November 2017

HONEYWELL MOVILIZER INTRO
Cloud platform and mobile solutions overview

Honeywell
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Honeywell is building a smarter, safer,
and more sustainable world.

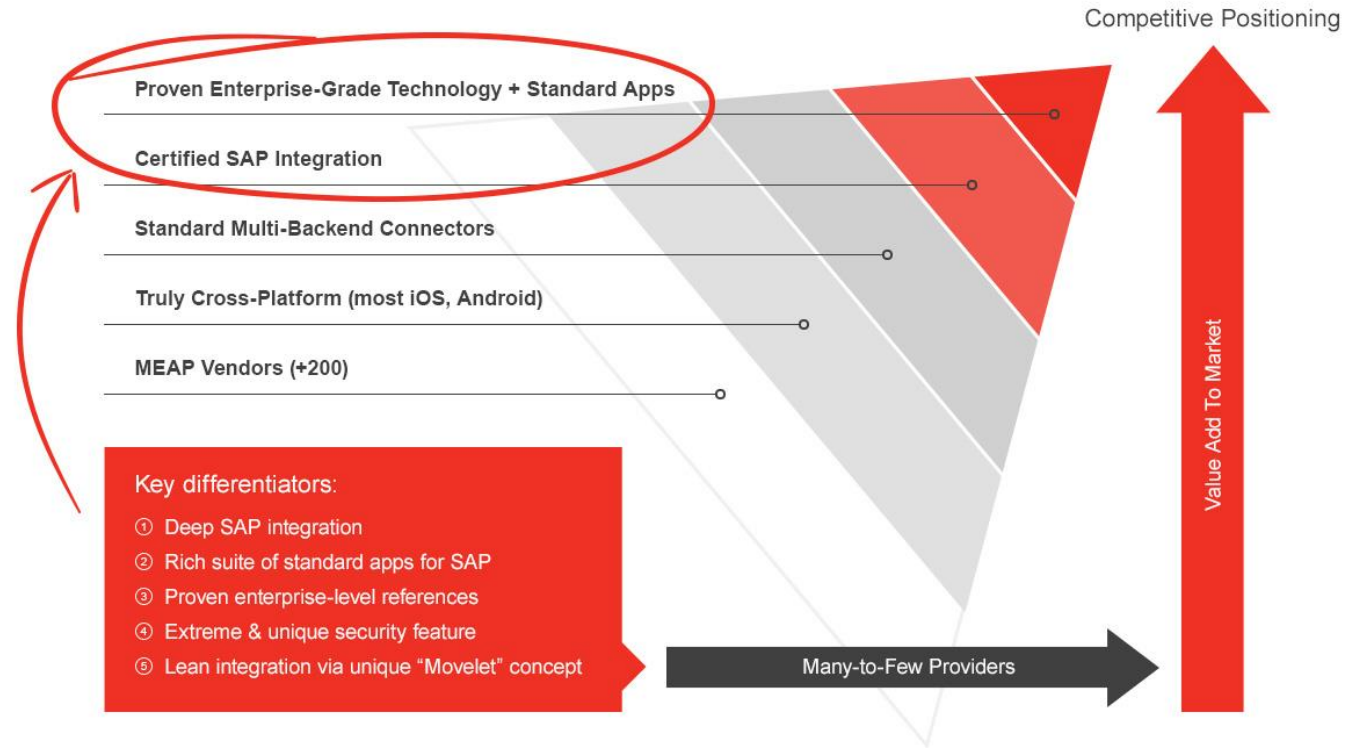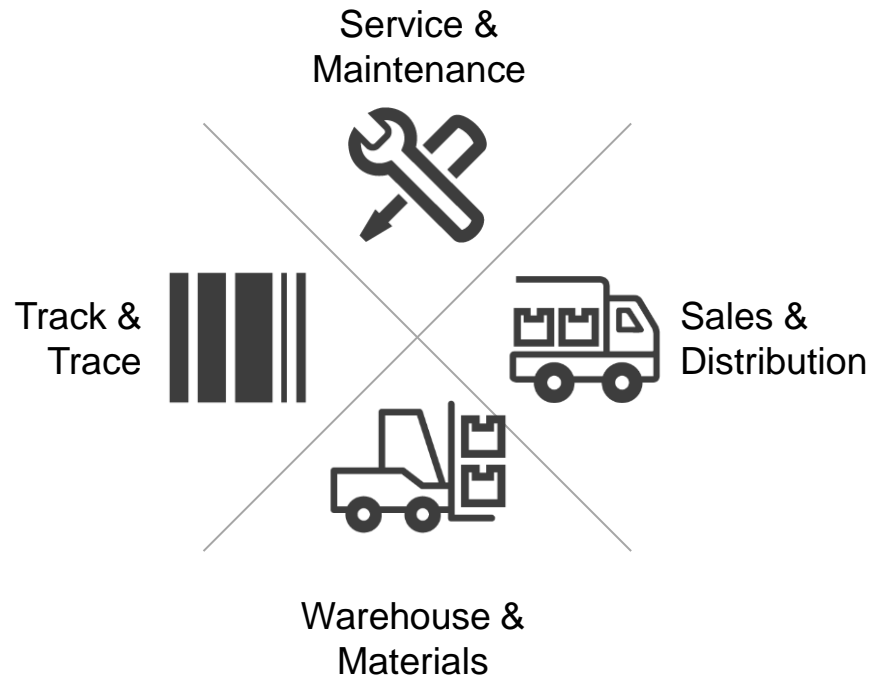THAT'S THE POWER OF **CONNECTED**.
THAT'S THE POWER OF **HONEYWELL**.

