

# Security



WORKING TOGETHER  
TO DRIVE YOUR BUSINESS

## Your partner of choice in security

**Honeywell**



# secure the right partner

HONEYWELL IS THE FIRST CHOICE FOR DRIVING YOUR SECURITY BUSINESS.

Who will you choose to partner with to win? The security industry is changing with new technologies, the influence of IT, more sophisticated end-users and increasing competition. Successful security installers and integrators will need even closer partnerships to continue to thrive. At Honeywell Security, we are committed to being the partner that will give you the best success in your business.





Commitment

Innovation

Support and the Best People

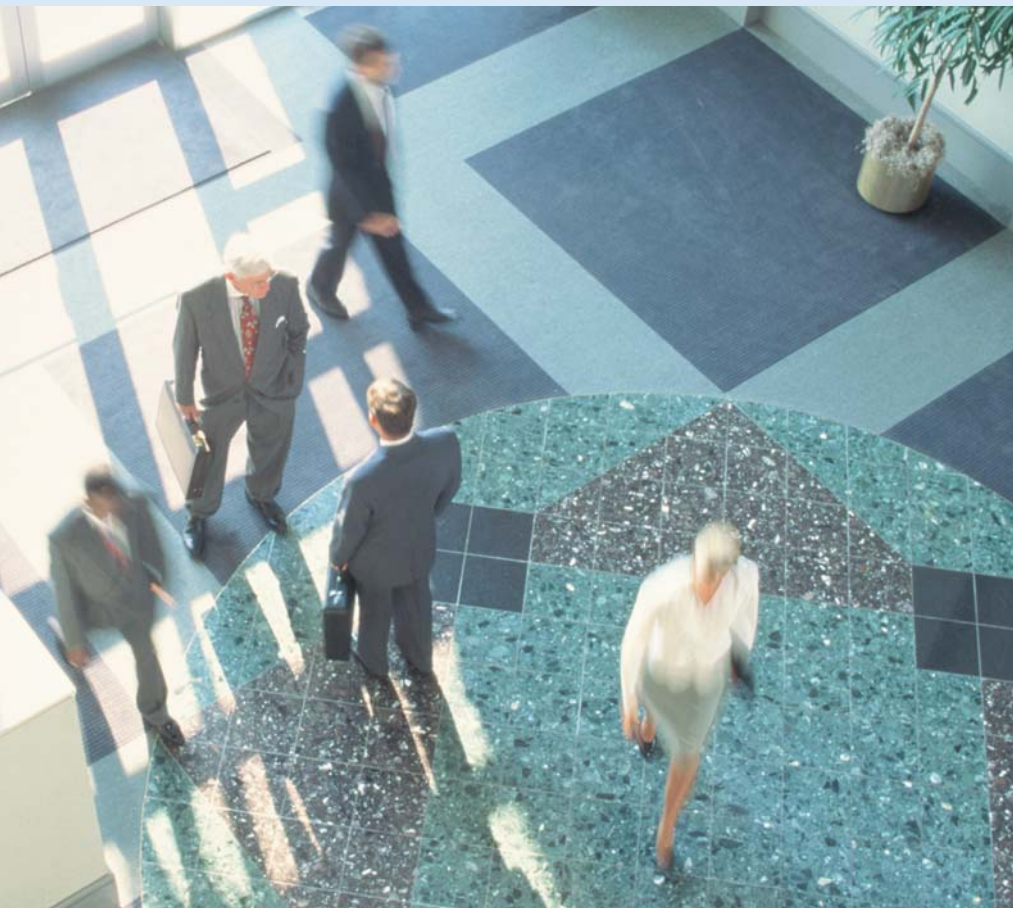
Honeywell

*“Honeywell really cares about the customer, follows through, handles problems and understands the business from the dealers’ point of view”*

*Jason Jeffrey  
West London Security Ltd*

## Why make Honeywell your “partner of choice” in security?

1. We’re committed to you, our independent dealers and integrators.
2. We deliver the newest innovations, technologies and products.
3. We provide support, training and the best people to help you stay ahead.
4. We bring you the power of Honeywell.



