

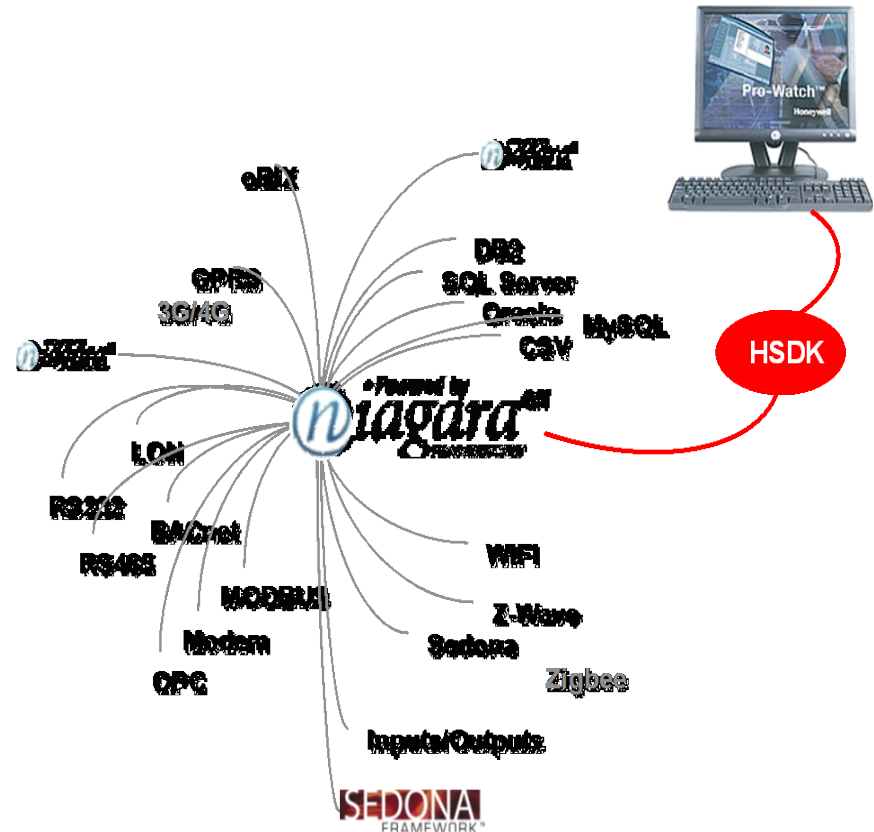


# Pro-Watch® Integration Program

# Pro-Watch<sup>®</sup> Integration Program

## What Makes It Special?

- **First** and **only** App based program in the industry
- Graphical programming minimizes skill sets and time required
- Minimal need for technical support and development from Honeywell
- Existing community of 1,000s of developers
- Leverage end users existing infrastructure with over 300,000 instances of the framework



