

Justine Clark
April 2017

BECOMING DYNAMIC AND INNOVATIVE IN DELIVERY

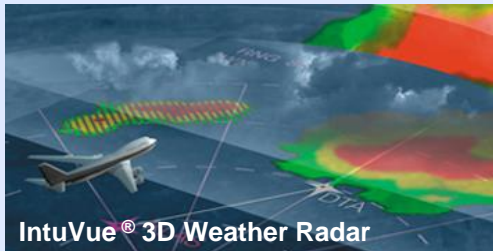
Honeywell

Honeywell Overview

NYSE: HON | ~1,300 sites | ~131,000 employees | Morris Plains, N.J. headquarters | Fortune 100

Aerospace

\$14.8B
Sales



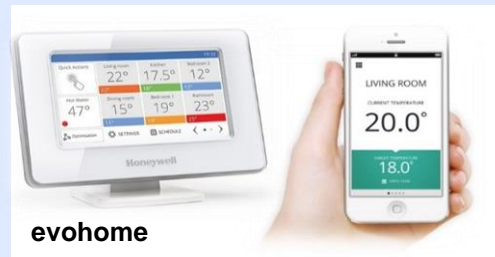
IntuVue® 3D Weather Radar

Unmatched Scope of Offerings

- Mechanical, Cockpit, and Software Offerings From Nose to Tail
- Apps, Services, Maintenance, Subscriptions
- End-to-End Connectivity Solutions From Hardware to Airtime
- Turbochargers for Fuel Efficiency

Home and Building Technologies

\$10.7B
Sales



evohome

Connecting Homes and Buildings

- Security and Fire
- Connecting Homes With Lyric™
- Open Software Connecting “Internet Of Things” in Buildings

Performance Materials and Technologies

\$9.3B
Sales



Experion® Orion Console

Winning Technology

- Refining and Petrochemical Catalysts
- Gas Processing Modular Offerings
- Solstice® LGWP Materials
- SmartLine Transmitters
- Asset Optimization Software

Safety and Productivity Solutions

\$4.6B
Sales



Vocollect™

Connecting Workers

- Wireless, Voice, Mobility, Data Analytic Solutions for Workers
- Warehouse Automation
- Keeping Workers Safe

Reflects 2016 Full Year Results

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Aligned to Key Global Macro Trends

Safety and Productivity Solutions



Honeywell Safety and Productivity Solutions provide **scanning and mobile computers, warehouse automation, and printing and media solutions** that improve enterprise and workflow performance, increase worker productivity, and enrich operational intelligence with data-driven insights. We also provide **personal protective equipment** to enhance workplace safety.

Businesses:

- Honeywell Industrial Safety
- Intelligrated
- Productivity Products
- Retail
- Sensing and Internet of Things
- Workflow Solutions

Headquarters:

Fort Mill, South Carolina

Technologies:

- Automation and Material Handling Solutions
- Footwear for Work, Play, and Outdoor Activities
- Gas Detection Technology and Custom-Engineered Sensors, Switches, and Controls
- Personal Protective Equipment for Industrial / Firefighting Applications
- Printing, Scanning, and Mobile Devices for Data Collection
- Workflow Software and Mobile Cloud Technology

The Customer Drives the Delivery Experience



Addressing Your Key Business Challenges

- Reduce operating costs
- Improve worker productivity
- Complexity in delivery network
- Higher levels of customer service
 - Delivery part of the consumer experience
- Flexible delivery models
- Transparency
- Onboard new workers quickly – particularly at peak
- Ensure regulatory/ safety compliance
- Offer business with continuous improvements
- Competition



A changing landscape. How will you respond?



We believe that in response to market pressure POSTALS/COURIERS will start offering more **COMPLEX** Services, **NEW** Services, **ENHANCED** Services and new **PRODUCTS**

More **COMPLEX** Services

DSD - Direct Store Delivery:

- Van / Prompt selling
- Delivery adjustments
- Offline re-pricing
- Invoice printing
- Cash collections
- Returns handling
- Value add delivery

NEW Services

Crowd Sourcing Engine leveraging Post Men:

- TV & Wi-Fi box installation
- Credit card secured del.
- Home pick-up
- Utility meter reading
- Car counting

ENHANCED Services

Enhanced Track & Trace with:

- Recall management
- Product authentication
- Compliance mngt.
- Item serialization

New **PRODUCTS**

In the Sharing Economy you might consider to create new products like:

- Tracking black-boxes for vehicle sharing
- Tracking tags for self-tracking

Technology to address operational challenges

MAIN REASONS FOR PUTTING MORE MONEY INTO TECHNOLOGY



Source: Honeywell / Peerless Media, May 2016

Why Dimensioning?

