

Honeywell Security Solutions Overview

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SECURE AND MANAGE YOUR BUSINESS

Honeywell Video and Connected Building solutions enable more efficient and effective security, lower installation and operating costs, increased productivity and powerful insights to more effectively manage your business.



Industry-leading Connected Building solutions trusted worldwide

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There's A Perfect Solution For You

- Integrated video security for any size business or enterprise
- Superior video resolution and equipment performance
- Built-in security features
- Operational savings and increased productivity



MAXPRO VMS



Remote Connectivity



WINMAG



equIP Cameras



Mobile App



MAXPRO NVR



Xtralis ADPRO XO 4



Pro-Watch



WIN-PAK



Performance / Focus ENVR



Performance Cameras



HUS

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Honeywell Security Systems Overview

Segment		Key Needs	Go to Market
Critical Infrastructure		• High security • Regulations • High uptime / reliability	• Specialty Integrators (HIS)
Enterprise		• Risk reduction • Return on investment • Integrated solutions	• Integrator Programs (HIS)
Professional, Institutional, Multi-Loc (PIM)		• Operational efficiencies • Interoperability • Ease of use & install	• Loyalty Programs (HASD) • ADI
Small Business		• Price • Ease of install • Availability	• ADI • Loyalty Programs (HASD)

HON Offerings

Intrusion Detection	Access Control	Video Surveillance	Hosted Services
 Vindicator	 Pro-Watch	 MAXPRO VMS	 MAXPRO Cloud
 Vista	 WIN-PAK	 MAXPRO NVR / Hybrid	
	 NetAXS	 equIP Cameras	
		 Performance Series DVR/NVR	
		 Performance Series Cams	

Scalable Integrated Solutions

The Honeywell Authorized Dealer Program Is the Answer

- Networking opportunities with the foremost independent security and fire dealers
- Usage of the Honeywell brand
- Specialized training and marketing tools



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Join the Honeywell Authorized Dealer Program

- **Largest network** of independent security dealers
- **Over 300 successful companies,** many with multiple branches
- **41 of the SDM 100,** the largest security providers in the industry











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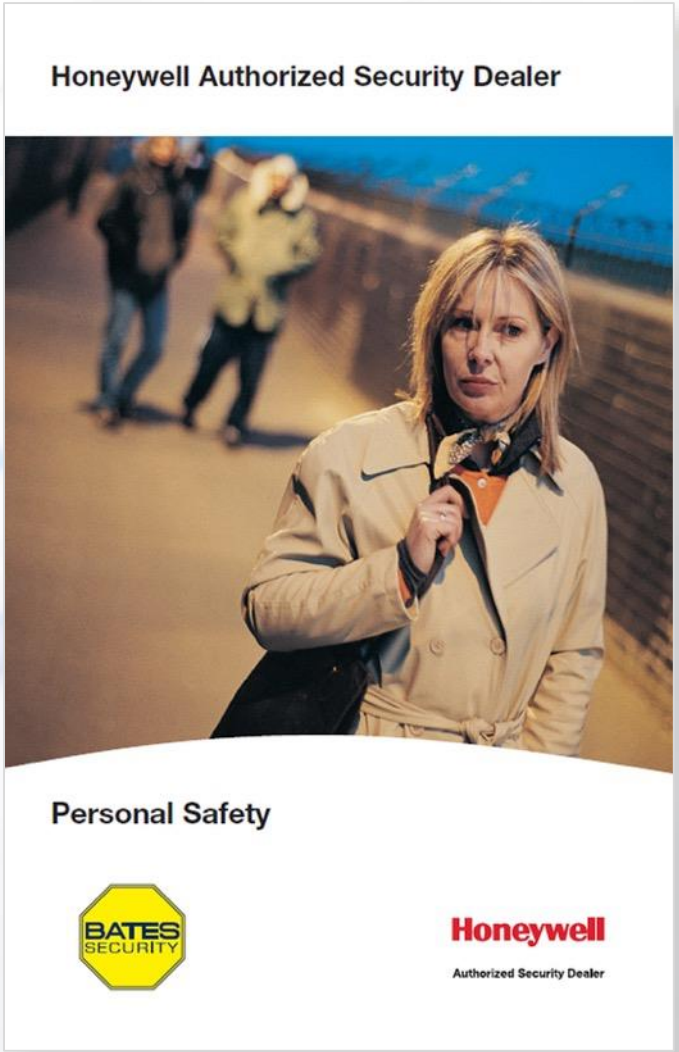
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Marketing Support

- Logo Usage and Branding Support
- Co-op Program
- Rebate Program
- Marketing Development Funds
- Custom Honeywell Authorized Dealer Branded Materials