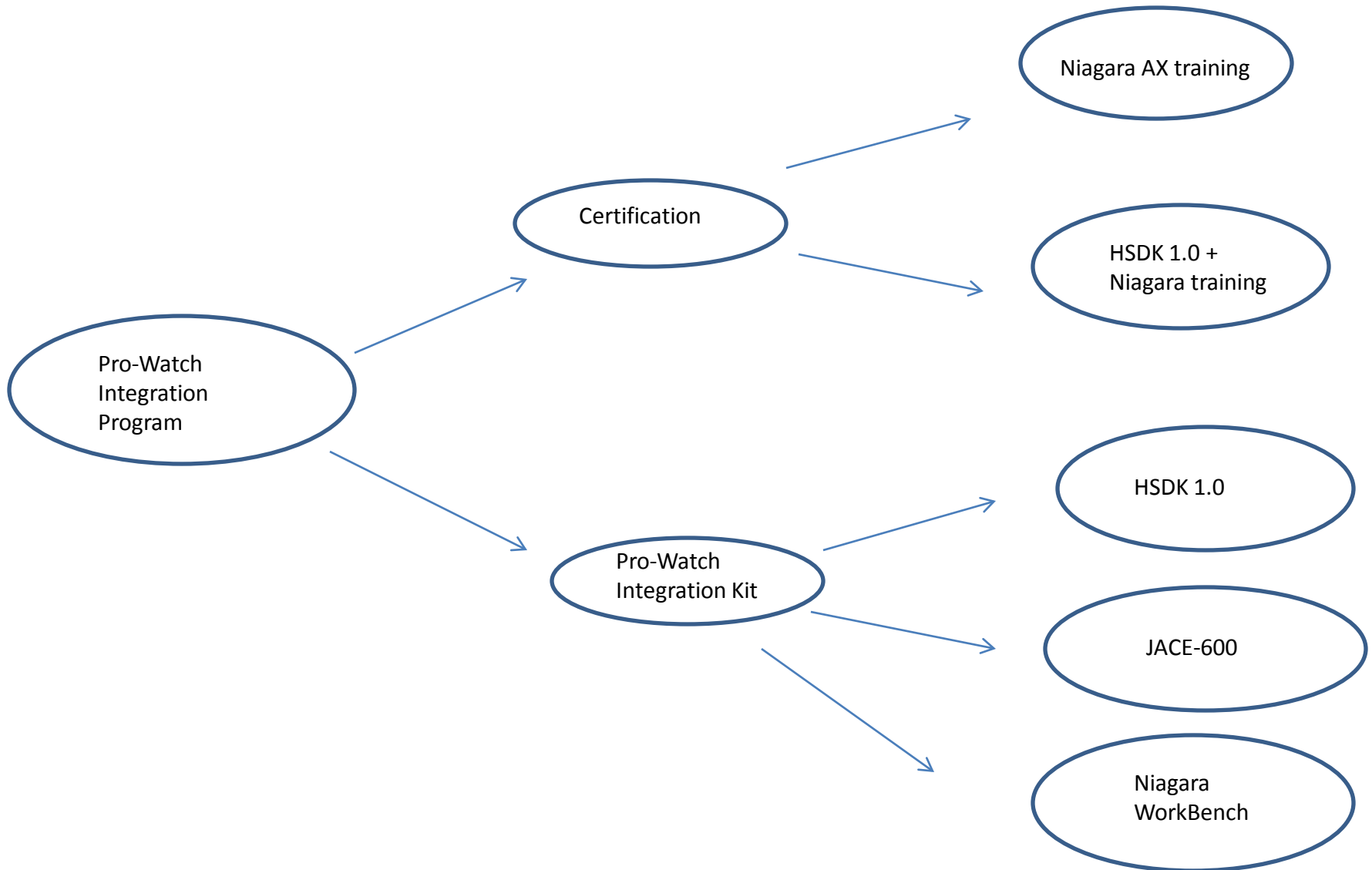
*First and only App based program in the industry!*

# Program Overview

**Pro-Watch Integration Program** consists of:

- 1. A product line** (Pro-Watch Integration Kit) which consists of:
  - Niagara<sup>®</sup> WorkBench
  - HSDK 1.0
  - JACE<sup>®</sup> -600
- 2. A market program**
  - Provides training and business development support to the integrators and third parties

# Program Diagram



*First and only App based program in the industry!*

# Pro-Watch® Integration Program

## Get It.

### Training

- 1 week of Niagara TCP/AX training at Tridium, Inc. for 1 employee (with materials and certification included).\*
- 6 hours of HSDK 1.0 to Niagara webinar\*

\* Requires passing grade on final examination.

