf, .wmf files)	Less screens to create/manage
	Drag/Drop Devices	Cuts device placement time by 50%.
	Global User-Definable Icon Setting	Eliminates one-at-a-time importing of user-defined icons
	Macros - Dual Functionality	50% less macros to create
	Undo/Redo Functionality	Eliminates Rework
Operations	**ONYXWorks 4**	
	UX Designed Interface	Intuitive Navigation. Reduced Training Costs.
	Configurable Windows (Single Monitor)	Customizable display to fit end-user needs. Improved Situational Awareness.
	Floatable/Dockable Windows (Dual Monitors)	Flexibility to display information as desired. Improved Situational Awareness.
	Enhanced Graphic Image Quality (Zoom)	Faster assessment/response to alarm events.
	Dual-Function Macros	50% fewer macros to search, retrieve and manage.
	Macro Organizational Utility	Folders for efficient search and retrieval
	Expanded Capacity – History Files (2.5 Million Records)	Efficient retrieval and report creation
	Streamlined Database Synchronization	75% Reduced Sync time (Avg) [Multi-Workstation Sites]

L-Series Overview

Benefits

- Less Current Draw: up to 35% power savings, more appliances per circuit and less power supplies.
- Less Inventory: full candela range in one model and all speakers are high fidelity

What's New

- Expanded offering:
  - Compact Models for discriminating architects
  - 8W Speaker for large spaces
- Snap-on bezels for fast and easy customization
- New Aesthetics and Low Profile
- More room for wiring – easier to install speakers

New Aesthetics



SpectrAlert Advance

L-Series

Carried Over

- Sync Protocol: backward compatible
- Plug-in design: Universal mounting plate with onboard shorting spring
- Field Selectable: Candela, tones, volume
- One screw device mounting

NOTIFIER Canada Premier Benefits

Program Benefits	Premier	Partner	Value	Example1	Example2
Premier Price Discount	X		4.5% of purchases	If $200k annual purchases, value = $9,000	If $500k annual purchases, value = $22,500
Premier eVance Discount	X		5% of purchases	If $10k purchases, value = $500	If $25k purchases, value = $1,250
Project Spec Registration Incentive	X		3% of project value	If project equip $50k value = $1,500 discount	If project equip $100k value = $3,000 discount
Co-op Funds	1.5%	1.0%	Additional 0.5% and no limit program type	If $200k annual purchases, value = $1,000	If $500k annual purchases, value = $2,500
VeriFire@ Tool License	5 years	3 years	2 extra years of eligibility (license subject to renewal every 18 months)		
NOTIFIER Equipment Warranty	5 years	3 years	2 extra years to support customers on Honeywell		
Preferred Recommendations to End Users and AHJs	X		Varies by project		
Leads from Honeywell Strategic Accounts	X		Varies by project		
National Account Networking	X		Varies by project		

Roadmap – Coming Soon

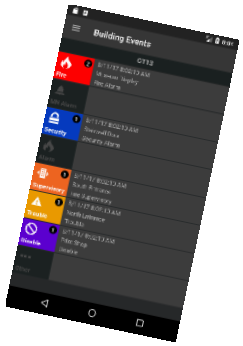


ONYXWorks Version 4.22

- FirstVision Supervision
- Automatic Device Placement!

System Manager App

- **Mobile Productivity**
  - Push Notifications (System Events)
  - Apple or Android devices (phones, tablets)



NOTIFIER 2017

- Xtralis-HLI
- SWIFT 3.0
- New Detection devices
- New – FireWarden*
- New - NCD
- Solenoid update

Roadmap: System Sensor AV

L-Series Design Enhancements

2017	2018	2019



L-Series Indoor



L-Series 4-Wire



Expansion Plate



Low Frequency



Outdoor

Roadmap - New Addressable Detection Line

- Maintain business continuity with UL 268, 7th edition guided performance enhancements
- Support contemporary aesthetic needs with our new modern profile and expanded colors
- Generate cost savings through lower labor demands from practical design updates



The SWIFT® system **seamlessly integrates, and synchronizes visually and audibly,** with existing wired installations. It provides a **unique level of reliability** enabled by its smart, true mesh, technology. **With redundant paths of communication** at all times, SWIFT ensures a **class A system** and reliability where it matters the most.



