



ICONIC

HONEYWELL

WAY BEYOND DEVELOPMENT

Warren G. Bennis famously wrote, “Leadership is the capacity to translate vision into reality.” And he definitely meant that building a smarter, safer, and more sustainable world is need of the hour.

The well-known global brand Honeywell invents and manufactures technologies that address some of the world’s most critical challenges around energy, safety, security, productivity and global urbanization. It is in the

best capacity of the brand that perfectly blends physical products with software to support connected systems that improve homes, buildings, factories, utilities, vehicles and aircraft, and that enable a safer, more comfortable and more productive world.

The solutions lend by Honeywell helps enhance the quality of life of people around the globe and create new markets and even new industries. The brand generates a major portion of its revenue from energy efficient products, and a large section supports clean air and clean water to promote good and safe living.

The brand has shown dedicated commitment towards enabling a better quality of life and a more sustainable environment for future generations. More than half of the brands technical support system is focused on software and the entire global software divisions are compatible with Capability Maturity Model Integration (CMMI®) Maturity Level 5, which enables continuous



improvement and innovation for products that are intuitive, reliable, and meet customer needs.

2015 recorded a sale of \$40B and 118% total shareowner return over the last five years. Honeywell has established a track record of strong financial performance over time.

CREATING NEW FIRSTS

Building on strong roots, the brand dates back to 1885, named Albert Butz patented the furnace regulator and alarm. He formed the Butz Thermo-Electric Regulator Co., Minneapolis, in April, 1886, and soon invented a device he called the “damper flapper” – an ingenious predecessor to the modern thermostat, since then there has been no looking back.





Honeywell has always been focused on serving the customers with the best products, software and services. Customer understanding is one of the key factors that rule the service as the brand has operations around the world at about 1,250 sites in 70 countries.

The last decade has seen significant growth and the dues can be given to Honeywell's presence in High Growth Regions (HGR). The target countries will account for half of the world's economy by 2030, and the brand expects for them to account for more than half of the brand surge over the next five years.

Honeywell strives to meet demand in these fastest-growing economies through innovative local solutions that address key macro trends such as urbanization and the emergence of the middle class.

The brand strategizes for growth in the High Growth Regions is built upon experience and proven results in China and India, where the "East-for-East" strategy allows them to locally innovate, design and manufacture products to meet the unique needs of regional customers. Honeywell also has the credit to have built strong regional organizations for engineering, procurement, sales and marketing that improve service to the customers, reduce the cost to serve and develop the right solutions that the customers want.

The brand is extracting learning from its vast experience and applying the same to an "East-to-Rest" strategy that takes these High Growth Regions innovations and quickly and efficiently tailors them for other emerging and developed markets.

QUANTUM LEAPS

- Honeywell's Vocollect Maintenance and Inspection Solution recently won the 2016 Commercial Technologies for Maintenance Activities (CTMA) Technology Competition