### Certification

- Sign-up fee
- First-year Pro-Watch Software Support Agreement (SSA)
- Pro-Watch Integration Program certificate

## Build It.

### Pro-Watch Integration Kit

- 1 developer license for HSDK 1.0
- 1 Niagara WorkBench graphical developer platform
- 1 JACE-600 hardware developer platform

## Sell It.

- **Increase profitability**—customize applications quickly, saving you time and money
- **Gain a competitive edge**—expand your portfolio and resell what you build to similar customers and/or adjacent markets
- **Reduce costs**—maximize your investment in staff by training a senior-level technician instead of a dedicated software engineer

*Get it. Build it. Sell it.*

# Program Overview

**Pro-Watch Integration Program** enables three different stakeholders:

**1. HIS Integrator Developers (*trained*)**

- To install Pro-Watch HSDK 1.0 adapter and to develop application modules in Niagara

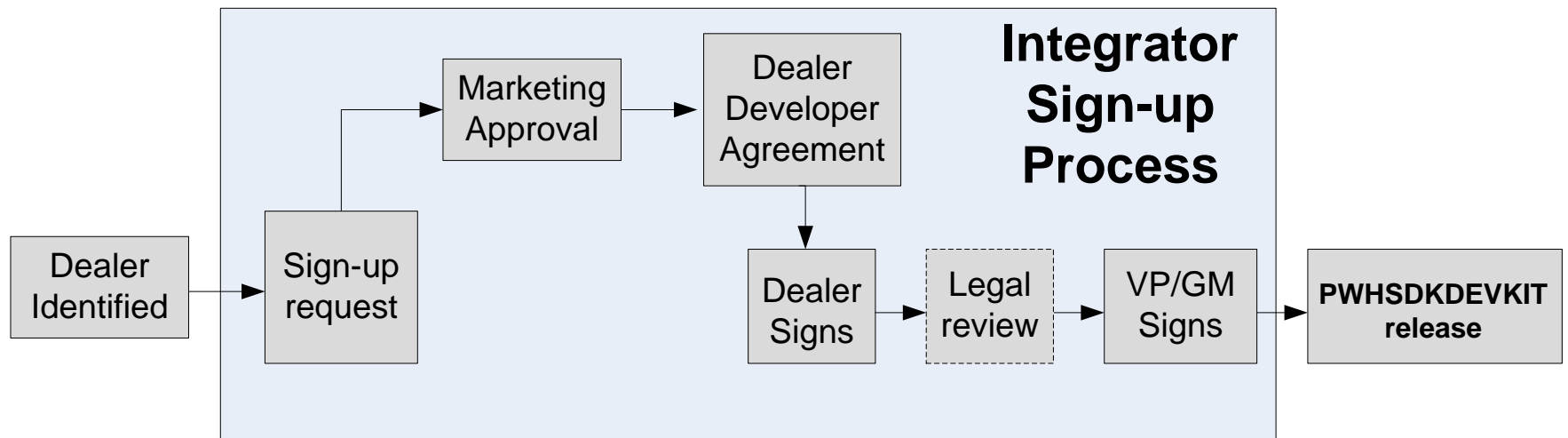
**2. HIS Integrator Installers (*trained*)**

