

HONEYWELL **CONNECTED OEM**

Improve Overall Equipment Effectiveness and Boost Your Business

The plug and play industrial
IoT solution for OEMs

Honeywell

NOW FOR THE FUTURE

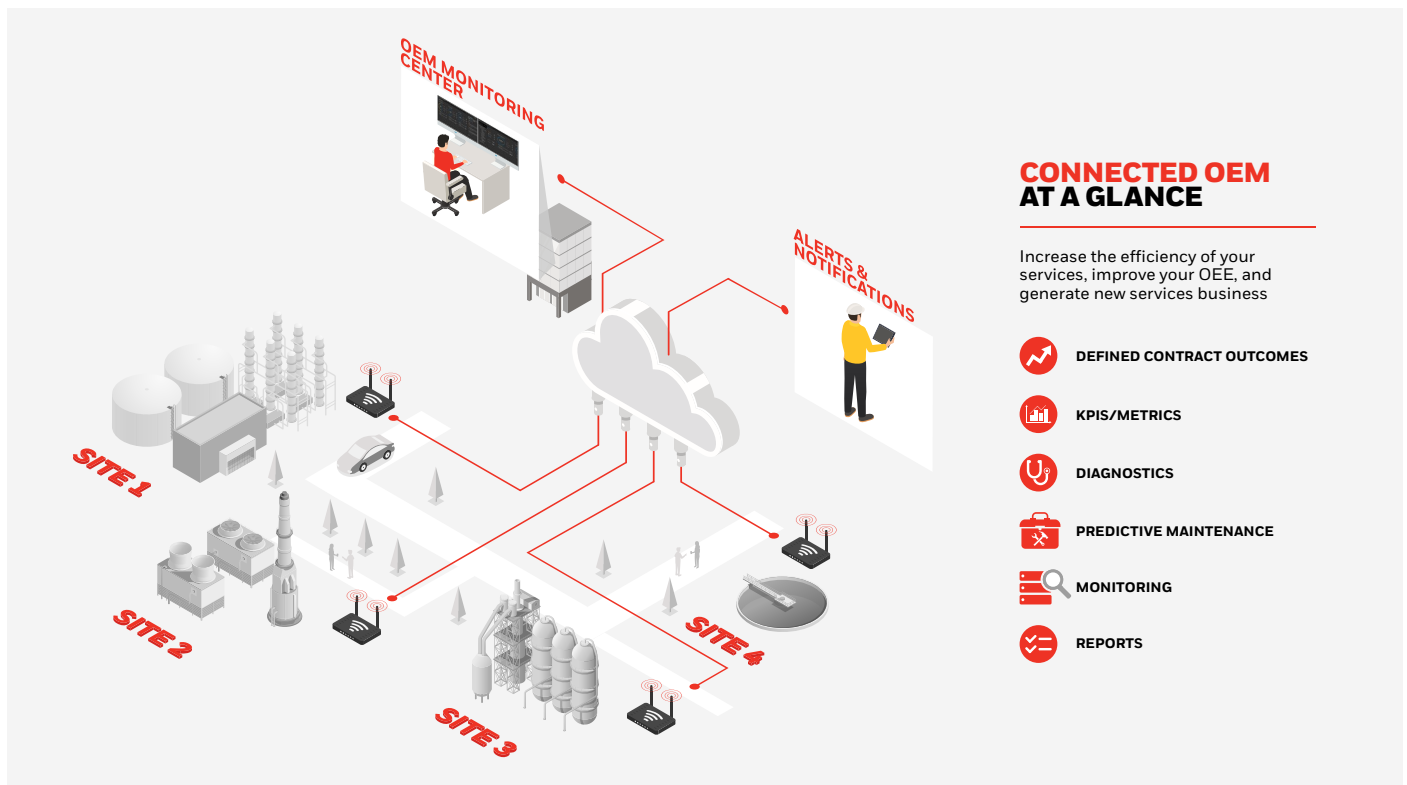
Begin your journey with Honeywell's Connected OEM. Connect to your installed base, strengthen your connection with customers, and prepare for the future.

We help original equipment manufacturers capture the data from their equipment so they can use it to cut costs, drive performance improvements and create new revenue streams. Connected OEM makes connectivity easy, providing all the equipment and implementation services you need. It gives OEMs the freedom to pursue their Industry 4.0 business goals and close the gap between expectations and reality.

