

**WE ARE**  
**THE FUTURE** 2021

# SMART RETAIL



**BOGDAN GHEORGHE**  
**TERRITORY MANAGER RO,BG,MD**

**Honeywell**

# HONEYWELL | OVERVIEW



**Aerospace**



**Building  
Technologies**



**Performance  
Materials and  
Technologies**



**Safety and  
Productivity  
Solutions**

NYSE: **HON** | ~970 sites | ~110,000 employees | **Charlotte, N.C.** headquarters | **Fortune 100**

Represents 2018 sales excluding Garrett (the former Transportation Systems business) and Resideo (the former Homes and ADI global distribution business); Differences between segment sales figures and the sum of sales figures for the businesses within each segment are due to rounding

<sup>2</sup> Represents 2019E sales

# SAFETY AND PRODUCTIVITY SOLUTION IMPACT

Honeywell's solutions enhance productivity and safety to

**500M+**  
workers yearly



**50%** U.S.

hospitals rely on our data capture to ensure patients receive correct medicine dose



On average, Honeywell's Movilizer technology enables

**1.5M**  
cloud transactions each day



SPS offers

**50,000+**

sensors, switches and test and measurement solutions



**50/100**

of the top internet retailers rely on technology from Honeywell Intelligrated for their distribution centers and supply chains



**84%** of the

top 25 food retailers globally use Honeywell voice technology



**100+**

multinational customers are supported by Honeywell Movilizer cloud solutions



Honeywell voice saves companies

**+\$20B**

annually in productivity and accuracy



# ONLINE SHOPPING

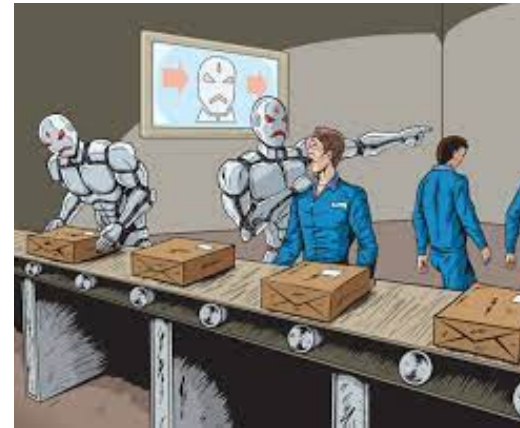


VS

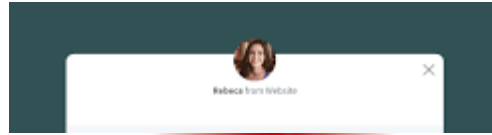
# IN-STORE SHOPPING



# MYTHS IN RETAIL



# MYTHS IN RETAIL



# HONEYWELL | SAFETY AND PRODUCTIVITY SOLUTIONS



<b>+500 Million</b> Workers Reach
<b>5,000</b> Partners Eco-system
<b>20,000</b> Global Workforce
<b>\$6.3B</b> Global Sales

Mobility Edge | A unified platform for mobile computing

Honeywell's **Mobility Edge** is a hardware and software platform that delivers agile business outcomes **faster and better, with lower cost, and less risk.**

android

Honeywell

Qualcomm  
Qualcomm  
Technologies, Inc.

CONNECT  
TOGETHER  
SUCCEED  
TOGETHER



# OPERATIONAL INTELLIGENCE SUITE

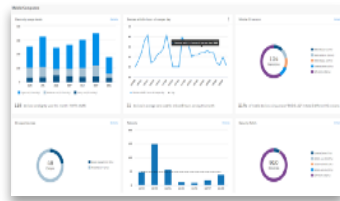
## ABOUT OPINTEL

Operational Intelligence is a centralized platform to manage the complete lifecycle, operational visibility and performance analysis of **assets, people and tasks** that can be deployed in the cloud or on premise.