- To install Pro-Watch HSDK 1.0 adapter in end user system only

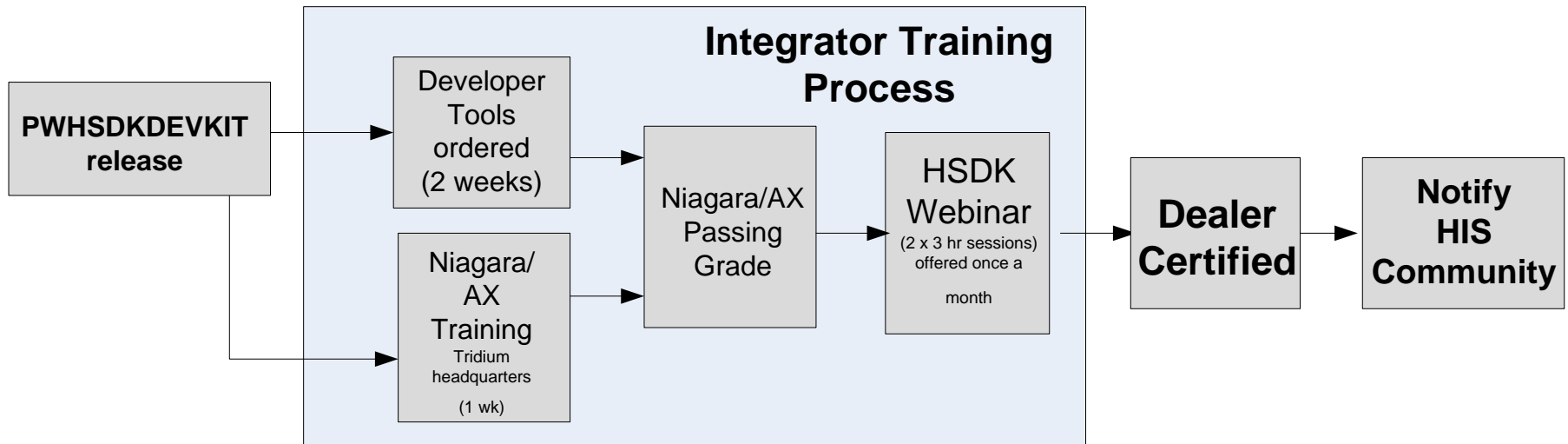
**3. Third Parties**

- To develop and commercialize application modules and services to Pro-Watch install base (end users and HIS integrators)

# Integrator sign up process



# Integrator training process





*Get it. Build it. Sell it.*

# Program Requirements

## Initial (First Year)

- Certify 1 developer
  - Advanced Pro-Watch training
  - Niagara TCP/AX training
  - HSDK 1.0 to Niagara webinar
- Purchase 1 Pro-Watch Integration Kit
  - HSDK 1.0 demo system
  - Niagara WorkBench interface
  - JACE-600
- Submit application
  - Sign-up fee
  - Developer Agreement

## Annual (Subsequent Years)

- Maintain 1 certified developer on your staff
- Install 2 program-based sites per year
- Maintain a Pro-Watch Software Support Agreement (SSA)

# Training and Certification

## Training

- 1 week of Niagara TCP/AX training at Tridium, Inc. for 1 employee, including training materials and certification.

The 5-day Niagara<sup>AX</sup> training, which will conclude with a certification exam\* at one of Tridium's University Learning Centers. Class schedules and registration for approved developers can be viewed at [www.tridiumuniversity.com](http://www.tridiumuniversity.com).



Benefits of Tridium certification include:

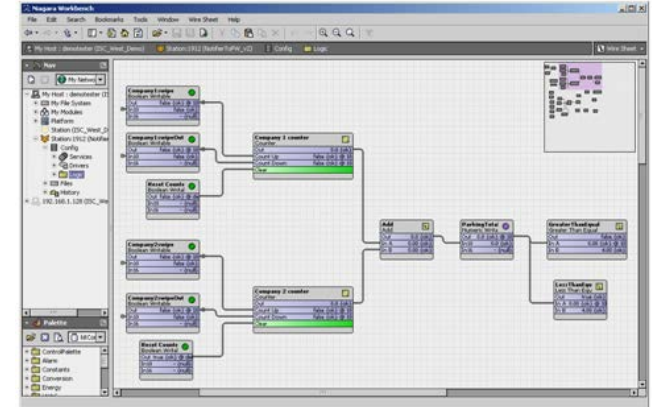
- Lower costs and minimized risk
- Increased efficiencies free you from time-consuming, high-cost development functions
- Reduces time required in project development so you get to market quicker
- \* Requires passing grade on final examination

NOTE: Developers should register under the "Honeywell Security" brand. After registration, the registrant will receive a confirmation email detailing the outline of the course and any applicable pre-training materials. It is recommended that any pre-training materials be completed in advance of the course.