Connected OEM combines Honeywell's industrial Internet of things platform, Cloud historian and visualizations and

analytics in one simple, subscription-based service – fully delivered. It's a secure, remote monitoring solution for equipment, skids and other assets giving access to critical asset KPIs, dashboards and alarms anytime, anywhere, on PCs or any mobile device.

With Honeywell's solution, machine builders can implement remote condition monitoring for their products across sites and the customer base. It's robust, reliable, and easy to use: an IIoT platform for improving equipment performance, cutting costs and boosting revenues.



Honeywell Connected OEM Overview

TOPLINE AND BOTTOM LINE

Connected OEM helps you reduce maintenance and servicing costs and identify new income opportunities.

COST SAVINGS

- Remote support and troubleshooting to cut travel costs with fewer site visits
- Improved visibility and health monitoring for more efficient servicing and maintenance
- Supports predictive maintenance programs to reduce failures
- Optimize services and workforce allocations

NEW REVENUES

- Support outcome-based service contracts with performance data
- Identify ongoing service needs and sales opportunities.
- Identify needs and ensure timely replacement of parts and consumables.

IMPROVED PERFORMANCE

Connected OEM supports better decisions, improved responsiveness and increased efficiency, helping build businesses ready for the future.

With critical KPI monitoring and dashboards, Connected OEM gives equipment manufacturers insights they can use to enhance the reliability and overall equipment effectiveness (OEE) of their boilers, furnaces, compressors and a wide range of equipment and skids. It can help protect their reputation and secure more repeat business. Ultimately, Connected OEM can even be the foundation for new business models – giving the visibility to deliver equipment as a service rather than a capital product.

A WIN-WIN

Connected OEM tackles critical causes of inefficiency, high OEM costs and customer dissatisfaction:

- Sub-optimal asset operation resulting in high operating expenses and lower reliability for end users
- Unplanned maintenance and emergency troubleshooting reducing availability
- Uncertainty over causes of equipment breakdown or poor performance
- Lack of records to prove committed asset performance records
- Slow resolution of technical issues and difficulties in troubleshooting

Connected OEM gives equipment manufacturers visibility of their installed base to maintain performance, cut maintenance and service costs and extend equipment life.



HOW IT WORKS

Honeywell Connected OEM gives original equipment manufacturers the connectivity and visibility of their installed assets to identify the cause of poor performance or breakdowns – whether it's component failures, faulty operation, inadequate maintenance practices, changing conditions or increasing loads. It enables them to work with end-users to prevent and resolve issues more quickly, cheaply and effectively.

Connected OEM gathers data from sensors on OEMs' equipment across sites using Honeywell's ControlEdge™ PLC and RTU controllers. It's then securely transferred to the Cloud through an intermediate modem or smart gateway. Leveraging our proven Experion platform, it offers a secure, scalable and continually improving solution.

Once there the data is stored in the historian and users can draw on a range of Honeywell analysis and visualization tools:

- For point building
- Parameter displays
- Setting alarm and notification rules
- Multi-parameter trend

- Other analysis and KPI dashboards.
- Dashboard and mobility access for End-users for collaboration

Machine builders can monitor the vital health parameters of their geographically dispersed assets across customers and sites from their central operations center. Field engineers, meanwhile, can use the data for notification, trending and monitoring to identify and resolve maintenance and performance issues more quickly.

We provide everything needed to get Connected OEM up and running. Connectivity hardware is delivered as a standard communication enclosure package, including the modem, Cellular Data plan, SIM card, power and connectivity to controllers. Our mobile app runs on Apple and Android mobile devices and features an intuitive interface for users to rapidly find the information you need.

With our equipment featuring embedded cybersecurity, Honeywell also applies its data security policy to ensure complete protection of the customer data.