**Unlike MDMs**, Operational Intelligence enables you to **predict upcoming problems before** they happen and gain business insights into your operations where none existed before. **Unlike other asset intelligence platforms**, OpIntel enables you to setup **automation** at the edge to manage issues in real time, and use new tools that enable you to act on the actionable insights all without requiring an additional MDM.



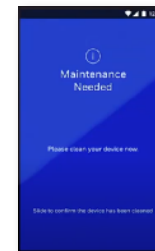
**Ruggedized Asset Management**  
React to issues in real-time & reduce business impact



**Data Analytics**  
Enables business/process optimization



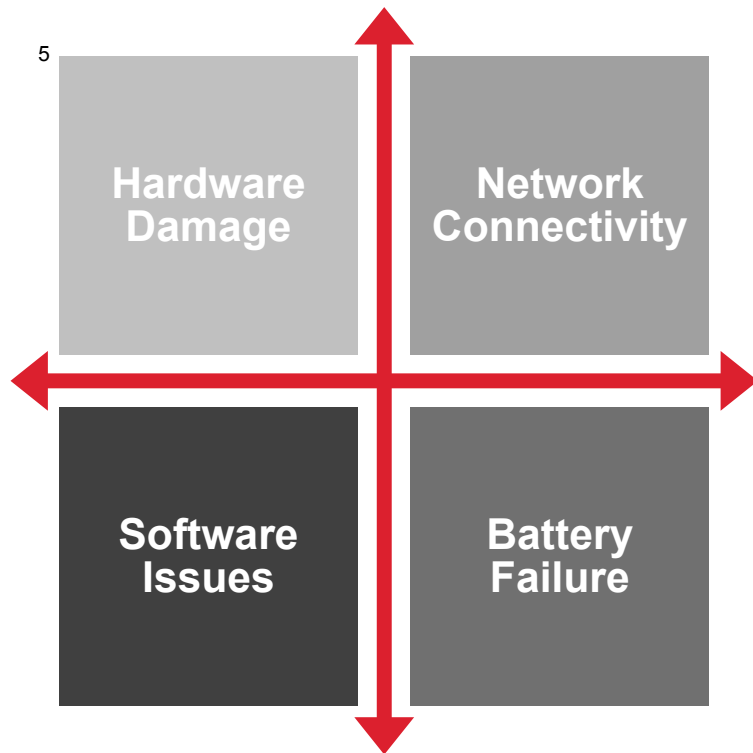
**Enterprise Connectivity**  
Extensible/Flexible to fit your needs



**Edge Automation**  
Automatically manage the most common asset

# SOLVING REAL PROBLEMS

## Leading Challenges Contributing to TCO



## Impact of Those Challenges

- **60-110 mins lost** in mobile worker productivity **per issue**<sup>1</sup>
- **40-60mins** of IT Support **per issue**<sup>2</sup>
- Batteries fail to support a shift **75% of the time**<sup>3</sup>
- **23% of device failures** are reported as no fault found<sup>4</sup>