- 6 hours of HSDK 1.0 to Niagara Webinar

The HSDK 1.0 to Niagara webinar consists of two 3-hour sessions. It is recommended that prior to attending the webinar, the registrant identify a specific project he/she can reference during the webinar training. (Passing grade on exam required)

NOTE: Developers who order the PWHSDKDEVKIT should designate a senior technician to receive the advanced program training.



## Certification

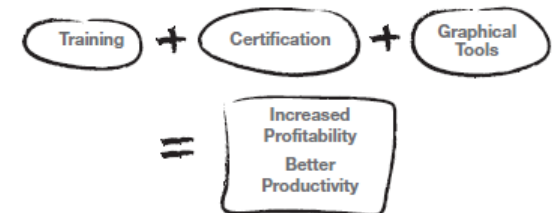
- Receipt of a Pro-Watch Integration Program certificate
- Exclusive access to the Pro-Watch Integration Program portfolio
- "Certified Integrator" listing on the HIS website
- Notice of your certification will be featured in the HIS Security Insights newsletter



*Build it.*

# Sales Effort

- FOUR REASONS TO LEVERAGE THE PRO-WATCH INTEGRATION KIT
  - Graphical programming minimizes skill sets and time required.
  - Minimal need for technical support and development from Honeywell.
  - Existing community of thousands of developers.
  - Leverage the existing infrastructure of end users with more than 270,000 instances of the framework.



# Use Cases

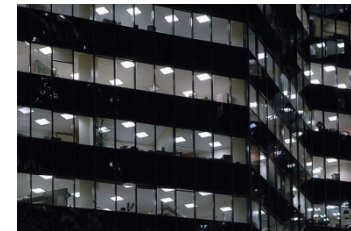
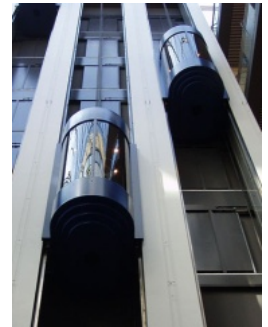
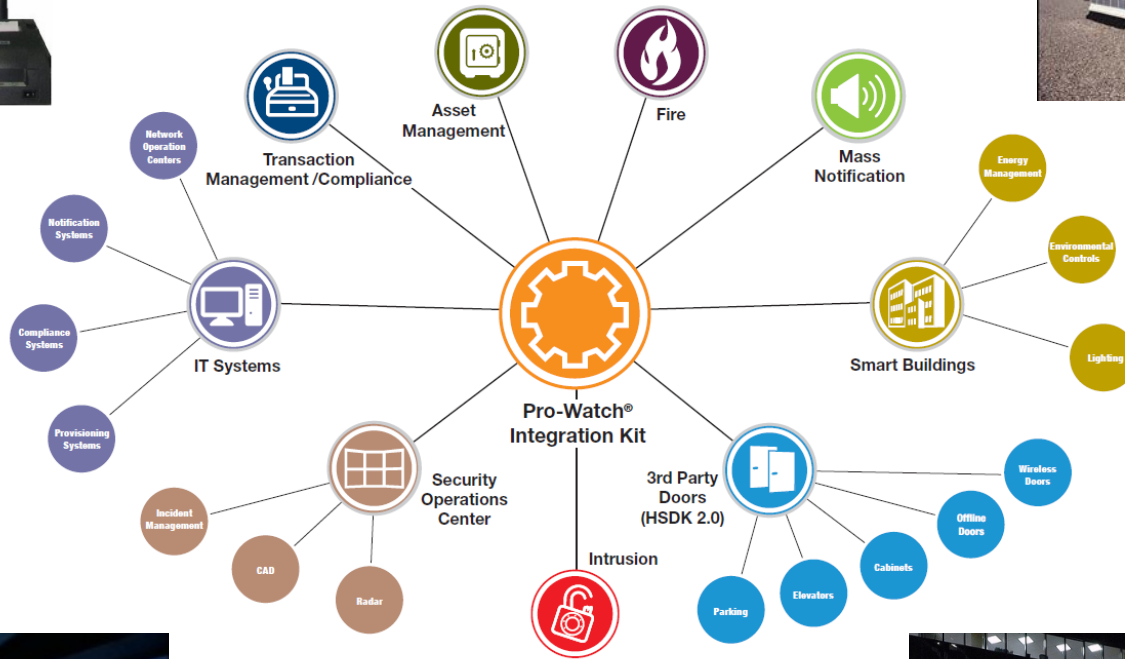