Connected Aircraft | Connected Automobile | Connected Home | Connected Building
Connected Plant | Connected Supply Chain | Connected Worker

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Implement Your Enterprise Mobility

Honeywell Movilizer –
The Cloud for Field Operations

A development platform that
enables powerful mobile solutions

Service &
Maintenance

Track &
Trace

Sales &
Distribution

Warehouse &
Materials

Competitive Positioning

Proven Enterprise-Grade Technology + Standard Apps

Certified SAP Integration

Standard Multi-Backend Connectors

Truly Cross-Platform (most iOS, Android)

MEAP Vendors (+200)

Value Add To Market

Key differentiators:
① Deep SAP integration
② Rich suite of standard apps for SAP
③ Proven enterprise-level references
④ Extreme & unique security feature
⑤ Lean integration via unique "Movelet" concept

Many-to-Few Providers

Gartner 2015
CoolVendor

- Gartner recognized our niche position and how we have separated ourselves from the pack
- Amongst many in a very crowded market, we are unique
- The added value we bring on top of the platform is recognized to be required to move customers

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About Honeywell Movilizer

Made in Germany

MANNHEIM | GERMANY
Headquarters
Sales, Engineering, Delivery & Support

PITTSBURGH (PA) | USA
Sales, Delivery & Support

MADRID | SPAIN
Sales, Delivery & Support

SHANGHAI | CHINA
Sales

MEXICO CITY | MEXICO
Sales, Delivery & Support

MANILA | PHILIPPINES
Support

99.99
Service up-time in 2016

200+
Multinational customers

3.5 M PER DAY
Cloud transactions

70+
Certified partners

SAP® Certified
Powered by SAP NetWeaver®

TÜV SÜD
ISO 9001

Gartner. 2015
CoolVendor
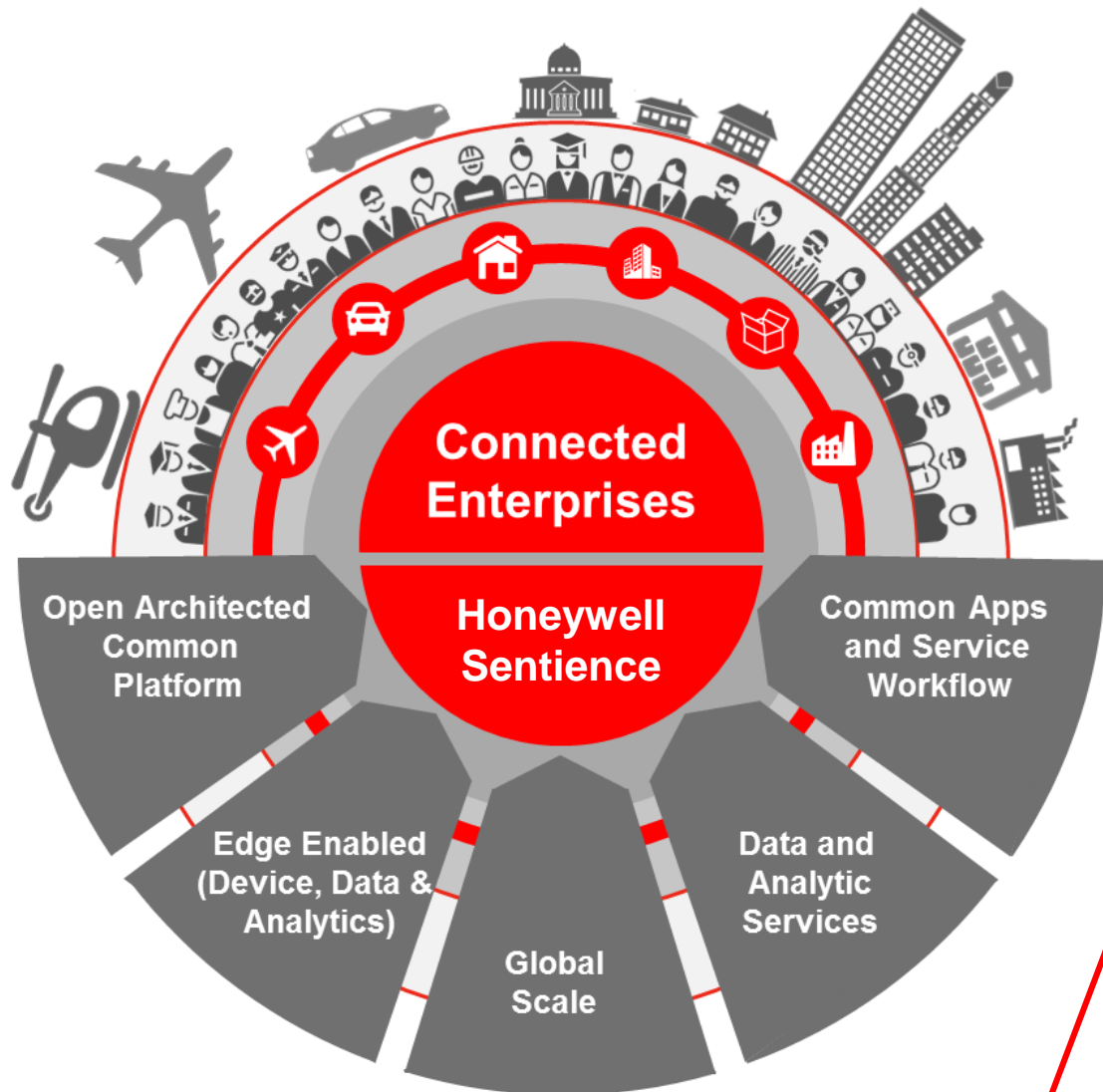
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The Connected Enterprise

- Unique position with broad, deep installed base and understanding of key industries and marketplaces

- Half of our 23,000+ engineers dedicated to developing software – meaning extensive industry-specific software and application experience

- Investing significantly in next-gen technologies, from cloud to AI to machine learning

Transforming to a software-industrial company

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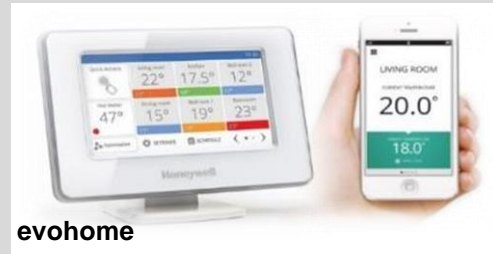
Honeywell Safety And Productivity Solutions Overview