Installations Where Wire is Unwanted/Unfeasible

- Preserve a building structure, historical integrity or maintain visual aesthetics

Time-Critical Installations

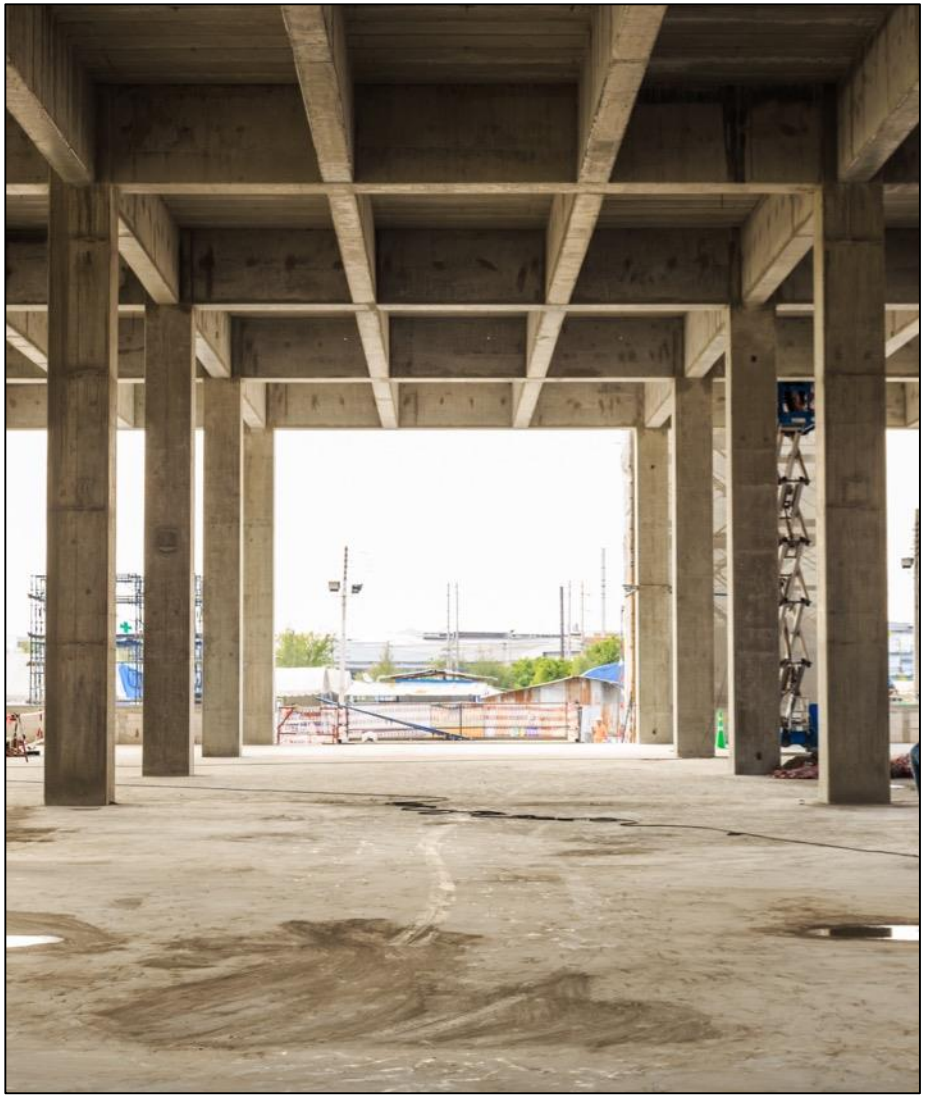
- Minimize time invested in installation to mitigate high labor costs
- Provides ability to execute on short deadline jobs with faster installations than using wired devices