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Training

- On-site
  - Dealer Development Group (DDG)
  - Technical Managers
  - Product Managers
- Regional Sessions
- Webinars
- Discover Online Courses
  - Over 300
- Priority Tech Support
  - Dedicated number
  - Schedule support



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Strong Growth Opportunities in Key Markets



Campus / Open Spaces

NEED:

- Provide campus / open space safety for students, workers and visitors
- Reduced operational and management costs
- Reduce potential litigation from accidents while improving overall safety



Restaurant / Hospitality

NEED:

- Reduce operational and management costs
- More efficiently and effectively provide safety & security
- Protect against potential liabilities



Offices / Lobby / Parking

NEED:

- Reduce operational and management costs
- More efficiently and effectively provide safety & security
- Minimize workplace treats and violence
- Protect people, property and assets



Retail / Common Areas

NEED:

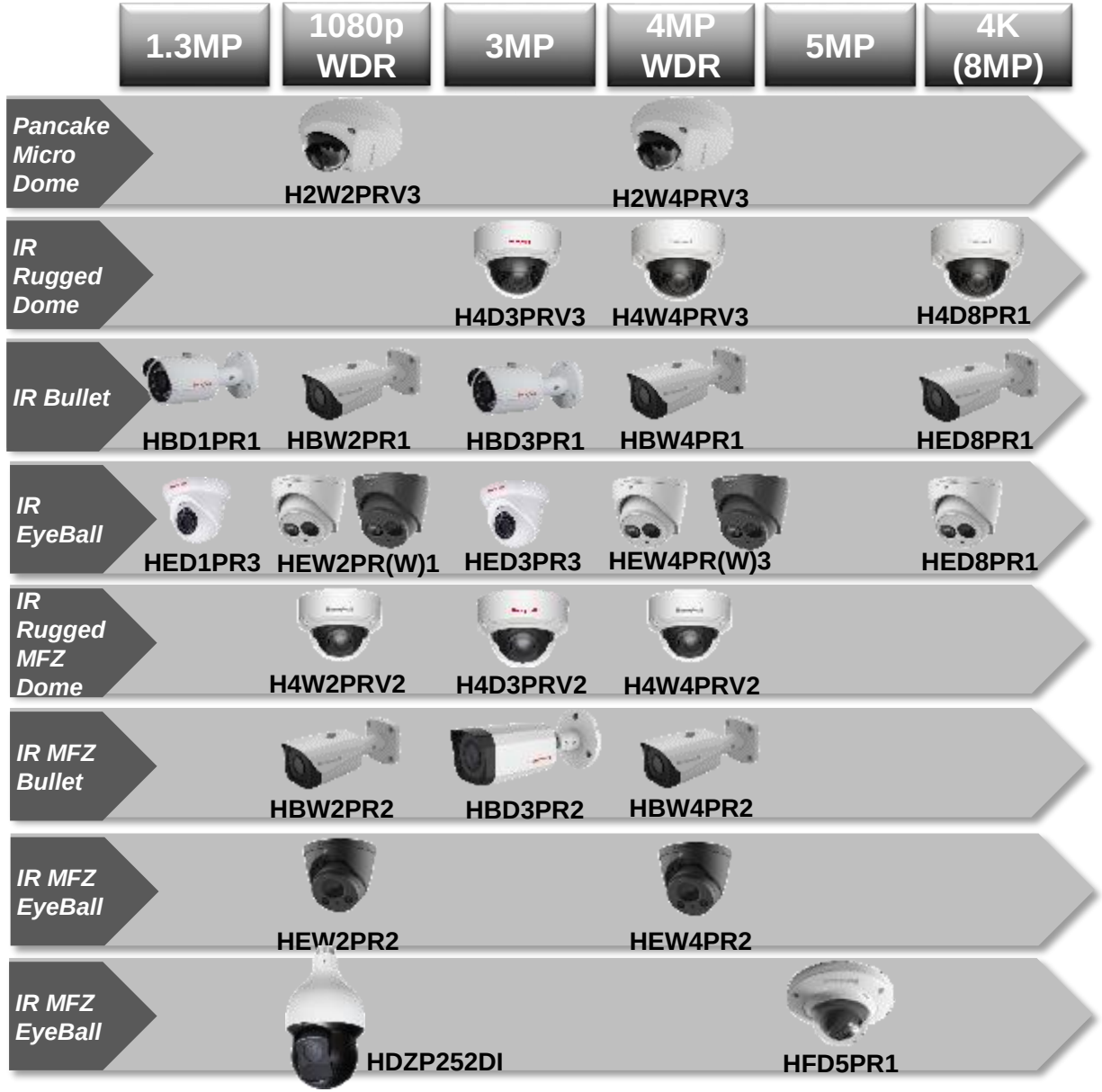
- Reduce internal/external shrinkage through 100% coverage
- Reduced operational and management costs
- Increase revenue per customer by monitoring store traffic, demographics, and transactions