Safety

Productivity

**Workflow-based
Software Solutions**

Asset
Performance

**500+
Million**
Workers Reach

**5
Thousand**
Partners Eco-system

**20
Thousand**
Global Workforce

**$4.6B
Global Sales**

2016 Reported Revenue

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Customers using the Movilizer Cloud

Consumer Products

Utilities / Services

Manufacturing

Transportation and Logistics

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The Mobility Challenge: Initial Brainstorming

User friendly

IoT

Deployment

Multi language

Legacy systems

Backend system

Native

Scanner

Orchestration

Data Integration

Integration

Camera

Offline-Online

RFID

Scalability

Security

Price

GPS

Device agnostic

Encryption

Standard

Cloud

Reusability

Upgrade

HTML5

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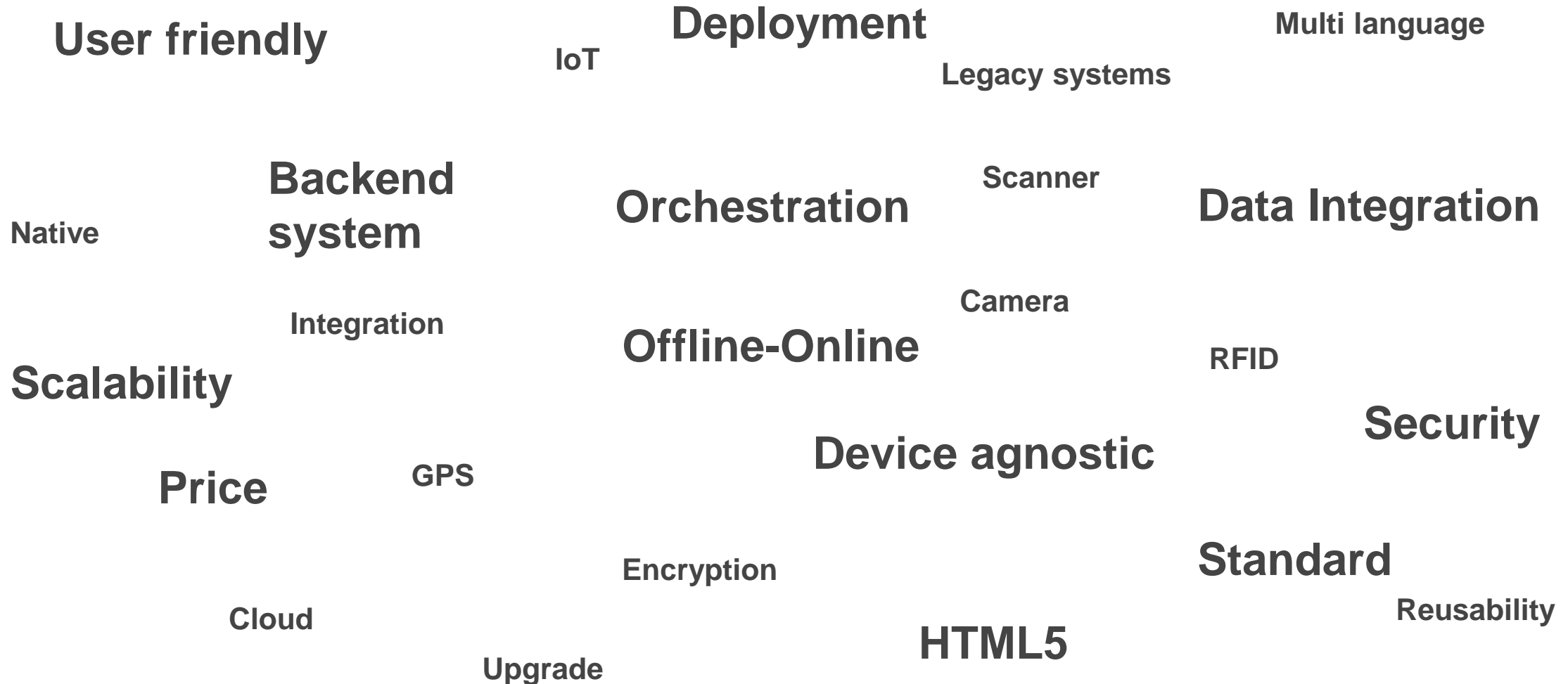
The Mobility Challenge: Classifying ideas