Retrofit and Expansion of Existing Installations

- Enables flexibility to accommodate frequent changes in device position

Temporary Installations and Structures Under Construction

- Early protection of premises
- Ability to reuse a system from one project to the next



Pull Station

- **Look and feel same as wired**
  - Same key to reset as wired
- **4 batteries**
  - Compatible with new battery cartridge
- **Multilingual**
  - NBG-12WL (FIRE)
  - NBG-12WLSP (FUEGO)
- **Integrated LED** to display status
- **Integrates with mesh same as other wireless devices**
- **Seamless integration with SWIFT compatible panels**
- Occupies 1 module address; 1 wireless point



Coming Soon!

Addressable AV Base

- **4 Models**
  - White Wall, White Ceiling, Red Wall, Red Ceiling
- **Uses wall and ceiling L-Series notification devices**
  - Horn, Horn/Strobe, Chime, Chime/Strobe, Strobe
- **8 batteries**
  - Compatible with new battery cartridge
  - 4 for the radio – 2 years of operation
  - 4 for the AV – measured in alarm time
    - range from 3.4 hours (177CD ceiling horn-strobe) to 7 days (chime only) in ambient conditions
- **Integrates with mesh same as other wireless devices**
- **Seamless integration with SWIFT compatible panels**
- Occupies 2 module address; 1 wireless point

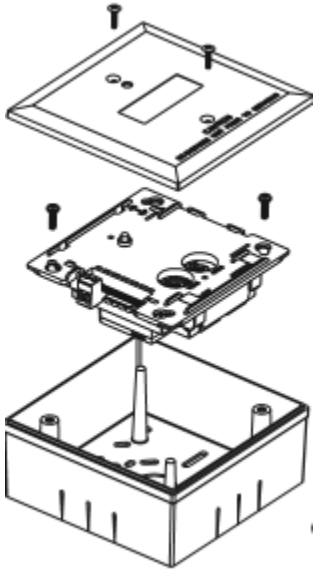




Coming Soon!

Sync Module

- **Provides a wireless interface to wired NAC solutions**
  - outputs a “master” synchronization signal, optional control output, and monitor input
  - One sync module can drive up to 4 power supplies or 4 MDL3R/W with a sync pattern
- **Powered by 24V**
  - Can be used to activate multiple points/ zones
  - 4 backup batteries for the radio/wireless repeater function – 2 years of operation
- **Supports System Sensor AV SpectrAlert® and L-Series sync protocol**
- **Integrates with mesh same as other wireless devices**
- **Seamless integration with SWIFT compatible panels**
- Occupies 2 module address; 1 wireless point



Coming Soon!

Why SWIFT®
by NOTIFIER?



- **Seamless integration with wired installations** for increased hybrid opportunities
- **Detection, notification, and visual and audible synchronization** with existing wired installations
- **Self-healing system** for increased reliability, less signal interruptions and troubleshooting headaches
- **Each device is also a repeater** for minimal equipment investment
- **Lower cost of ownership** over the life of the installation
- **No annual fees or dedicated service contracts**
- **Counts towards Honeywell purchase levels**

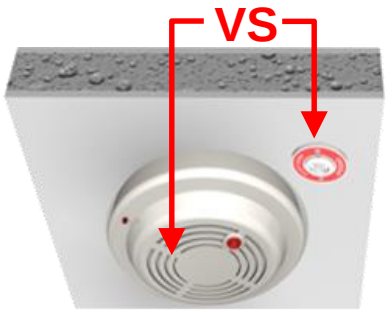
VESDA-E VEA

Industry First Addressable ASD with Assured Detection and Centralized Maintenance