Rapid e-commerce sales growth



Rising costs to rent/lease DC



Faster shipping expectations



Need for space optimization

Accurate, on time charging

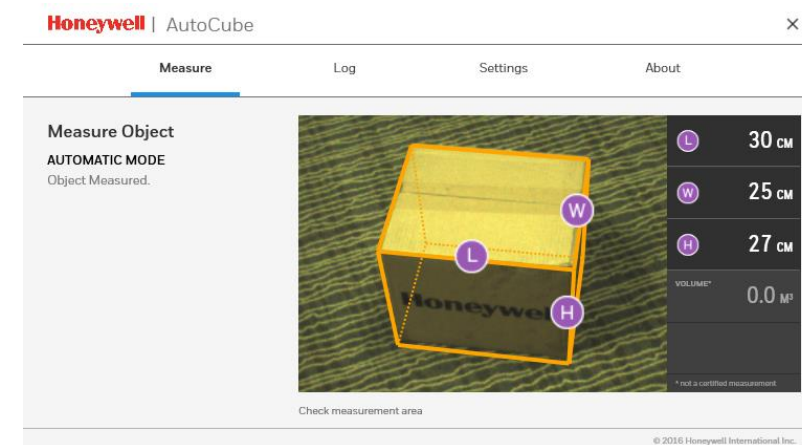
Demand for dimensioning solutions

Market drivers present an opportunity for operators to innovate

What is AutoCube 8200?

An electronic device that uses 3D depth sensing technology to instantly measure the three dimensions of an object

- Fixed device
- Mounted on a stand
- Connected to a host computing device
- Connection through a USB cable
- Software application on the host computing device



Store Package Acceptance

Current Dimensioning Solution

Manual Tape Measure

Pain Points

- Incorrect measurement will result in **lost revenue** as customer is not charged based on correct dimensional weight
- Long measurement time will result in **long queues** especially during peak hours
- Long queues will result in **lost revenue** as customers may switch to competitors.
- Incorrect measurement will result in inability to accurately plan vehicle capacity usage. This could result in either **service delays** or **increase in service costs**.



Avoid lost revenue and long queues

Cloud Computing – A Definition

“

Cloud computing is an IT service model where computing services (both hardware and software) are delivered on-demand to customers in a self-service fashion, independent of device and location.

”

Source - Marston et al., 2011, p. 177

Growth of Cloud



91%
OF COMPANIES
BELIEVE THAT THE
CLOUD
WILL HAVE A
MAJOR
IMPACT
ON THEIR
ORGANIZATIONS

Cloud Adoption Survey What people want:



51% Greater flexibility
and agility



35% Competitive
differentiation



33% Faster business
innovation



23% Measurable
efficiencies

The Need For Enterprise Mobility

MARKET REVOLUTION

Trends:

- Digital transformation
- Compliance requirements
- Outsourcing

Challenges:

- Locked and isolated IT systems
- Disconnected from business partners
- Collaboration across processes

ENTERPRISE IMPACT

Business Needs:

- New business model support
- Increased customer service
- Optimized resource utilization
- Access anywhere and always

IT Requirements:

- Strategic approach
- Low/No infrastructure
- BYOD support
- Fast, consistent response to business request
- Agile development (leverage on existing skills, knowledge, systems)

Understanding Movilizer for Transport & Logistics

Movilizer for Transport & Logistics

is a cloud-based mobility solution, which enables companies to interconnect any mission-critical process at any single point in the supply chain.

At the same time it can connect subcontractors, manufacturers, suppliers and customers, as well as internal systems and processes – all in one app.



Movilizer – Key Capabilities and Features



Deploy and Run anywhere

Our multi-channel technology separates your mobile business processes from the mobile technology, so your mobile apps will work – without change – on today's, tomorrow's and future channels.



100% Online & Offline

In many field operations you have no access to the internet or security precautions do not allow a connection. When you want to mobilize your business process this limitation has to be taken into consideration.



Effective User Experience

It's important to include UX in your mobile solution. UX in a process-oriented software product removes friction, increases user satisfaction, excels user adoption and decreases support requests.



Mash-Up of Source Systems

Movilizer has the possibility to mash up relevant source systems into one app. The complexity of managing multiple back-end systems is hidden from the user. Running the app will be faster and it gives the user an easy-to-use app.



HTML Integration & Smart Scripting

Movilizer addresses challenges of HTML5 development for improved HTML5 experience and developed MEL, a fast and smart scripting language to create more dynamic and interactive mobile apps.

Mobile Pickup & Delivery

Value Proposition

- Increase revenue through increased stops per driver
- Reduce manual delivery process steps
- Ensure optimized workflow processes are followed



How?

- Accelerated package-per-hour delivery rate
- Awareness of driver behavior and time of service
- Leverage cloud and voice technology for accuracy and productivity improvements

Mobile Proof of Delivery

Value Proposition

- Include just-in-time or ad-hoc delivery
- Offer accurate, fast and efficient delivery to your customers
- Integrate your customer and increase customer satisfaction
- Decrease administrative and operational costs



How?

- Byod support to connect both internal and external drivers
- Van drivers connected with the back office
- Traceability of trucks and vans
- Send real-time delivery information to your customers
- Forward delivery exceptions via the app (i.e. damaged parcels, absent customers, wrong or incomplete delivery)

Delivery traced in real-time

Omega Logistics facilitates its complete logistics processes with a mobile app and increases customer satisfaction



“ With the GPS localization, drivers can be traced anytime and it enables just-in-time or ad-hoc delivery.

That gives us more flexibility – customers can be added to the delivery rounds via the PDA. Additionally, drivers can forward delivery exceptions via the app.

This results in a noticeable decrease in our costs.

”

*Gerard van der Wert, CEO Omega Logistics,
Houten, Netherlands*