HOW TO CREATE A SAFER AND MORE PRODUCTIVE DC

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CHIEF MARKETING OFFICER, HONEYWELL INTELLIGRATED

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Chris Feuell
Chief Marketing Officer
Honeywell Intelligrated

As chief marketing officer, Chris is responsible for developing end-to-end solutions and services for customers, transforming their automation and digital performance within warehouses and distribution centers through increased productivity and reliability.

A senior marketing executive experienced in the automotive, energy storage and building technology systems, and services industries, Chris joined Honeywell Intelligrated in February 2019 after working eight years at Johnson Controls in Milwaukee and Detroit, including time spent in vice presidential positions. Previously, she worked in directorial and managerial roles at Ford Motor Company. Throughout her career, she has amassed a strong track record of profitable sales and revenue growth in both B2B and B2C organizations.

Chris earned a bachelor’s degree in marketing and economics from Michigan State University and a global business leadership certificate from The Fuqua School of Business at Duke University.
Taylor Smith

*Chief Marketing Officer — Productivity Products*

Honeywell

Taylor Smith is the vice president of marketing for Honeywell’s Productivity Products business. In his role, he leads marketing and strategy of the products and solutions that help mobile workers throughout the warehousing, retail, transportation, health care, logistics and field services industries be more efficient in the workplace.

He has more than 15 years in the AIDC industry, serving in both senior and executive roles. He joined Honeywell in 2008 through the Metrologic acquisition, serving in numerous product management and product marketing roles within that business. Before Metrologic, he was a market analyst for Venture Development Corporation, a market research and consulting firm.

Smith earned a bachelor’s degree and a master’s degree in engineering management, both from Dartmouth College, as well as an MBA from Wake Forest University.
### UNPRECEDENTED CHALLENGES

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<thead>
<tr>
<th>Your Customers’ Concerns</th>
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<tbody>
<tr>
<td><strong>E-commerce solutions</strong></td>
<td><strong>Personal protection</strong></td>
<td><strong>1</strong> Sharing and cleaning devices**</td>
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<td>No longer a “nice to have”; with contactless buying, consumers expect greater e-commerce capabilities.</td>
<td>Do you have PPE for your employees, and are they using it?</td>
<td>What device has been shared? Has a device been cleaned?</td>
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<td><strong>Same-day delivery</strong></td>
<td><strong>Is everything clean?</strong></td>
<td><strong>2</strong> Adhering to social distancing**</td>
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<td>Expansion of consumer purchase to real-time or near real-time delivery services</td>
<td>Ensuring cleanliness of all areas, access points and workstations</td>
<td>Are people complying with social distancing protocols?</td>
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<td><strong>Track and traceability</strong></td>
<td><strong>How much is being done?</strong></td>
<td><strong>3</strong> Occupancy limits**</td>
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<td>When you have an infection, how to do you track the touch points?</td>
<td>What is the full extent of sanitation and protection measures, and what is changing?</td>
<td>How do I maintain occupancy limits?</td>
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<td><strong>Risk mitigation/KPIs</strong></td>
<td><strong>Peace of mind</strong></td>
<td><strong>4</strong> Connecting the workforce**</td>
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<td>How can you monitor/track your entire operation in real time?</td>
<td>Validation that it’s safe to continue working or come back to work</td>
<td>How do I keep my workforce informed?</td>
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POLL QUESTION

1. What are your greatest concerns related to ensuring safety in today’s workplace?

   A. Tracking and monitoring shared devices
   B. Adhering to new social distancing requirements
   C. Ensuring cleanliness of devices, workstations and access points
   D. Providing personal protective equipment for all employees
   E. All of the above
### THE PROBLEM

**14 Days an employee could be contagious and asymptomatic**

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Organizations that have robust cleaning protocols for IT equipment

Limited processes, systems and governance for proper cleaning protocols
Potential financial impact is far-reaching and negatively affects productivity.

Honeywell estimates
WE UNDERSTAND YOUR CONCERNS

“Are our work environments clean?”