Any ERP

Any Cloud

Contractors, Suppliers, Customers

External interaction

IoT integration

Sales & Merchandise

Track & Trace

Delivery & Logistics

Service & Maintenance
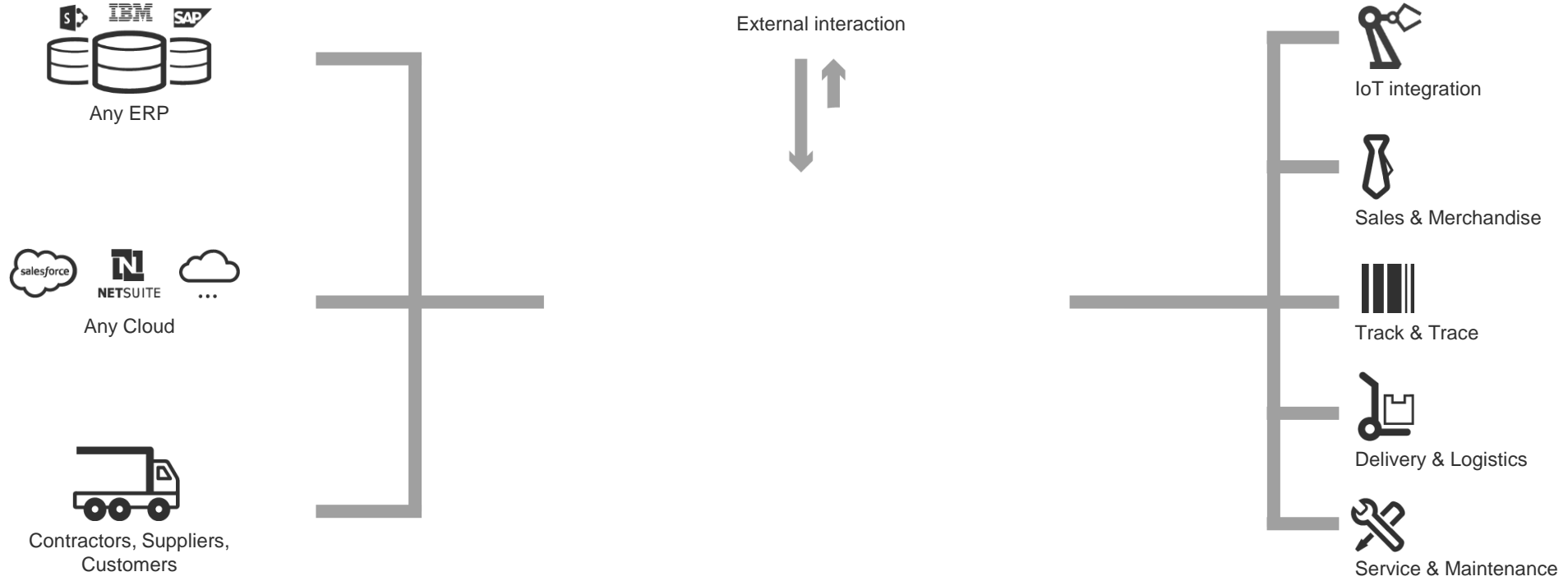
Backend integration

Orchestration

Mobility processes

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The Mobility Challenge: MEAPs classification

HTML5

Data Centric

Native Template based

Which approach is the best option for your company?

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The Mobility Challenge: Features Evaluation

Template based

Data centric

HTML5
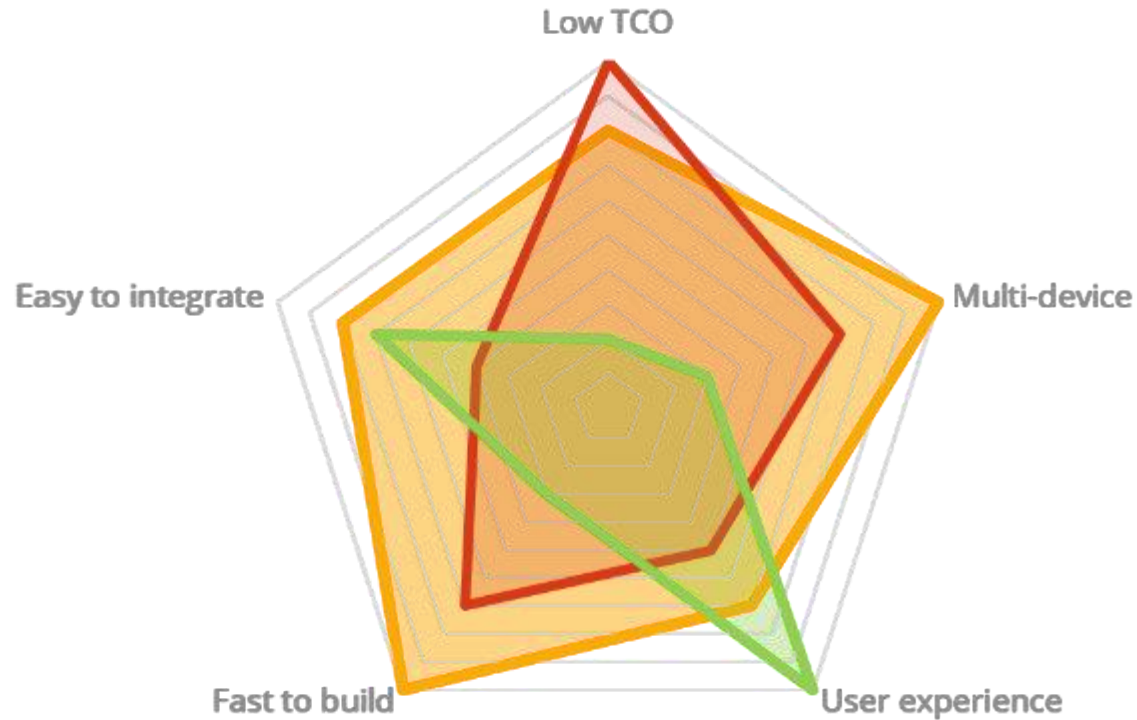
It depends on your business scenario…

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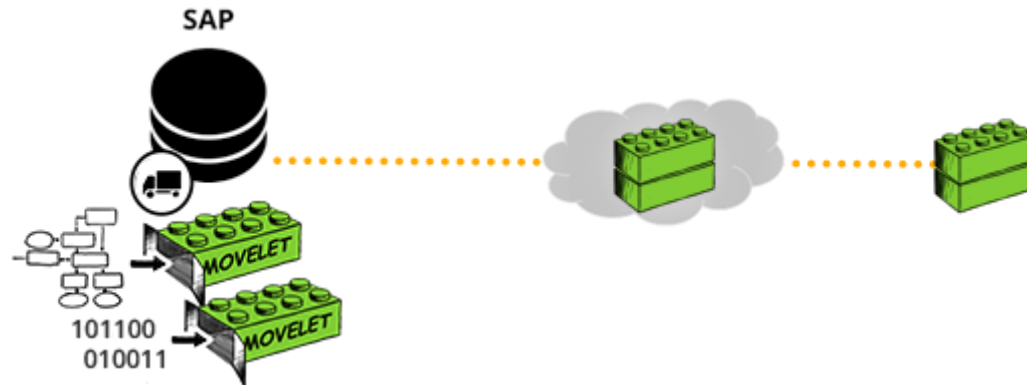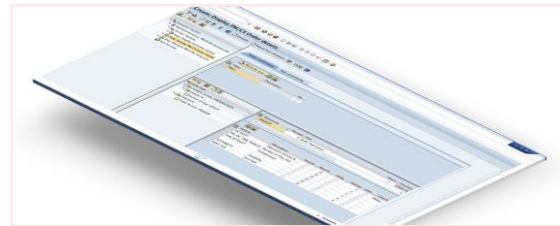# The Mobility Challenge: Integral Solution Certified by SAP