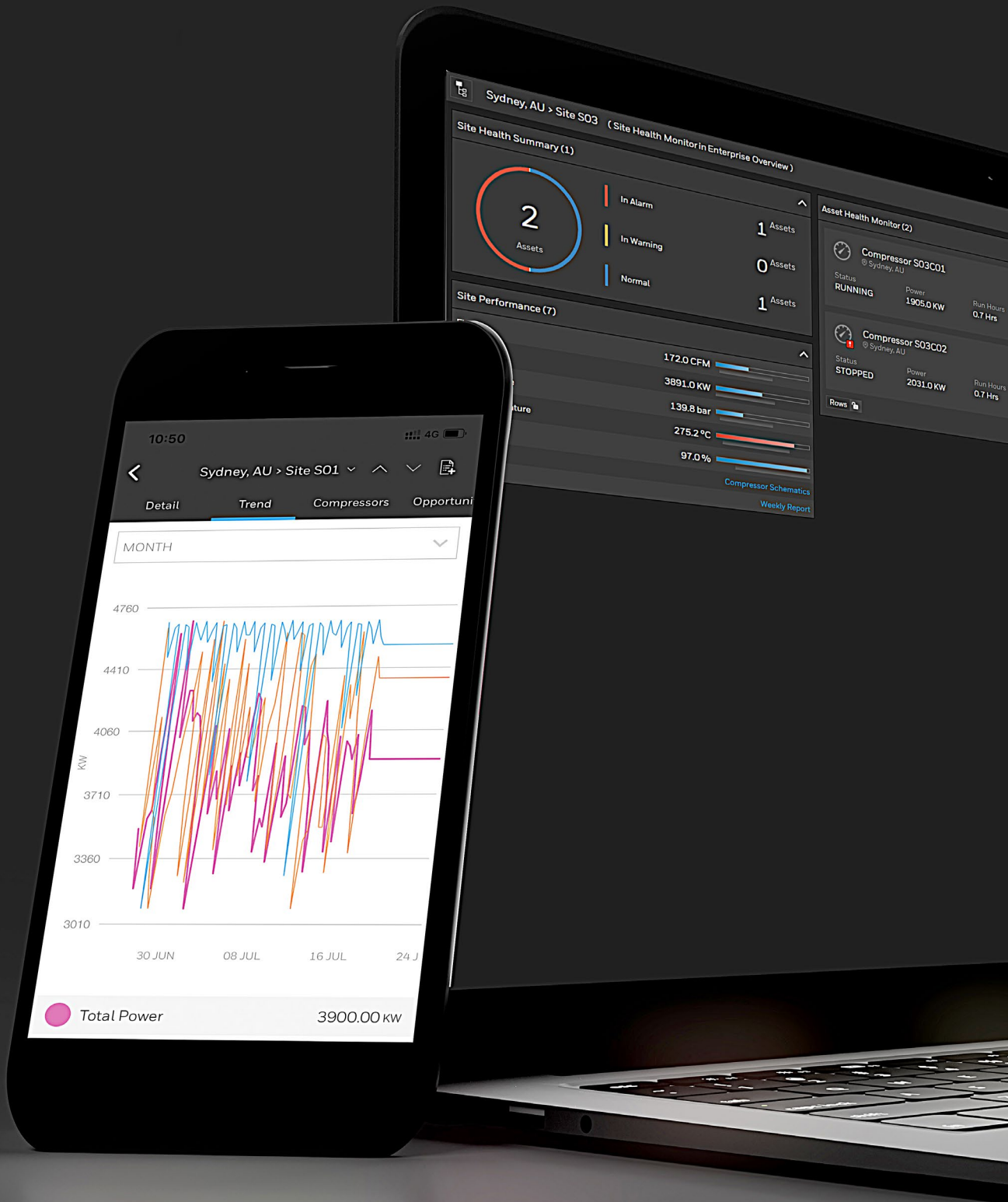
KEEPING YOU AND YOUR CUSTOMERS SECURE

Honeywell is a market leader in cybersecurity, bringing you the power of connectivity while mitigating the risks from internal errors and external threats.

Using Honeywell's ControlEdge™ PLC and RTU, Connected OEM gives users native Cloud connectivity with the MQTT protocol for easy integration. It also comes with embedded cybersecurity certified for ISASecure EDSA Level2. Connectivity to assets can use an independent cellular network without tapping through plant networks to minimize threats.

For small machines or large, we offer a solution that's simple, secure and ready to get you connected.





Sydney, AU > Site S03 (Site Health Monitor in Enterprise Overview)

Site Health Summary (1)



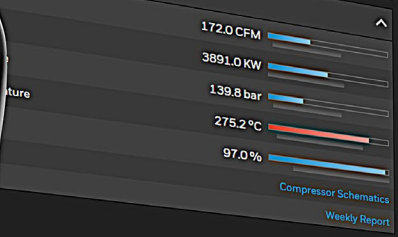
- In Alarm: 1 Assets
- In Warning: 0 Assets
- Normal: 1 Assets

Asset Health Monitor (2)

Compressor S03C01
Status: RUNNING
Power: 1905.0 KW
Run Hours: 0.7 Hrs

Compressor S03C02
Status: STOPPED
Power: 2031.0 KW
Run Hours: 0.7 Hrs

Site Performance (7)