“How do I keep my operations running at normal levels despite all the new work rules and challenges?”

“As e-commerce adoption accelerates at a faster-than-expected pace, how do I best plan for the future?”
APPROACHES TO ACCELERATE YOUR BUSINESS

PROTECTING PEOPLE + PLACES
- PPE + Thermal Monitoring
- Healthier Buildings

DRIVING PRODUCTIVITY NOW
- Deploy New Procedures
- Remote Maintenance + Training

OPTIMIZING OPERATIONS GOING FORWARD
- Robotics + Automation
- Micro-Fulfillment

Protect  ▶︎  Respond  ▶︎  Reimagine
POLL QUESTION

2. Which of the following objectives is the top priority in your distribution and fulfillment operations?

A. Protecting people and their workplace environments

B. Driving productivity levels to meet increased customer demands

C. Optimizing operations or adding capacity for the future
ENHANCING SAFETY OF YOUR MOST IMPORTANT ASSETS

**PPE and Thermal Scanning**
Masks, gloves and other PPE; advanced thermal scanning to detect symptomatic employees

**Device Management**
Asset check-in/out to track devices, deploy and establish cleaning procedures

**Building Solutions**
Frictionless access leveraging face recognition and touchless access controls; environmental controls to reduce risks; monitor space and optimize people flow

**Honeywell Forge Analytics for Buildings**
Trends and analytics; alerts and incidents; compliance to standard procedures (including CDC, ASHRAE, etc.) in real time

These product concepts are or may be currently under development. As with all of our products and services, Honeywell will adhere to its commitment to integrity and compliance within its global supply chain; meet relevant legal, scientific and industry standards; substantiate claims; and obtain necessary regulatory approvals as products progress through the development process.
DRIVING LABOR PRODUCTIVITY NOW
DEPLOYING TECHNOLOGY TO MEET YOUR CURRENT DEMANDS

**Software Solutions**
Labor management and other software to deploy new work procedures, measure productivity, and prevent worker turnover

**Voice and Mobility Devices**
Promote adherence to work rules and procedures while also helping you drive productivity

**24/7 Remote Maintenance Services and Digital Training**
Keep your operations running smoothly using remote services and tools, including augmented reality smart glasses
OPTIMIZE OPERATIONS TO INCREASE OUTPUT

**Voice, Mobility, Software and Analytics**
Integrated solutions allow you to boost productivity quickly, making your employees and operations more efficient, as well as analytics to get the most out of your assets and people.

**Robotics for Safer, Faster Operations**
Automated truck unloading, picking and packing and other solutions to improve productivity and employee safety

**Micro-fulfillment to Meet Customer Demand**
Unique automated storage and retrieval systems (AS/RS) improve SKU/inventory management and order-to-deliver responsiveness.
MONITORING FACILITIES’ COMPREHENSIVE OPERATIONS

Healthier Distribution Dashboard
Monitor climate quality, ventilation, people flow, and more — available anywhere through mobility devices and with common area digital signage.

Autonomous Building Automation and Control
Centrally manage your life safety, security and building management systems; ensure smart controls for access, intrusion or incident response.

Access Control for Contact Tracing
Access control monitor and recording personnel movement will enable contact tracing records in case of infection.

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THE CONNECTED DISTRIBUTION CENTER: MONITORING ASSETS AND YOUR ENTIRE OPERATION

Connected Assets
Real-time notifications of issues affecting an asset or process to predict and prevent unplanned downtime and drive higher asset utilization

Maintenance and Parts
Multi-year, on-site and remote maintenance and parts replacement services to optimize uptime

Momentum™ Warehouse Execution System
Designed to orchestrate nearly every aspect of automated warehouse execution — from multiple systems and order fulfillment processes to labor management, workload balancing and real-time, decision-making capabilities
POLL QUESTION