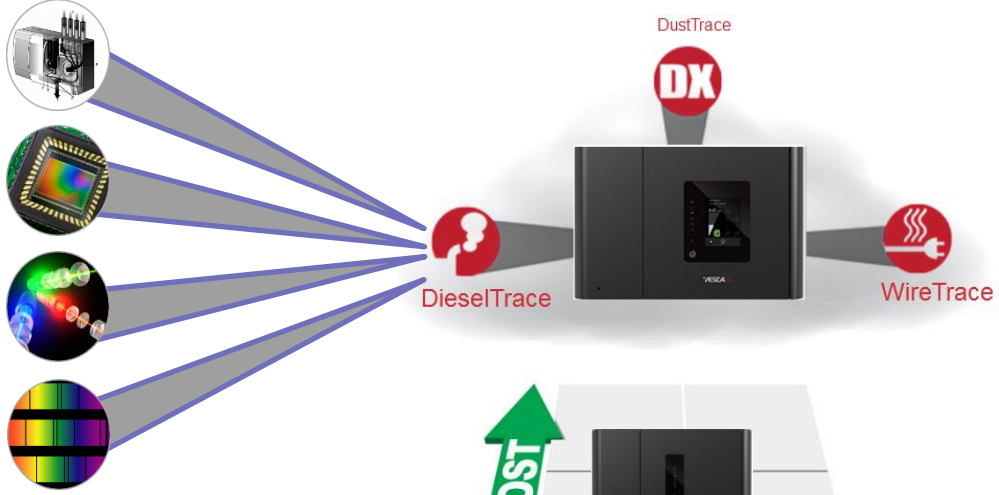
- Reliable VESDA detection with end to end system integrity monitoring
- Flexible microbore tubes with push fit sampling points allows simple and fast installation of 40 to 120 detection points
- Unique centralized test and maintenance saves significant time and money
- VESDA-E connectivity and iVESDA delivers improved commissioning and enhanced monitoring
- Smaller ceiling footprint allows for unobtrusive detection valued in many applications







VESDA-E VEP Value





- **TCO**
  - VESDA-E reduces Opex with longer pipe runs enabling convenient mounting, and field replaceable parts for easier service, maintenance and minimised downtime
  - Improved usability through
    - out of box operation with AutoConfig to aid commissioning
    - intuitive 3.5” touch screen display for immediate status investigation
    - remote review with the iVESDA for proactive maintenance; the VESDA-E VEP makes everyone’s life a little easier
  - Backward Compatible
    - Thoughtfully designed with the past in mind, VEP is fully backward compatible with the world’s most trusted and dependable ASD; VESDA VLP
    - Identical physical and electrical footprint, pipe arrangement, wired relays and VESDAnet connectivity allow fast and seamless retrofit, in addition to entire network monitoring with iVESDA