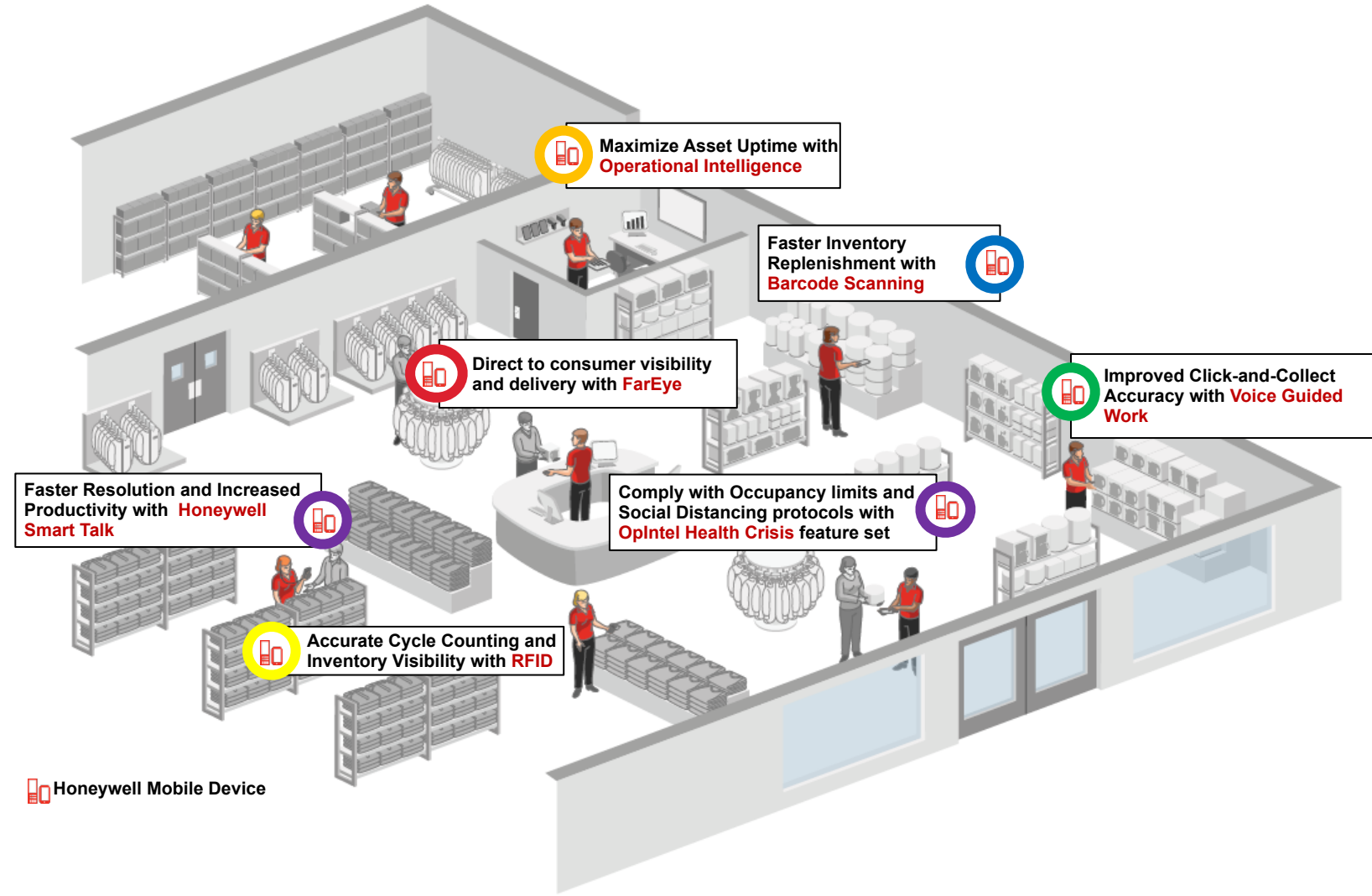
## NEW Solutions to Reduce TCO

- **Smart Actions** introduces **automation** at the edge that alerts workers on how to resolve and address issues when they happen.
- **APIs, New Actionable Insights, & Alerts** that predict issues before they happen and inform customers in real time.
- **Remote Device Triaging**  
Allows customers all the data and tools to remotely access devices and make changes on the fly.

<sup>1-5</sup> TCO Models for LOB Mobile Solutions, VDC Research

## EMPOWERING THE RETAIL ASSOCIATE: RETAIL SOLUTION OFFERINGS

- **Associate productivity** : replenishment, plan-o-gram compliance, cycle counting
- **Associate communications** : connecting every associate and unified communications
- **Click-and-Collect** : order picking, communications, curbside
- **Positive Shopper Experience** : product availability, queue times, returns
- **Asset utilization and management** : associate empowerment, health crisis protocols



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**THANK  
YOU**

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**Honeywell**