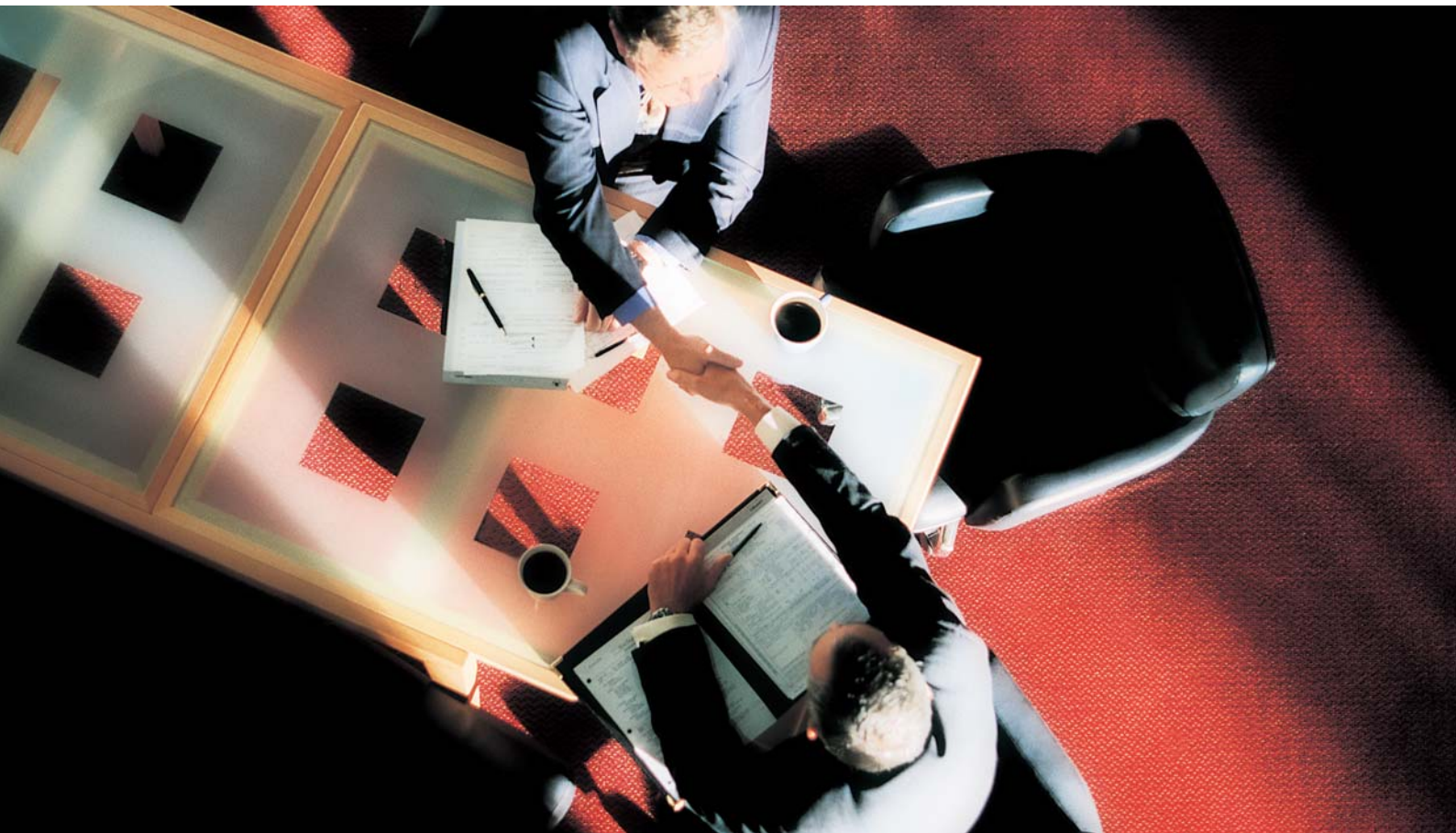


# you are our business

WE'RE COMMITTED TO YOU, OUR INDEPENDENT DEALERS AND INTEGRATORS.

We have always believed that the independent installer and integrator channel is the best way to sell our products. It's in our DNA. Our focus is on understanding your business and investing in programs that help you grow. We work with you to secure financing and bonding support for your projects. And, we invest in vertical marketing, builder programs, lead generation programs and many other initiatives to help grow your business.