3. Which technologies do you most want to implement in your operations?

A. Voice-directed solutions to drive workforce productivity
B. Robotics to replace undesirable and unsafe jobs
C. Facility-monitoring tools to maintain workplace health and safety
D. Predictive maintenance to prevent unplanned downtime
E. Warehouse execution system to automate order fulfillment and balance workloads
END-TO-END DC SOLUTION EXAMPLES
HEALTHIER BUILDING SOLUTION
END-TO-END COVERAGE

- TOUCHLESS ACCESS CONTROL
- PPE KIT VENDING MACHINE
- PEOPLE COUNTING FLOW MONITORING
- TEMPERATURE SCREENING
- ALERTS, SOPs & IM SECURITY CONTROL ROOM
- UV LIGHT (NEW) STERILIZATION
- IAQ SENSORS (NEW) TEMP, HUMIDITY, CO₂, PM2.5,…
- LOCKDOWN MONITORING
- OCCUPANT APP MONITORING
- HEALTHIER BUILDING KPIs (NEW)
- NEGATIVE PRESSURE (NEW) MONITORING & CONTROL
- PPE (NEW) DETECTION
- ENHANCED AIR QUALITY
- AIR PURIFIER
- LOCKDOWN MONITORING
- PPE (NEW) DETECTION
- ENHANCED AIR QUALITY
- AIR PURIFIER

How to Create a Safer and More Productive DC
HEALTHIER DISTRIBUTION CENTER

HEALTHIER DC/BUILDING
KPIs (NEW)

- IAQ SENSORS (NEW)
  TEMP, HUMIDITY, CO₂, PM2.5,…

- TOUCHLESS ACCESS CONTROL

- AS/RS SOLUTIONS
  SEQUENCED STORAGE AND RETRIEVAL SYSTEM

- PEOPLE COUNTING
  FLOW MONITORING

- PPE KIT VENDING MACHINE

- VOICE SOLUTIONS
  BOOSTING LABOR PRODUCTIVITY, ACCURACY AND DEPLOYING NEW WORK RULES

- ALERTS, SOPs & IM
  SECURITY CONTROL ROOM

- OCCUPANT APP
  MONITORING

- PPE (NEW)
  DETECTION

- PRE-PACKAGED PPE KITS

- TEMPERATURE SCREENING

- ROBOTIC UNLOADING
  INCREASED OPERATIONAL SAFETY/ REDUCES HUMAN CONTACT

- NEGATIVE PRESSURE (NEW)
  MONITORING & CONTROL

- MOBILITY DEVICES & APPS
  PRODUCTIVITY/DATA CAPTURE

- LOCKDOWN MONITORING

- PPE KIT VENDING MACHINE

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HEALTHIER MICRO DC

HEALTHIER MICRO DC/BUILDING

KPIs (NEW)

SMART TALK
REMOTE COMMUNICATION

PPE (NEW)
DETECTION

IAQ SENSORS (NEW)
TEMP, HUMIDITY, CO₂, PM2.5,…

PRE-PACKAGED
PPE KITS

TEMPERATURE
SCREENING

AS/RS SOLUTIONS
STORAGE & RETRIEVAL

CLICK AND COLLECT
FLOW MONITORING

LOCKDOWN
MONITORING

TOUCHLESS
ACCESS CONTROL

ALERTS, SOPs & IM
SECURITY CONTROL ROOM

VOICE SOLUTIONS
HANDS-FREE MAINTENANCE & INSPECTION

MOBILITY DEVICES & APPS
PRODUCTIVITY/DATA CAPTURE

ROBOTIC UNLOADING
INCREASED OPERATIONAL SAFETY/REDUCES HUMAN CONTACT

OCCUPANT APP
MONITORING

HEALTHIER MICRO DC/BUILDING KPIs (NEW)

How to Create a Safer and More Productive DC
QUESTIONS?

Conveyor & Sortation Systems
Fulfillment Technologies
Lifecycle Services
Operations & Solutions Development
Palletizing & Depalletizing
Robotic Solutions
Software Solutions
The Connected Distribution Center