VESDA-E VEP Models



VEP-A00-1P
Single Pipe VEP with LED's Display

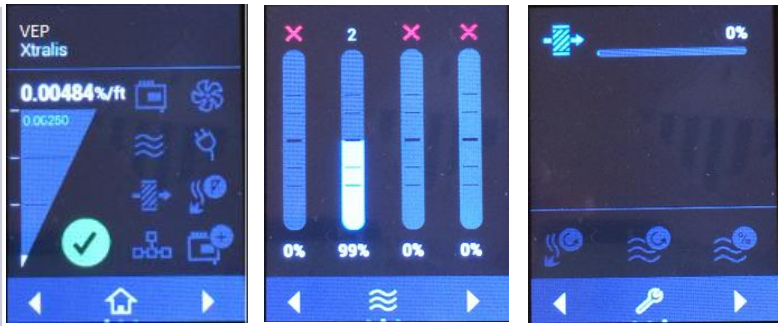




VEP-A00-P
with LED's Display



VEP-A10-P
with 3.5" Display

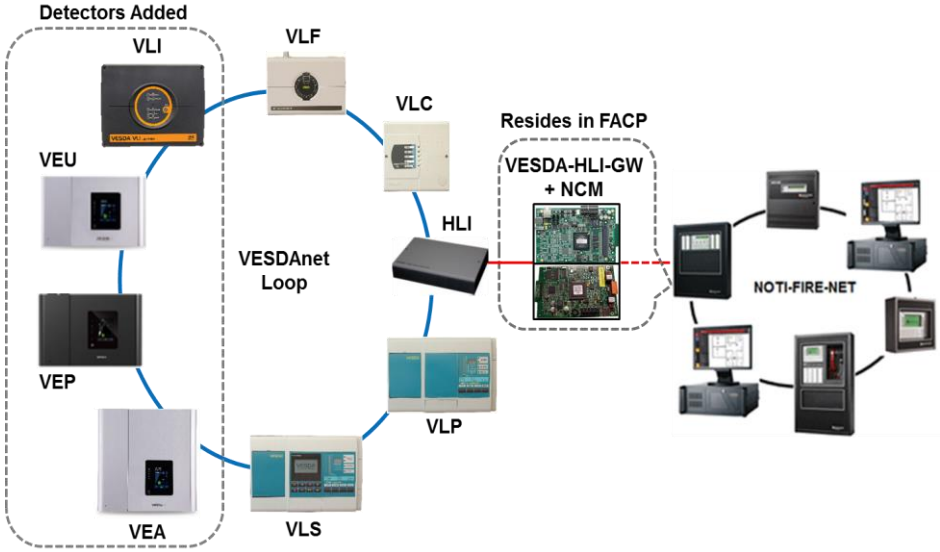




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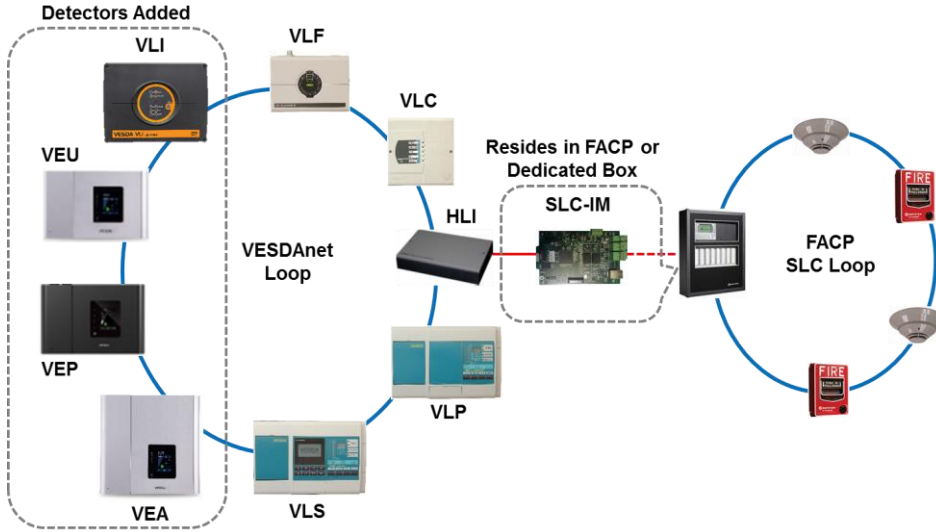
Gateway Solution

- Provides a communication link between VESDAnet and NFN network
- Ideal for medium to large-scale installations
- Requires NFN alarm and fault annunciation
- Command and control capabilities through NFN
- Simplified and centralised testing, maintenance and monitoring of complex fire systems
- Centralized configuration through VSC
- Remote monitoring of VESDAnet including VESDA detectors by iVESDA



SLC-IM Solution

- SLC-IM provides 159 monitor module addresses
- Ideal for small to medium installations up to 22 detectors per VESDAnet**
- Does not require NFN, annunciation to FACP SLC loop
- One way information to the FACP
- Low cost option for addressable VEA
- Centralized configuration through VSC Remote monitoring of VESDAnet including VESDA detectors by iVESDA