Our success is only possible with your success



# Commitment



Fast, convenient product delivery is fundamental to your success. Our regional offices will ensure your local representation can meet your needs.

*“Honeywell Security has, over the years, proven to be an extremely reliable security partner. The flexibility and customer focus makes it a great company to work with!”*

*Richard van Es, Prened Beveiligingstechniek (Prened Security Systems, Netherlands)*





# bringing you all the best

WE DELIVER THE NEWEST INNOVATIONS,  
TECHNOLOGIES AND PRODUCTS.

We're investing over £25/ €40 million a year in research and development to bring you innovative new security products. And, we leverage the best technologies globally at our Engineering "centres of excellence" in the USA, China, India, Scotland and France. These teams are bringing you new residential products such as: LYNX-XL, Optiflex and glassbreak sensors. New commercial products include: new Galaxy control panels, Integrated Digital Video Manager (DVM), Enterprise Network Video Recorder (NVR), Rapid Eye LT and the LobbyWorks visitor management system. These new products are all designed to drive your revenues while making your installations and maintenance easier.



In 2004, casinos globally earned more than \$100 billion. Around the world these businesses trust Honeywell to meet their complete video surveillance needs.



# Innovation

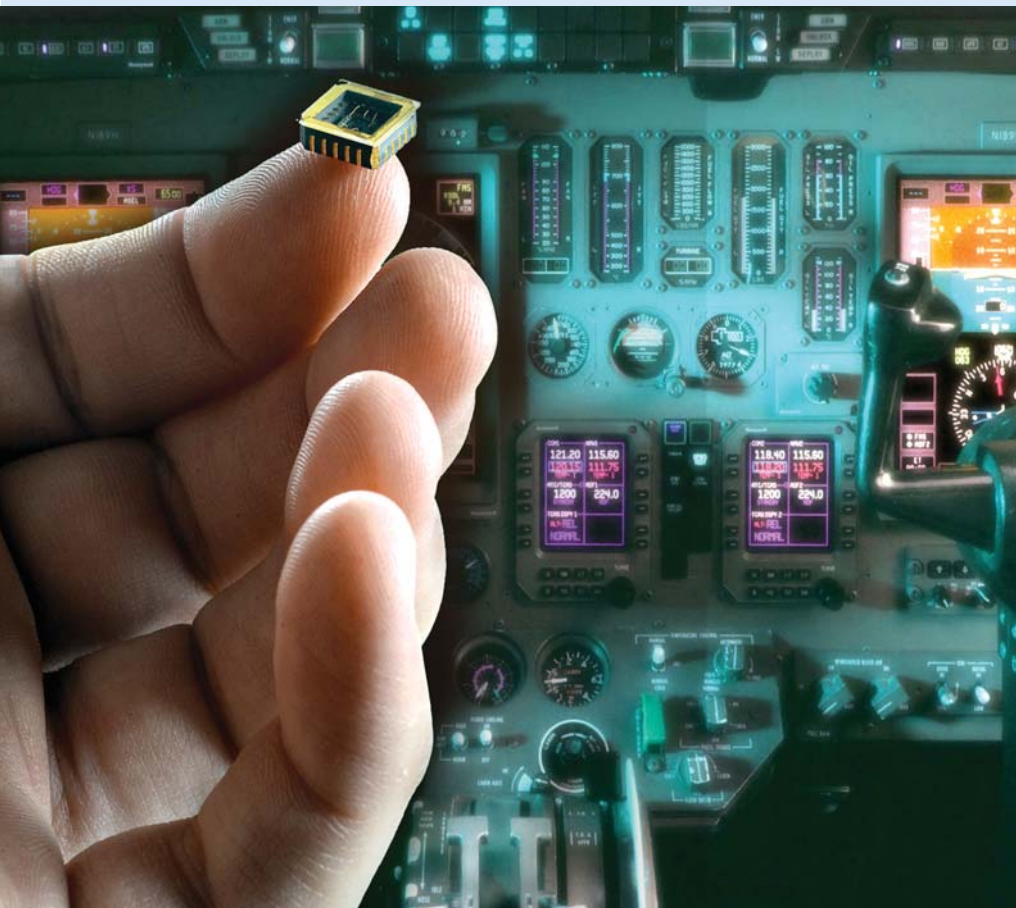


Honeywell Security control panels and sensors continue to be those that dealers prefer most.\*

\*2004 SDM Brand Awareness and Preference Study

*"Honeywell Security provides Eircom with the products to get the job done right: commitment to world class technology support and help in delivering the added value promised to the user."*

*Bryan McCormack  
Eircom*



We're working to tap technologies developed in other Honeywell businesses and bring them to the security industry, whether it's video analysis software developed by Honeywell Labs, advanced sensors from our Sensing and Control business or state-of-the-art GPS systems from Aerospace.