# Physical Integration (applications)

## Building Integration Solutions – Pro-Watch Integration Kit



Honeywell



***Significantly reduce time & cost needed to design and integrate building systems***

# Physical Integration (Smart building)

Building Integration Solutions – Pro-Watch Integration Kit



*Significantly reduce time & cost needed to design and integrate building systems*

# Pro-Watch publishes security information

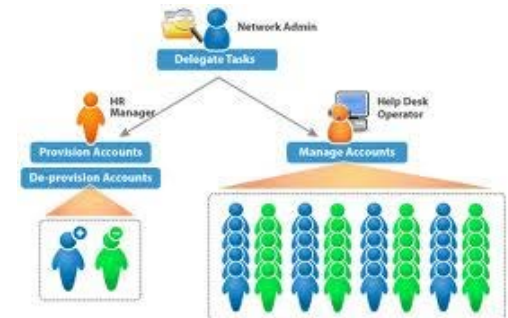
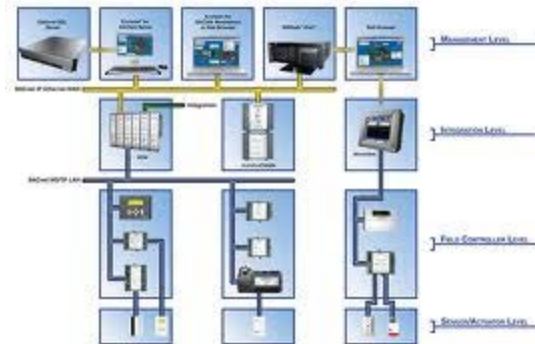
Honeywell

- Publish real-time security information and control Pro-Watch from a third-party system
- Create your own application that leverages security information
- **Use cases**
  - Energy management systems
  - IT supervisors
  - Elevators systems
  - PSIMs, PSOMs, etc



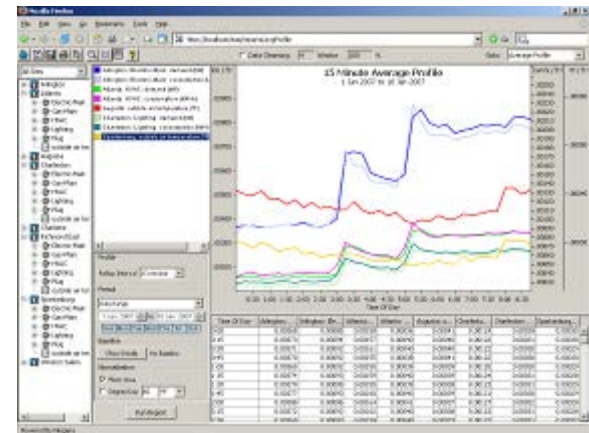
# Pro-Watch centralizes corporate information Honeywell

- Implement a central monitoring center
- Generate reports across multiple systems
- Implement real-time HR and compliance integrations
- **Use cases**
  - Secondary Fire monitoring
  - Monitor BMS systems and alarms
  - Integrate IT events to Physical Security



# Pro-Watch Security dashboards

- Create powerful web and mobile real-time visualization and management solutions
- Cater to specific customers in the corporate environment
- **Use cases**
  - Security Status mobile apps
  - Mobile alarm response and monitoring
  - Security + IT + Compliance solutions



# Questions ?