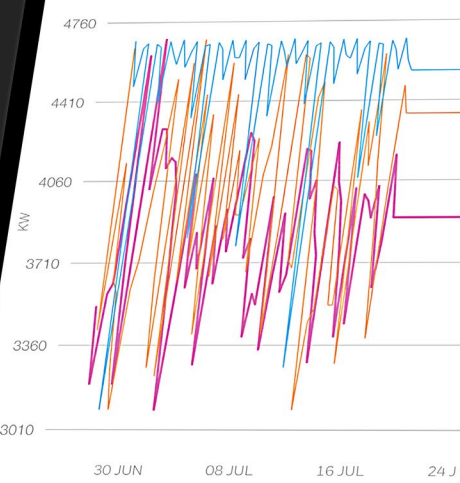


10:50

Sydney, AU > Site S01

- Detail
- Trend
- Compressors
- Opportuni

MONTH



Total Power 3900.00 kw

A SIMPLE SOLUTION, FULLY DELIVERED

Honeywell Connected OEM is a complete service providing both the equipment and implementation to get you up and running. We're not just IIoT experts. Honeywell brings decades of experience in industrial automation. We'll provide all the execution and deliver the project to let you just get on with serving your customers.



A VERSATILE TOOL: USE CASES

Connected OEM enables OEMs and end-customers to collaborate more effectively for improved outcomes across operations and maintenance.



PERFORMANCE CONTRACT MANAGEMENT

Certainty and transparency for service contracts: Define and manage performance service contracts with historical performance records of asset and operating conditions. With access to asset health data, OEMs can improve and evidence equipment performance (OEE).

Benefits: Improved payouts on performance contracts with real-world data to support manufacturer claims; increased customer satisfaction and trust through consistent delivery of promised performance; enhance equipment performance based on feedback from performance contracts.



REMOTE TROUBLESHOOTING AND PERFORMANCE ENHANCEMENT

Solve problems and improve OEE: Structured data and trends enable remote analysis for troubleshooting problems and advising site engineers. OEE calculations and supporting trends help in gathering insights into asset performance. The ability to share asset KPI and notifications support effective collaboration between the OEM and end-user.

Benefit: Faster resolution of problems with reduced site trips; improved optimization of resource planning and asset performance; OEE insights can feed into designs for long term competitiveness.



REMOTE MONITORING FOR GEOGRAPHICALLY DISPERSED ASSETS

See asset health and condition across customers and sites: Asset specific KPI dashboards monitor key health parameters to support predictive maintenance programs. Customized rules for mobile **notifications and alarms** can alert OEMs and end-users of potential problems.

Benefits: Cuts travel and accommodation costs through reduced site visits; accelerates maintenance activities; cuts periodic servicing cost; optimize services resource location; reduces failures and downtime.



SUPPORT NEW BUSINESS MODELS

Harness new business opportunities: Historical asset data enables performance benchmarking, while continuous monitoring of critical parameters enables timely replacement of parts and consumables.

Benefit: Develop new business models and monetize existing opportunities with outcome-based services, a new service tail, value-added services, upgrades, and replacements opportunities.



YOU'LL SEE IT ALL: PRODUCT FEATURES

With Connected OEM, equipment manufacturers gain access to customizable KPI dashboards from their central operations centers, as well as the mobile app for field workers. Assets are organized by end-user, site location and type for smooth and rapid navigation. Tailored views based on assigned responsibilities make it easy to quickly find the information you need:

- Customizable KPI Dashboard
- Key asset parameters compared with KPI values
- Alarms and events grouped by asset, site, customer
- Multi-parameter trends
- Opportunities by asset, site and enterprise
- User-defined rules for alarms and events

- Performance and custom calculations
- Historization of asset data
- Secure connectivity to the Cloud
- Mobility support
- Share dashboard and mobile app with end users
- Configurable daily, weekly and monthly reports.

With an intuitive interface, OEMs can easily manage users and recipients and thresholds for mobile notifications, alerts and alarms. OEMs can also choose to share data, dashboards or reports with end-users to aid collaboration, facilitate troubleshooting or support service contracts. Fully scalable, it's simple to add, edit and remove assets, end-users and locations as required.