- **1. An ABAP-based development framework**

  The Movilizer SAP Add On provides a enhancement concept to enhance standard Movilizer applications as well as a development framework to develop new mobile application from scratch within your SAP ABAP development environment (ABAP)

- **2. The scenario configurator**

  Get to know our scenario configurator, in which your business leads and sap functional consultants will be able to build, configure "tailor made" mobile apps without a line of coding and without leaving SAP. Customizing of Business Processes, Application Flow and Screen Layout are key elements of the Scenario Configurator.

- **3. Monitoring and admin tools**

  The Movilizer SAP Add On provides a enhancement concept to enhance standard Movilizer applications as well as a development framework to develop new mobile application from scratch within your SAP ABAP development environment (ABAP)
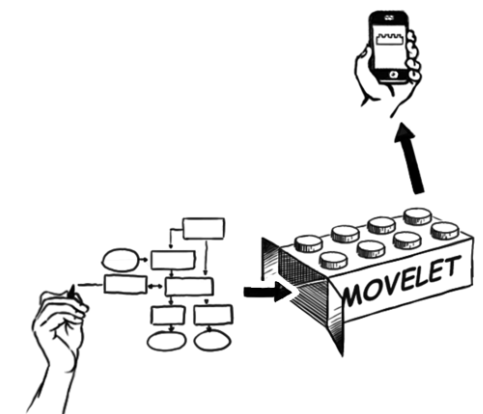
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The Mobility Challenge: SAP Times

Times from Blueprint…

…to PoC: 5 man/days

…to live offline SAP PM IW32: 10 man/days

…to live online SAP Workflow PO Approval: 5 man/days

…to live offline/online SAP MM Stock Control: 4 man/days

…to live offline/online ZSAP Process: 5 man/days

…to live offline/online SAP WM Good Receipt: 5 man/days

…to live offline/online SAP SD Take Order: 6 man/days

… more than 300 processes integrated in SAP

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Understanding Movilizer

Any ERP

Any Cloud

Contractors, Suppliers, Customers

Business Orchestration

The Movilizer Cloud

IoT integration

Sales & Merchandise

Track & Trace

Delivery & Logistics

Service & Maintenance
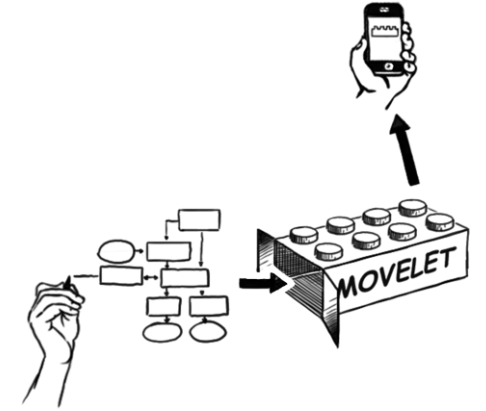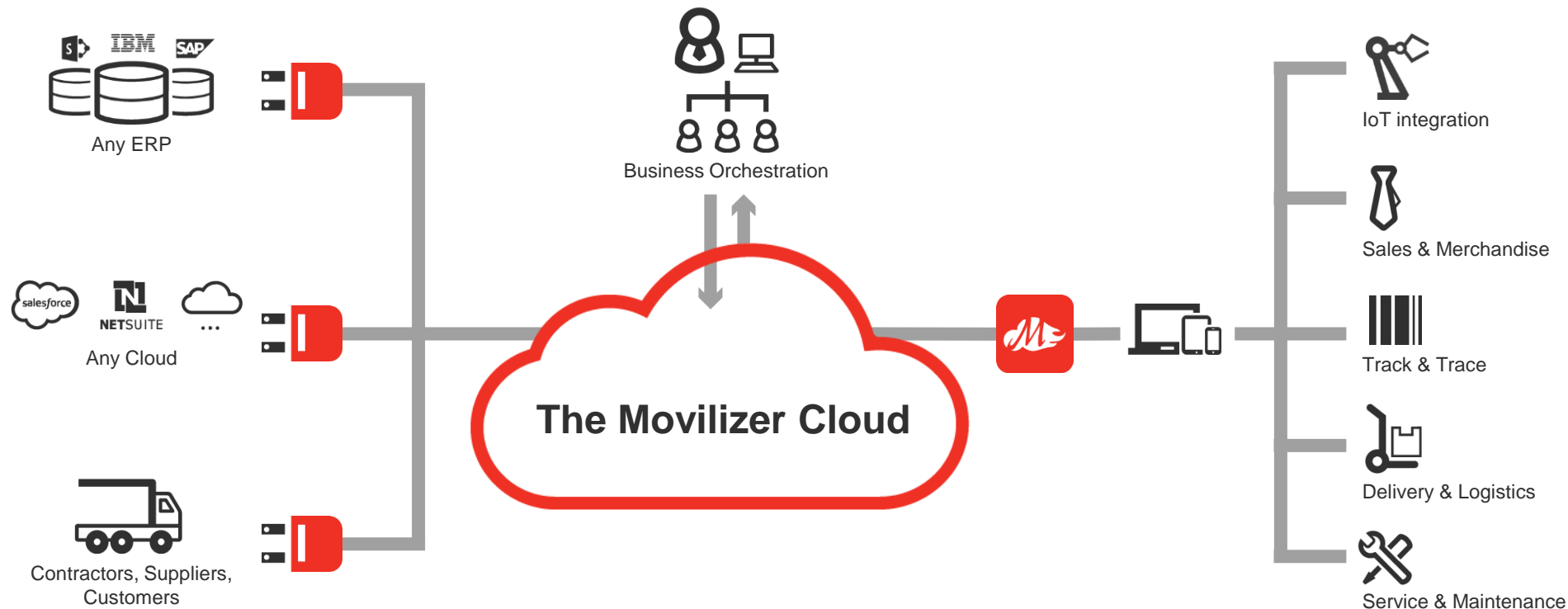
Secure Stakeholder Integration
- Any back-end system
- Any cloud
- Any customer
- Any external stakeholder, i.e. suppliers, subcontractors or manufacturers