# behind you all the way

WE PROVIDE SUPPORT, TRAINING AND  
THE BEST PEOPLE TO HELP YOU STAY AHEAD.

We know that when your customers call you, you need a quick and expert response. That's why we staff our regional customer and tech support teams with knowledgeable people with years of security experience – answering an average of 65,000 calls a month. We also provide hands-on training and access to robust online technical document libraries. We're training more than 2,000 technicians a year!



# Support and the Best People



*Honeywell is our partner of choice because they provide finest electronic security products available in the world and the best people in the industry to back it up.*



*John White  
SECOM plc.*

At the heart of our business are our people. From our sales people, tech support groups, and all of our employees – we are a team with decades of experience in security. We understand the industry and your business. Honeywell employs the best talent because you deserve the best support.



**Roger Fradin, president and CEO, Honeywell Automation and Control Solutions:** Roger Fradin joined Honeywell in 2000.

Prior to that, he was a part of an entrepreneurial team that built Pittway into the world's leading supplier of electronic security and fire alarm products. Fradin now runs the Automation and Control Solutions business group, with £5 / €8 billion in revenues, which is approximately 30% of Honeywell's business.

## Honeywell

Automation and Control Solutions

Aerospace

Specialty Materials

Transportation Systems

Security

Honeywell Security is part of the Automation and Control Solutions (ACS) group, which is led by Roger Fradin, a security industry veteran.

**Ben Cornett, president, Honeywell Security:**

Ben Cornett has held top positions in the security industry for more than 25 years. Cornett was president of ADEMCO Group and president and CEO of IntelliSense. A leader in security sensor technology, IntelliSense is now part of Honeywell.



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# serious about security

WE BRING YOU THE POWER OF HONEYWELL.

*“At Honeywell, security holds a very special place in our portfolio. It is core to our mission of protecting communities and making the world safer. In fact, during the past two years, about 25% of what we have invested in strategic acquisitions has been used to enhance our security business. We want to be your partner of choice in the security business.”*

*Dave Cote,  
Chairman and CEO, Honeywell*

Partnering with Honeywell means benefiting from the power of a global £14/ €25 billion Fortune 50 company with 110,000 employees. We have the commitment, the technology and the resources to help you grow. We're a company that focuses on growth and believes in the entrepreneurial spirit that you have as an independent installer or integrator.

## Our brand stands for quality

The Honeywell brand – you'll find it on thermostats in the home, on process control systems in refineries and factories, on the government's aerospace and defense systems, and in so many other places. And, everywhere the Honeywell logo appears, it stands for quality. That's because at Honeywell, we strive for operational excellence in everything we do. We are Six Sigma trained and focused on quality, delivery and doing the best job for our customers every day. We're making sure that you can always count on us.



Honeywell's famous "Round" thermostat adorns the walls of more households than any other thermostat and is in the Smithsonian Institution as an example of classic product design. Pictured here is a new digital version.

# Worldwide Security



Honeywell provided an access control and an enterprise security management system for Putrajaya, which is Malaysia's new futuristic, administrative capital city. The installation involves numerous buildings, including the Prime Minister's office and many government ministries. There are over 4,200 access control readers installed and the system continues to grow as the city is developed.

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Make the right choice for the future of your business by partnering with Honeywell Security. We are committed to your success.

Together, we can win by building a world that's safer and more secure, while creating more opportunities for you and your business.

**Contact us today and learn more about Honeywell Security and why we should be your "partner of choice."**

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**Honeywell**

## Find Out More

To find out more about Honeywell Security products, call your local Honeywell office or visit:  
[www.honeywell.com/security/emea](http://www.honeywell.com/security/emea)

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