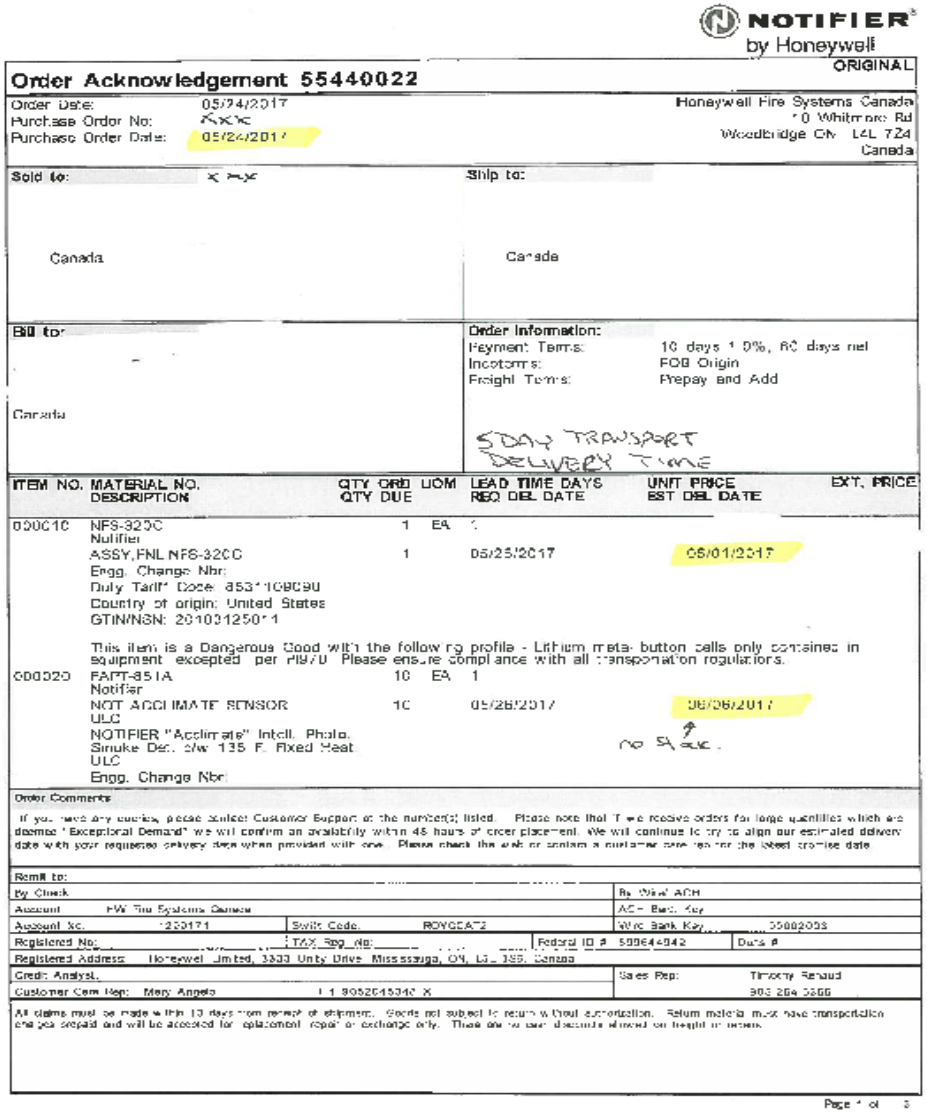
Win with Aspiration – Grow your business

- HLI and SLC-IM for integration with VEA
- Growth in ASD projects with Department of Defense, Government, and Data Centre.
- VEA adopted by Hydro One (electrical distribution) for office and critical spaces
- Completed seminars for the Whistler High Value Homes Market

C&PS – Password Process

- Ron Jagmohan – Director, C&PS

Canada Shipping Overview



NOTIFIER by Honeywell

ORIGINAL

Order Acknowledgement 55440022

Order Date: 05/24/2017
Purchase Order No: [illegible]
Purchase Order Date: 05/24/2017