Field Operations Orchestration
- Executives: Successfully implement strategies in the field
- Senior Mgt.: Orchestrate any field operation and process

Cross-functional Collaboration
- Any application for any role-based worker
- Receive and process work orders
- Singular, multiple and mashed up applications
- Interconnect internal and external field workers with the office

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Technological Background
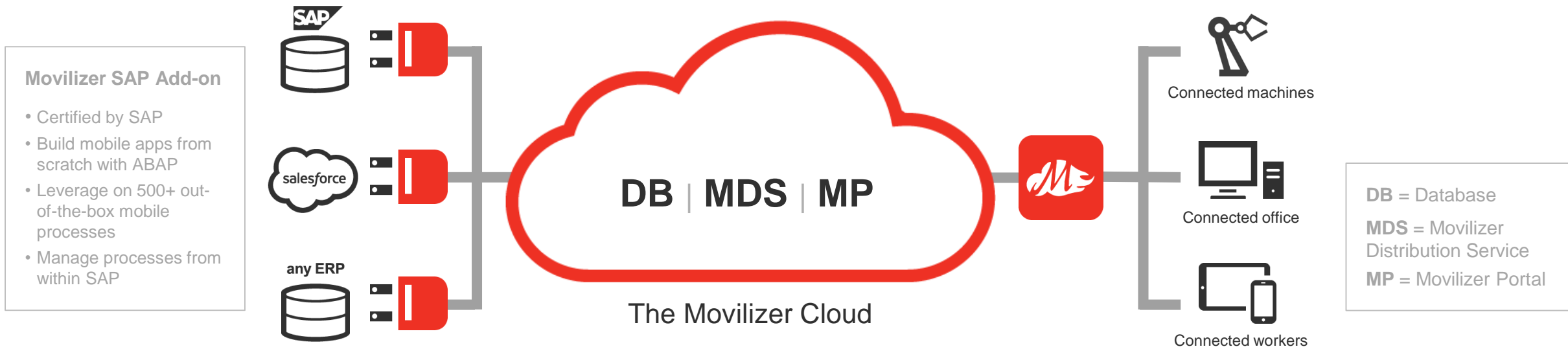
Movilizer SAP Add-on

- Certified by SAP
- Build mobile apps from scratch with ABAP
- Leverage on 500+ out-of-the-box mobile processes
- Manage processes from within SAP

SAP

salesforce

any ERP

DB | **MDS** | **MP**

The Movilizer Cloud

Connected machines

Connected office

Connected workers

DB = Database

MDS = Movilizer Distribution Service

MP = Movilizer Portal

Movilizer Connectors

- Any back-end system
- Inside the back-end system
- Full control of the app
- Use of existing tools/skills

Movilizer Multi-tenant Cloud

- Linear scalability (NoSQL)
- No middleware needed
- High performance & availability
- Secure & enterprise-grade technology
- EPCIS event repository

Movilizer Client (App Container)

- Runs on all main O/S
- Truly cross-platform
- 100% online and offline
- Native apps
- IoT-ready

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Movilizer Key Concept – The Movelet