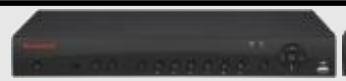
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Performance Series IP & Focus 4K Family Overview



NVR Model	Perf Series 2SATA	Focus 4K 2SATA	Focus 4K 4SATA	Focus 4K 8SATA
				
4ch w. 4 PoE ports	HEN04112 – 1TB HEN04122 – 2TB			
8ch w. 8 PoE ports	HEN08112 – 1TB HEN08122 – 2TB HEN08142 – 4TB	**HEN08144 – 4TB**		
16ch w. 16 PoE ports	HEN16122 – 2TB HEN16142 – 4TB HEN16162 – 6TB	**HEN16144 – 4TB** **HEN16184 – 8TB**	**HEN16284 – 8TB**	**HEN16384 – 8TB**
32ch w. 16 PoE ports		**HEN321124 -12TB**	**HEN32284 – 8TB** **HEN322164 -16TB**	**HEN32384 – 8TB** **HEN323164 -16TB**
64ch w. 16 PoE ports				**HEN643164 -16TB** **HEN643324 -32TB** **HEN643484 -48TB**

Support all existing and new Performance and EQUIP Series IP Cameras

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Differentiated Video Solution



- All fixed HQA and IP Cameras now come with a 5 Year Warranty
- Products purchased after January 1st, 2017
- Does not include PTZ's



- Q1 2018
- Drive new RMR from your video installations



- 365Swap for Performance Series Video - No hassle returns
- Over the counter exchange on defective product
- No one offers video surveillance solutions and support like Honeywell



- November 2018
- Performance Series Focus 4K integrated with I-View Now
- Affordable video surveillance solutions to a wide range of everyday security applications
- Take the guesswork out of alarms
- Add RMR to every surveillance proposal, sale and installation

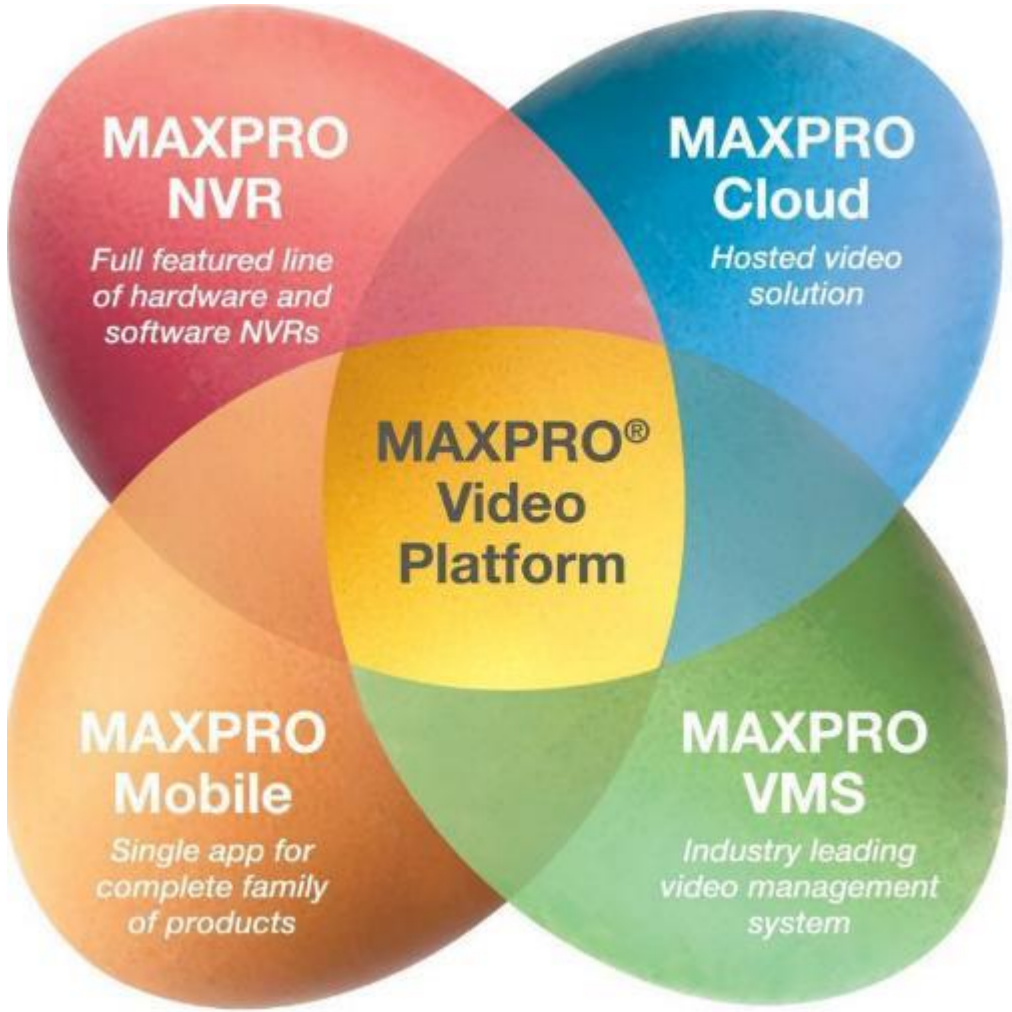
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MAXPRO