Honeywell Fire Systems Canada
[illegible] Whitmore Rd
Woodbridge ON L4L 7Z4
Canada

Sold to: [illegible]
Canada

Ship to:
Canada

Bill to:
Canada

Order Information:
Payment Terms: 10 days 1.0%, 60 days net
Incoterms: FOB Origin
Freight Terms: Prepay and Add

5 DAY TRANSPORT DELIVERY TIME

ITEM NO.	MATERIAL NO. DESCRIPTION	QTY ORD QTY DUE	UOM	LEAD TIME DAYS REQ DEL DATE	UNIT PRICE EST DEL DATE	EXT. PRICE
000010	NFS-320C Notifier ASSY,FNL NFS-320C Engg. Change Nbr: Duty Tariff Code: 8537109090 Country of origin: United States GTIN/NSN: 2010312507 1	1 1	EA	2 05/25/2017	05/01/2017	
	This item is a Dangerous Good with the following profile - Lithium metal button cells only contained in equipment excepted per IATA. Please ensure compliance with all transportation regulations.					
000020	FAPT-851A Notifier NOT ACCLIMATE SENSOR ULC NOTIFIER "Acclimate" Intell. Photo. Smoke Det. c/w 135 F. Fixed Heat ULC Engg. Change Nbr:	10 10	EA	1 05/26/2017	05/26/2017	

no SA exc.

Order Comments

If you need any quotes, please contact Customer Support at the number(s) listed. Please note that if we receive orders for large quantities which are deemed "Exceptional Demand" we will confirm an availability within 48 hours of order placement. We will continue to try to align our estimated delivery date with your requested delivery date when provided with one. Please check the web or contact a customer service rep for the latest promise date.

Remit to:

By Check		By Wire/ ACH	
Account: HW Fire Systems Canada		ACH Rec. Key	
Account No. [illegible]233171	Swift Code: ROYCCAT2	Wire Bank Key	05002053
Registered No:	TAX Reg. No:	Federal ID # 598644942	Duns #
Registered Address: Honeywell Limited, 3333 Unity Drive, Mississauga, ON, L5L 3S5, Canada			
Credit Analyst:		Sales Rep:	Timothy Renaud
Customer Care Rep: Mary Angelo	1 1 9052845340 X		905 264 5866