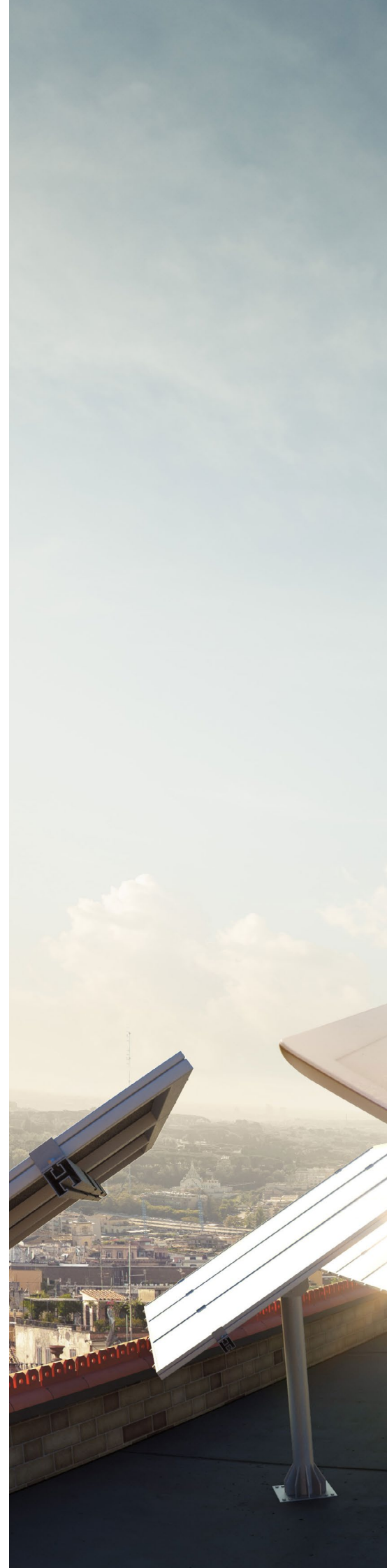
STRENGTHENING THE CONNECTION BETWEEN OEMS AND THEIR CUSTOMERS

Connected OEM gets you close to the end-user. With visibility of the installed base, OEMs can ensure equipment delivers, customer expectations are met, and their reputation is protected.

End customers benefit from enhanced troubleshooting, timely maintenance and replacements and better operational guidance. With Connected OEM in place, they will see improvements across maintenance and operations to boost performance, reliability and efficiency.

- Achieving efficiency savings to cut costs by up to 20%
- Boosting overall equipment effectiveness (OEE) to save up to 25% of equipment value, improving asset availability by up to 15% and performance by up to 10%.
- Eliminating up to 45% of avoidable corrective maintenance costs.

Delivering value for end-users, the solution also unlocks revenue for OEMs, developing repeat business and increased service opportunities. Connected OEM helps bring the interests of OEMs and the end-user into alignment.





WHY HONEYWELL?

Honeywell combines expertise in connectivity and the Internet of things with a rich heritage in industrial automation. The Honeywell brand is one of the world's most recognized and respected, with a track record of delivery and decades of experience across industries.

Our innovation in software, systems and connected devices delivers market-leading, cutting edge technology used by industry leaders worldwide. Our portfolio spans industrial measurement, control and safety systems, thermal solutions, terminal automation, analytics, cybersecurity, industrial software and connectivity. And our expertise stretches across oil & gas, energy, utilities, chemicals, pharmaceuticals, minerals and mining, food and beverages and dozens of other industries.

We also offer market-leading support. Our TotalCare offering and services and Global Technical Support teams are also on hand to help with any problems encountered.

With a global reach, we serve customers in more than 125 countries. Across industries, across continents, we help system integrators everyday win business, serve customers more effectively and build their businesses.

Talk to us today about how we can work together to fulfil your objectives.

HONEYWELL TOTALCARE

Honeywell's **TotalCare Service** program helps protect Connected OEM systems, with long-lasting lifecycle benefits. The program offers optimized service packages with technical support, updates, upgrades, and other entitlements that keep your system assets as reliable, efficient, and modern as possible. The TotalCare Lite package for Connected OEM provides the assistance you need to maintain your systems performing in the most reliable manner. This includes email & telephone technical assistance and a subscription to firmware updates and patches, helping sustain the value of your Honeywell Connected OEM system over its lifetime. Factory-trained and experienced support technicians and engineers provide prompt answers to questions regarding procedures, documentation, operation, service, training, and system enhancements.

For More Information

To learn more about Honeywell Connected OEM, please visit process.honeywell.com/ConnectedOEM

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THE
FUTURE
IS
WHAT
WE
MAKE IT

Honeywell