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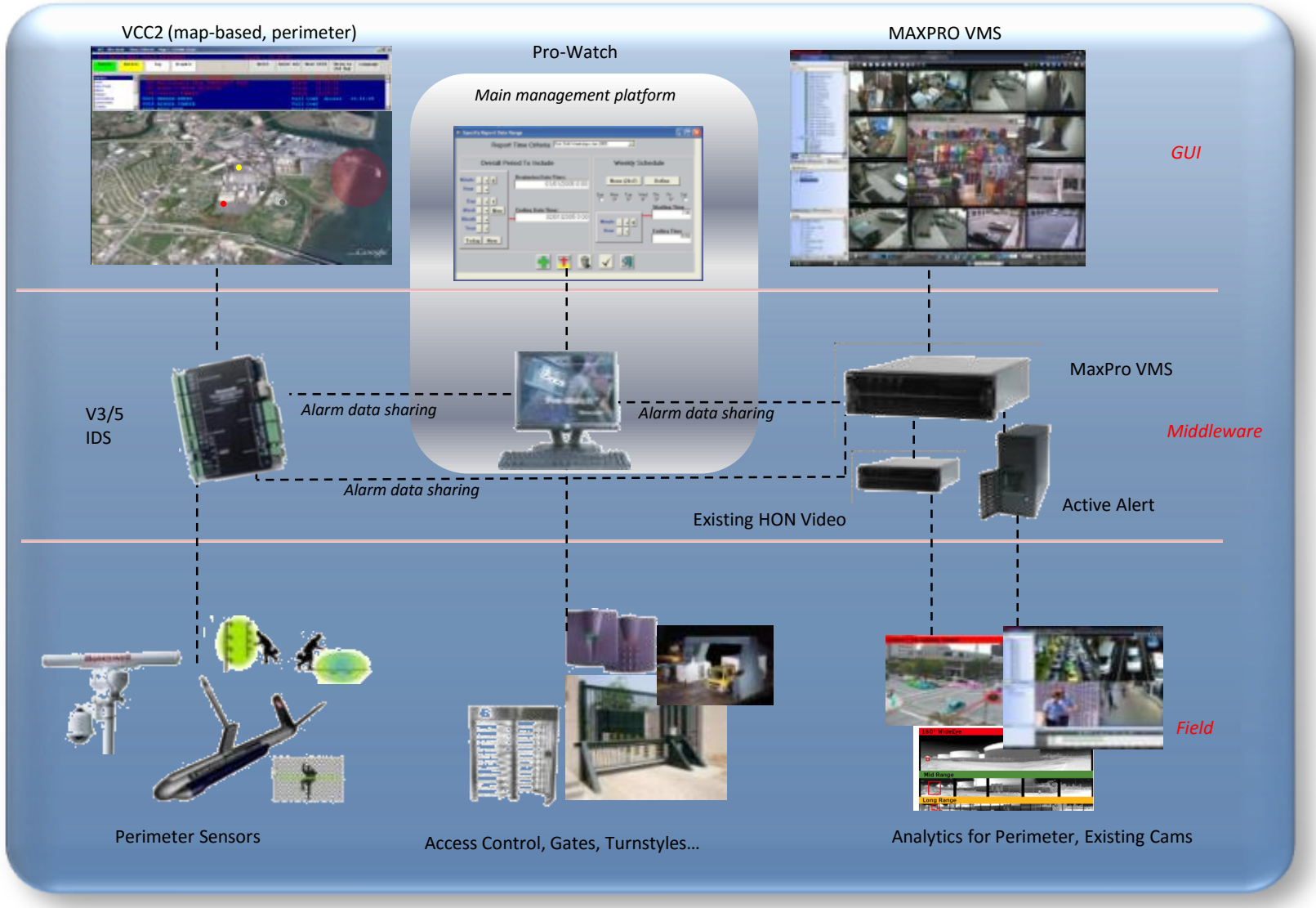
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Honeywell Vindicator Industrial Intrusion