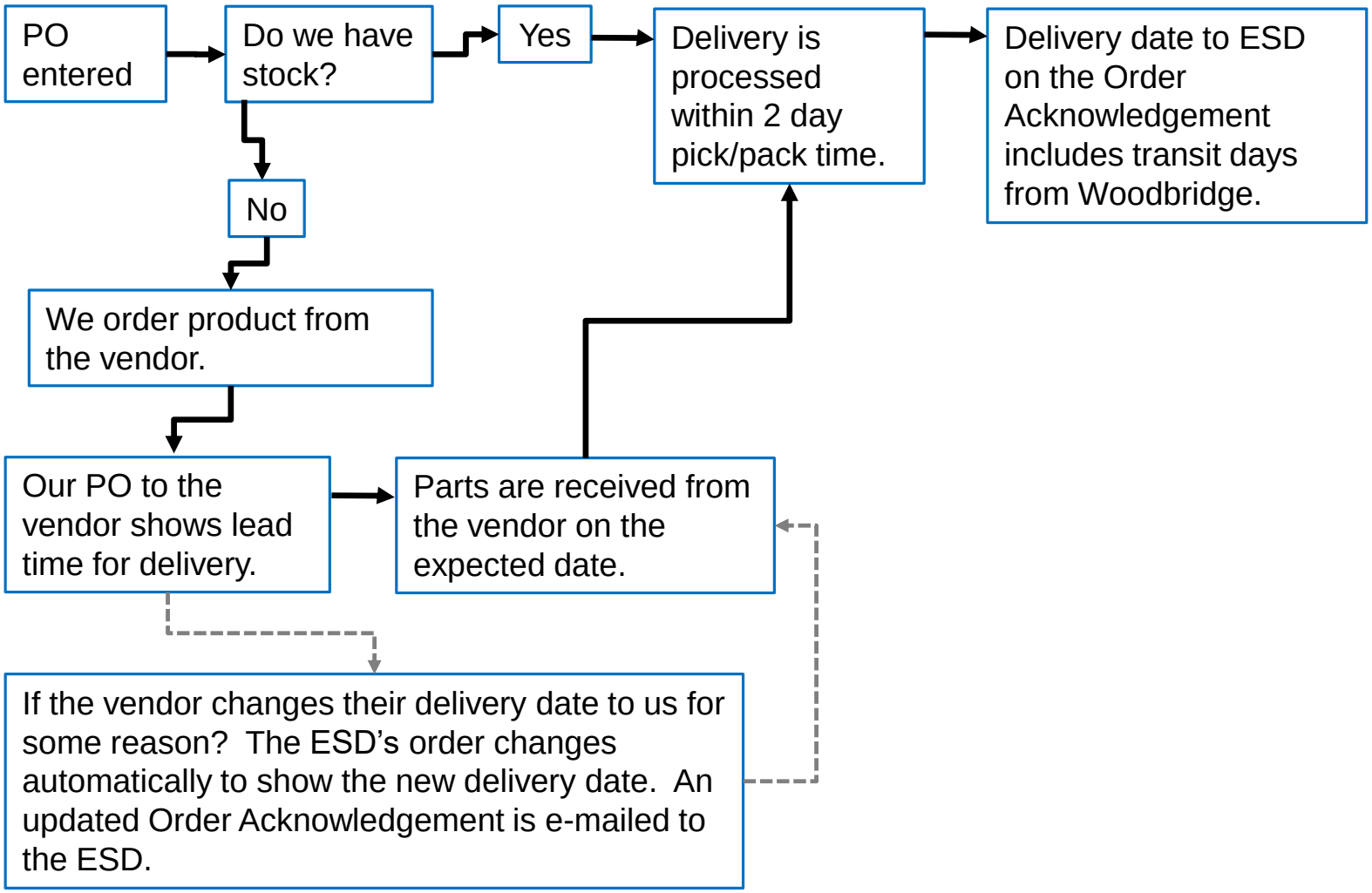
All claims must be made within 10 days from receipt of shipment. Goods not subject to return without authorization. Return material must have transportation charges prepaid and will be accepted for replacement, repair or exchange only. There are no cash discounts allowed on freight or items.

Page 1 of 3

Below is a copy of an “Order Acknowledgement” that is generated in SAP & e-mailed to your company automatically after your order is entered.

Line 20 has a different delivery date than line 10 (we have no stock). (Delivery date is the date you will receive the product not our ship date).

Canada Shipping Overview – Flow Chart



New CDN NOTIFIER Website



- Combines all previous websites into 1
- Responsive Mobile and Tablet experiences
- New sophisticated look & feel
- Enhanced user experience
- Content right at your fingertips
- CDN EN Launched Q2 - CDN FR Launch Q4

Win as Partners – Open Forum- Q&A

- Who is beating us and how?
- What 3 things can we provide to help you win more?
- Where do we win?
  - Campus
  - Commercial
- What is growing your business?
  - Aspiration
  - ONYXWORKS
  - SWIFT
- How much more business would you win with
  - FireWarden?
  - FireLite?

Be sure to download the Notifier Annual Leadership Conference 2017 Event App

- Keep Track of Your Personalized Agenda and Event Schedule
- Participate in Polling and Conference Trivia
- Stay Up to Date with the Activity Feed
- View Presenter Lists, Documents, Photos, and More!

Visit the App Help Desk by the Notifier Registration



THANK YOU

NOTIFIER®
by Honeywell