1 BUILD **Movelets**

2 SYNC & COMBINE **Movelets**

3 RUN **Movelets**
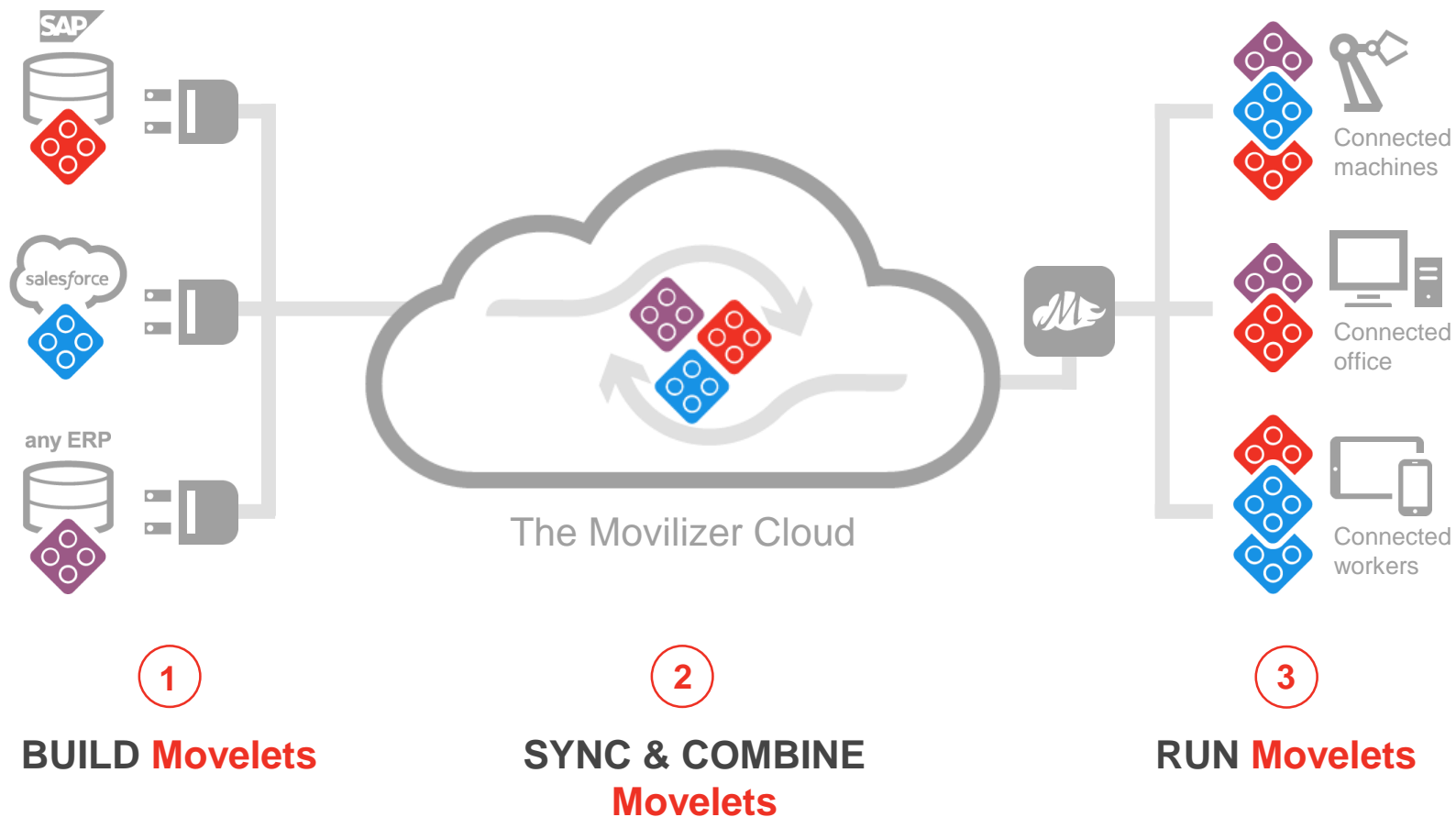
Movelet

- XML-file
- Describes the business process
- Transport mechanism between back-end, cloud and client
- Can be written in the cloud or the back-end
- Can be combined from and to different back-end systems (mashup apps)
- The cloud combines and syncs the right movelets for each user

Movelets contain

- UI description, template or HTML5
- Transactional data
- Master data
- Business process / screen flow

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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.

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Out-of-the-box Mobile Solutions

Movilizer for Service and Maintenance

- Increased customer satisfaction
    - Accelerate responsiveness
    - Efficient scheduling / optimized routing
- Reduced service cost
    - Automated parts management
    - Sub-contractor integration
- Higher service revenues
    - More first-time fixes
    - Faster work order completion

Field Service / Customer Service

- Data collection
- Data management
- Maintenance processing
- Asset planning & scheduling
- Spare parts management
- M2M integration
- Self scheduling

Plant Maintenance

- Data collection
- Data management
- Maintenance processing
- Asset planning & scheduling
- Spare parts management
- M2M integration
- Mobile check list

Quality Management

- Inspection lots
- Check list
- Inspection
- Data management
- Deviations report

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Out-of-the-box Mobile Solutions

Movilizer for Sales and Distribution

- Increase customer satisfaction
  - Instant order adjustments
  - Faster delivery through optimized routing
  - Easy Proof of Delivery
- Improved cash flow
  - Immediate payment processing
- Improve efficiency
  - Optimized routing
  - Spontaneous route adjustment
  - Van stock/van selling/ad hoc delivery
  - Easy sub-contractor integration
  - Service ticket creation
  - Reduced out-of-stocks and replenishment times

Sales & Distribution

- Mobile order taking
- Offline pricing and promotions
- Offline listings & exclusions
- Assortment pricing
- Ad-hoc deliveries
- Salesforce integration

Direct Store Delivery

- Proof of Delivery
- Real-time route & stock view
- Offline pricing and promotions
- Mobile credit check & cash handling
- Ad-hoc deliveries
- Van selling

Full Service Vending

- M2M Integration
- Route optimization
- Mobile inventory updates
- Cash & empties collection
- Customer vending app
- Breakdown notification
- Automatic order creation

Salesforce Automation

- Offline pricing and promotions
- Mobile order taking
- Mobile visit plans
- Activity tracking
- Outlet surveys
- Mobile settlements

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Out-of-the-box Mobile Solutions

Movilizer for Warehouse and Materials

- Increased efficiency in warehousing:
  - Integrate subcontractors & 3PLs
  - Increased usability through smart and modern screens
  - Increased accuracy/visibility on stock & inventory
  - Optimized stock movement
  - Real-time stock overview
- Transparency on assembly process
- Track&Trace integration

Warehouse Management

- Inbound & outbound delivery
- HU/SSCC management
- Bin2Bin transactions
- Proof of delivery

Extended Warehouse

- Inbound & outbound logistics
- Wave release
- Stock movement
- Warehouse task query

Inventory Management

- Goods receipt
- Internal warehouse processes
- Goods issue
- Physical inventory
- Useful for off-site storage 3PL or contract manufacturing

Production Planning

- Goods Issue & Receipt
- Serialized assembly
- Production order
- Time ticketing
- KanBan

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Out-of-the-box Cloud Solutions

Movilizer for Track & Trace

- EPCIS-compliant platform - Handle large data volumes easily
- Serialization engine - Efficient asset utilization with asset visibility
- Government regulations - Full compliancy in minimum time
- Unit-level traceability - Secure your supply chain and deliver ROI
- Brand protection - Protect from fraud and parallel / illicit trade
- Consumer loyalty increase - Linking product information to customer data

Regulative Compliancy

- Codification
- Serialization
- Aggregation/Hierarchy management
- Regulatory reporting
- Big data management

Supply Chain & Asset Visibility

- Traceability
- Asset utilization
- Dashboard monitoring
- Supply chain visibility & ROI

Consumer Engagement

- Brand protection
- Product verification/authentication
- Loyalty and marketing programs
- Insight into purchasing patterns
- Real-time business intelligence

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Service & Maintenance – Reference Examples

THE COMPANY

Vestas is the largest and most global wind turbine manufacturer in the world. They have installations and offshore parks in 69 countries. They need many thousands of Service Technicians to maintain their windmills.