- **Pro-Watch®**
  - Access alarm and event data anytime, anywhere
  - Advanced Badging
  - Compliance Reporting
- **Vindicator® IDS**
  - Reliable, fast, ruggedized
  - Ideal for large-scale or harsh environment perimeter protection
- **MAXPRO® VMS**
  - True Video Management System
  - Powerful customization
  - Multi-system view and control

HW Integrated Solution

- **Single Operator Interface**
- **Layered security**
- **Open platform**
- **Scaled solution**



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Camera Portfolio

	1080p WDR	1080P Low Light	4MP WDR	6MP Low Light	8MP Low Light	4K (12MP) DWDR
Indoor Dome						
Outdoor Dome						
IR Bullet						
Box Camera						
IP PTZ / Ex-p PTZ / Thermal PTZ						
Others: 360° / Panoramic / Exit View / Explosion		  				

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NetAXS products

NetAXS Deluxe 4

NetAXS Standard 4



NetAXS Standard 123



NetAXS Compact

- **SIMPLE**
  - Manage your access control with a PC and an a network connection
- **SCALABLE**
  - Purchase the exact amount of access control you need now and easily add doors later
- **FLEXIBLE**
  - You choose; Web browser or WIN-PAK software-hosted system management options

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WIN-PAK

- **WIN-PAK XE (Express Edition)**
  - Basic package Access
  - 1 user

- **WIN-PAK SE (Standard Edition)**
  - Basic package plus standard video integration
  - Available Options
    - Intrusion Arm/Disarm
    - Upgrade from 1 user to 5 users

- **WIN-PAK PE (Professional Edition)**
  - Unrestricted # of users and communication servers
  - WIN-PAK + Intrusion + advanced video integration
    - (associate up to 4 cameras with event & PTZ presets)



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Honeywell Integrated Security Channel

- **Providing enhanced efficient and cost effective security programs**
  - Intimate understanding of the end users site environment
  - Leadership position in entry to enterprise, scalable, security solutions
  - Sustainable integration of multiple subsystems and applications
  - Global footprint and support through and for dealers and end users
  - Extensive network of factory certified dealers

Products



Honeywell Integrated products provide you with the technology you need to deliver sophisticated security solutions.

Solutions



Understanding unique business environments is critical in order to ensure that the solution meets the needs of the user.

Customer Resources



Our goal is to help you realize the full potential of the latest technology by providing high-performance systems that deliver uncompromising reliability.

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Certified Security Integrators

- **Stringent Certification Process – Technical Audit**
  - **Honeywell Product Training**
    - Pro-Watch® Basic / Advanced & Enterprise Certified Integrators
    - MAXPRO® VMS & NVR & Macro Certified Integrators
    - Vindicator V3 Certified Integrators
  - **Professional Certifications in Computer Technology**
    - Windows Server / Desktop / SQL Server
    - VMware Certified Professional Datacenter Virtualization
    - Windows Server Hyper-V Virtualization Administrator
- **Focused Design Engineering skills**
  - Engineering drawing capabilities (AutoCAD, Visio Plotters)
  - Project Managers to manage, test, and monitor the status of projects.
  - Staging area to validate operation before onsite deployment.
- **Strong, long-term relationships – Integrators become and extension of our clients security teams**



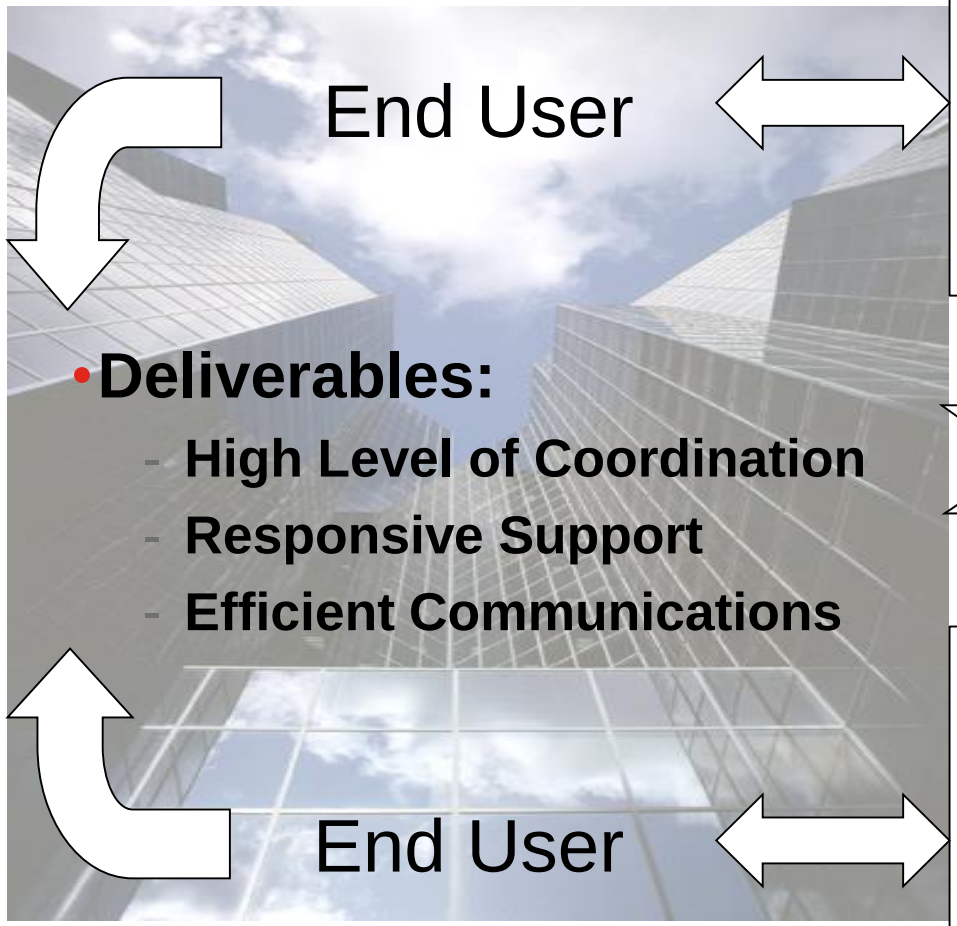




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Global Acct Team Effort- Proven Effectiveness



- **Strategic/Global Account Managers**
  - Primary Liaison for all Honeywell Resources
  - Provides “One Central Point Of Contact”
  - Coordinates activities among all Stakeholders
  - Monitors compliance to Customer “Requirements Plan”
  - Leverages support resources wherever located

- **Field Application Engineers, Regional Sales & Technical Managers**
  - Support of Overall Program & Local Client site

- **Honeywell Dealers / System Integrators**
  - Factory trained & supported
  - Competitive Market-based pricing
  - Designs & installs per codes, standards & client spec's
  - Local service and support to meet responsive metrics
  - Moves, adds and changes supported locally

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Range of Global Support and Resources

- **Build, Stock & Delivery Support**
  - Implementation
  - Project Management
  - Learning Solutions
  - Test & Acceptance
  - Inspection & Certification

- **Operational Support**
  - Maintenance and Performance Tuning
  - Systems Support (Proactive & Reactive)
  - Disaster Recovery Planning
  - Annual Audit & Certification

- **Pre & Post -Sales Support**
  - Technical Sales Assistance
  - Technology Assessment
  - Integrations Planning (Security/IT/HR) – Data Sharing
  - Migrations Planning

- **Design & Architecture**
  - Applications Engineering
  - Proof of Concept
  - Retro Fit Evaluation
  - Upgrade Planning



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HIS End User Community



HIS Forum 2017
Charleston, SC

The End User Committee is made up of highly recognized members of the End User Community wanting to build a relationship with their peers





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Sample of Global HIS Partners