HOW THEY USE MOVILIZER

Vestas has selected Movilizer as their standard platforms for Field Operations. They have rolled out Movilizer to thousands of Service Technicians in many different countries for windmill maintenance and quality management.

THE COMPANY

The General Electric is the largest industrial group in the United States.

HOW THEY USE MOVILIZER

Two divisions of General Electric have implemented Movilizer for different purposes:
General Electric Power & Water has implemented and is rolling out Movilizer globally for their maintenance processes in all their factories.
General Electric Healthcare has implemented Movilizer Track & Trace for compliance purposes.

THE COMPANY

Hoval is a manufacturer of indoor climate solutions with around 1500 employees and offices in 16 countries. The company was looking for a solution to facilitate the process flow of their mobile field technicians who perform service work for the Hoval customers.

HOW THEY USE MOVILIZER

Hoval has rolled out Movilizer for SAP CS to hundreds of field service technicians in 4 countries, and Movilizer for SAP SD to their field sales representatives in the same countries.

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Sales & Distribution – Reference Examples

THE COMPANY

The four largest Coca Cola Bottlers in United States and Canada (Coca Cola Refreshments, Coca Cola United, Coca Cola Consolidated and Coca Cola Swire) joined forces in order to implement the next generation mobile Direct Store Delivery and Full Service Vending Tool, a common project called CONA.

HOW THEY USE MOVILIZER

CONA has chosen to run their own on-premise Cloud for their over 8,000 DSD and FSV drivers. CONA has also rolled out Movilizer for SAP PM to over 2,000 technicians and is working on implementing Movilizer in even more processes such as Warehouse Management and Salesforce Automation (SFA, Merchandising).

THE COMPANY

With 2,374 employees and revenues of DKK 6.1 billion in 2014, Royal Unibrew is one of the largest independent breweries in Europe and owns some of the best well known brands in the Nordic countries.

HOW THEY USE MOVILIZER

Due to his flexibility, high availability, performance and cost benefits Royal Unibrew has selected to run the operations in the Movilizer multi-tenant cloud. It has deployed Movilizer for DSD, SD to all their hundreds of delivery drivers and Movilizer for CS to all their service technicians across all countries where they operate.

THE COMPANY

With over $32.013 billion sales per year, and nearly 200 years history, John Deere is probably the best known brand in the agriculture sector.

HOW THEY USE MOVILIZER

John Deere has selected the Movilizer as platform to build information driven apps. With the help of the Movilizer, John Deere sales representatives and dealers are able to show prospects and customers videos, flyers, PPTs of the newest tractors and harvesters, as well as configure them and place orders, and all this offline.

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Warehouse & Materials – Reference Examples

DAIMLER

THE COMPANY

With around 100 Billion Euros annual revenues and more than 260,000 employees worldwide, Daimler AG is one of the world's most successful companies. With its divisions Mercedes-Benz Cars, Daimler Trucks, Mercedes-Benz Vans, Daimler Busses and Daimler Financial Services, the Daimler Group is one of the largest industrial groups in Europe.

HOW THEY USE MOVILIZER

Daimler AG rolls out Movilizer in the non-production material units for logistics and maintenance, in all automotive plants. It supports the Movilizer PM/CS installation to have all material required by the technicians available in time.

KONECRANES

THE COMPANY

With almost 11,000 employees and revenues over EUR 2 billion, Konecranes is a world-leading group of Lifting Businesses™, serving a broad range of customers, including manufacturing and process industries, shipyards, ports and terminals.

HOW THEY USE MOVILIZER

Konecranes is rolling out Movilizer for WM/MM into all their production sites to support various logistics and production processes.

Heineken

THE COMPANY

With 2016 revenues of 20,5 billion €, Heineken N.V. owns and operates one of the largest and respected network of breweries in the world, producing the popular Heineken and Amstel brands of beer. Brouwerijen Alken-Maes is a fully owned subsidiary of the Heineken Group and Belgian's second largest brewery group.

HOW THEY USE MOVILIZER

Heineken implemented Movilizer for WM at Alken-Maes in Belgium in order to improve their existing warehouse management operations.

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Track & Trace – Reference Examples

THE COMPANY

ORICA is the number one supplier of commercial explosives in the world. ORICA is an Australian company with a global footprint: it has a diverse workforce of over 12,500 people, with operations in more than 50 countries and customers in more than 100.

HOW THEY USE MOVILIZER

ORICA has successfully rolled out the Movilizer Cloud across their European customers' field operations to help them comply with the EU Track & Trace regulations that obliged them to scan every single explosive moved on item level.

THE COMPANY

British American Tobacco is the second largest tobacco company in the world. With operations in 220 countries it is the most global company worldwide.

HOW THEY USE MOVILIZER

Movilizer has been deployed in 42 countries and hundreds of warehouses across the entire BAT supply chain to ensure T&T compliance regulations (EUCA). Another project, to roll out DSD globally in every plant, has just been sealed.

THE COMPANY

With a revenue of USD 26.1 billion, 57,500 employees and operations in over 100 countries, AstraZeneca is in the Top 10 of largest life-science companies in the world.

HOW THEY USE MOVILIZER

AstraZeneca has rolled out Movilizer in their plants in China, USA, Sweden, UK and France in order to comply with Track & Trace regulations and improve SAP EWM/WM/MM/OER operations.

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Movilizer Demo

Notification & Order creation | Scheduling | Execution | Analytics

⏱ Real Time Progress Tracking

PRINTER BROKEN|

SEND

12:21

| 👤 Customer / Helpdesk | 📋 Dispatcher | 👷 Technician | 📊 Service & Operations Manager |

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Movilizer Life Project

Many Thanks

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