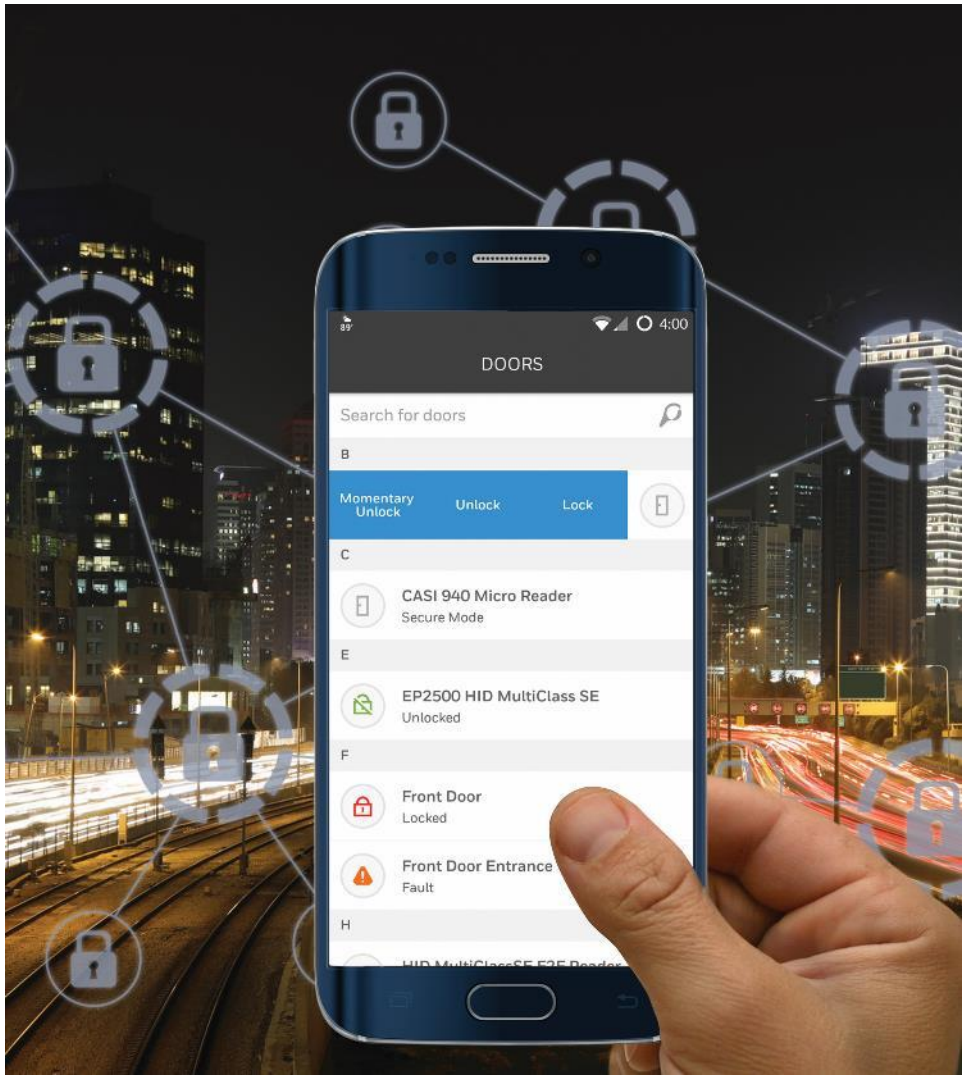


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Honeywell's Pro-Watch® is a connected building platform for enterprise and critical infrastructure customers. It helps you meet the most stringent compliance requirements for your industry, and it reduces your total cost of ownership by increasing operator productivity with superior flexibility and scalability.



Industry-leading connected building solution trusted worldwide

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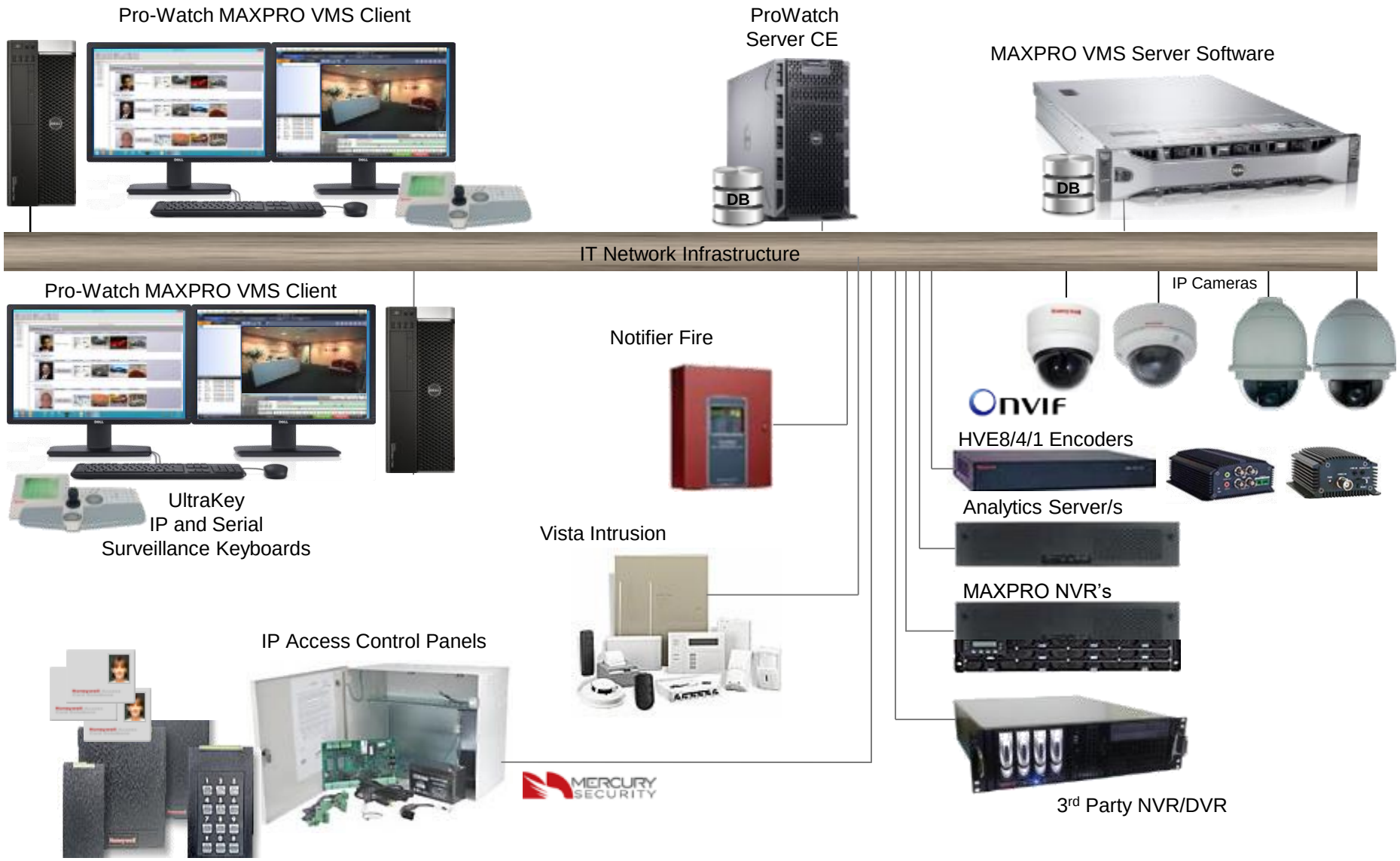
Many Options with Pro-Watch – One Integrated Solution



Superior scalability adds value by future-proofing critical tasks

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Integration Topology



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Simple to Change and Grow

Pro-Watch Lite allows seamless growth from a 2 door system to a 20,000 door Enterprise system without ever having to change user-interfaces or learn a new application.

	Clients	Readers
Pro-Watch™ LT - Lite Edition	**1-3**	**32**
Pro-Watch™ PE - Professional Edition	**1-5**	**64**
Pro-Watch™ CE - Corporate Edition	**Unlimited**	**Unlimited**

Pro-Watch™ EE - Enterprise Edition Integrates Pro-Watch CE Servers to create one large enterprise system.



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Open Hardware Support

Honeywell	Lenel	Mercury	Notes
Intelligent Controller	*Intelligent Controller*	*Intelligent Controller*	
PW6K1IC	LNL3300	EP2500	
PW6K1ICE	LNL2210	EP1501	
PW5K1IC	LNL2000	SCPE	
PW3K1IC	LNL1000	SCP/SCP2	
PW3K1IC	LNL500 *	SCPC *	* (Smaller Form Factor)
PW5K1MX8	LNL-8000	No Mercury Equivalent	
Honeywell	**Lenel**	**Mercury**	**Notes**
Reader Boards	*Reader Boards*	*Reader Boards*	
PW6K1R1E	No Lenel Equivalent	MR51E	1 Reader Board
PW5K1R1	LNL1300	MR50	1 Reader Board
PW5K1R2	LNL1320	MR-52	2 Reader Board
Honeywell	**Lenel**	**Mercury**	**Notes**
Input / Output Boards	*Input / Output Boards*	*Input / Output Boards*	
PW6K1IN	LNL1100	MR16IN	16 Input Board
PW6K1OUT	LNL1200	MR16OUT	16 Output Board

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LENEL
A UTC Fire & Security Company

B2S Technologies

Open Options, Inc.®
access technology

IDenticard
SYSTEMS INCORPORATED

MAXXESS

KeriSystems
INCORPORATED

ARINC
DEDICATION BEYOND EXPECTATION

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Why Honeywell?

- ***Comprehensive Range*** of innovative, video-enabled connected building solutions
- ***Advanced Video Analytics*** for improved surveillance productivity and responsiveness
- ***Lower Installation Costs*** through new and improved product design, including mounting brackets
- ***Maintain Business Continuity*** and compliance in all conditions
- ***Global Presence*** enables easy product supply, training and support



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