



Finnish MES Forum

2011-05-11

Honeywell Level 3 Solutions

Honeywell

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- 2. Product Portfolio for Level 3 Solutions**
- 3. Branch of Industries with References**
- 4. Summary**

Anticipate. Collaborate. Act

Anticipate – problems before they occur

Collaborate – to overcome potential obstacles

Optimize performance by taking action



1. Honeywell Overview

Honeywell

Honeywell: Great Positions in Good Industries

Honeywell



Aviation &
Defense



Automotive &
Transportation



Buildings,
Construction &
Maintenance

Chemicals,
Specialty
Materials &
Fertilizers



Consumer &
Home



Efficiency,
Energy &
Utilities



Fire Protection
& First
Responder

Honeywell

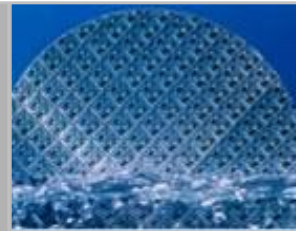


Healthcare &
Medical

Industrial
Process
Control



Manufacturing



Oil & Gas,
Refining,
Petrochemicals
& Biofuels



Safety &
Security



Scanning &
Mobile
Productivity

**Energy, Safety
& Security**

Honeywell's Businesses

Honeywell

- \$35-36 billion* in revenues, 50% outside of U.S.
- Nearly 130,000 employees operating in 100 countries
- Morristown, NJ global corporate headquarters

Aerospace



\$10.8-11.2B*

Automation & Control Solutions



\$14.7-15.1B*

Specialty Materials



\$5.0-5.2B*

Transportation Systems



\$4.3-4.5B*

*'11 revenues estimate

HPS Overview

Honeywell

Over 11,000 employees working in over 120 countries

- Safety
- Efficiency
- Reliability
- Sustainability

GLOBAL



LOCAL



**MULTIPLE
INDUSTRIES**



Improving business performance

Improve Business Performance

Honeywell

Safety



**Protect People,
Assets & Processes**

Reliability



**Improve Availability
Reduce Downtime**

Efficiency



**Improve Productivity
Reduce Cost**

Sustainability

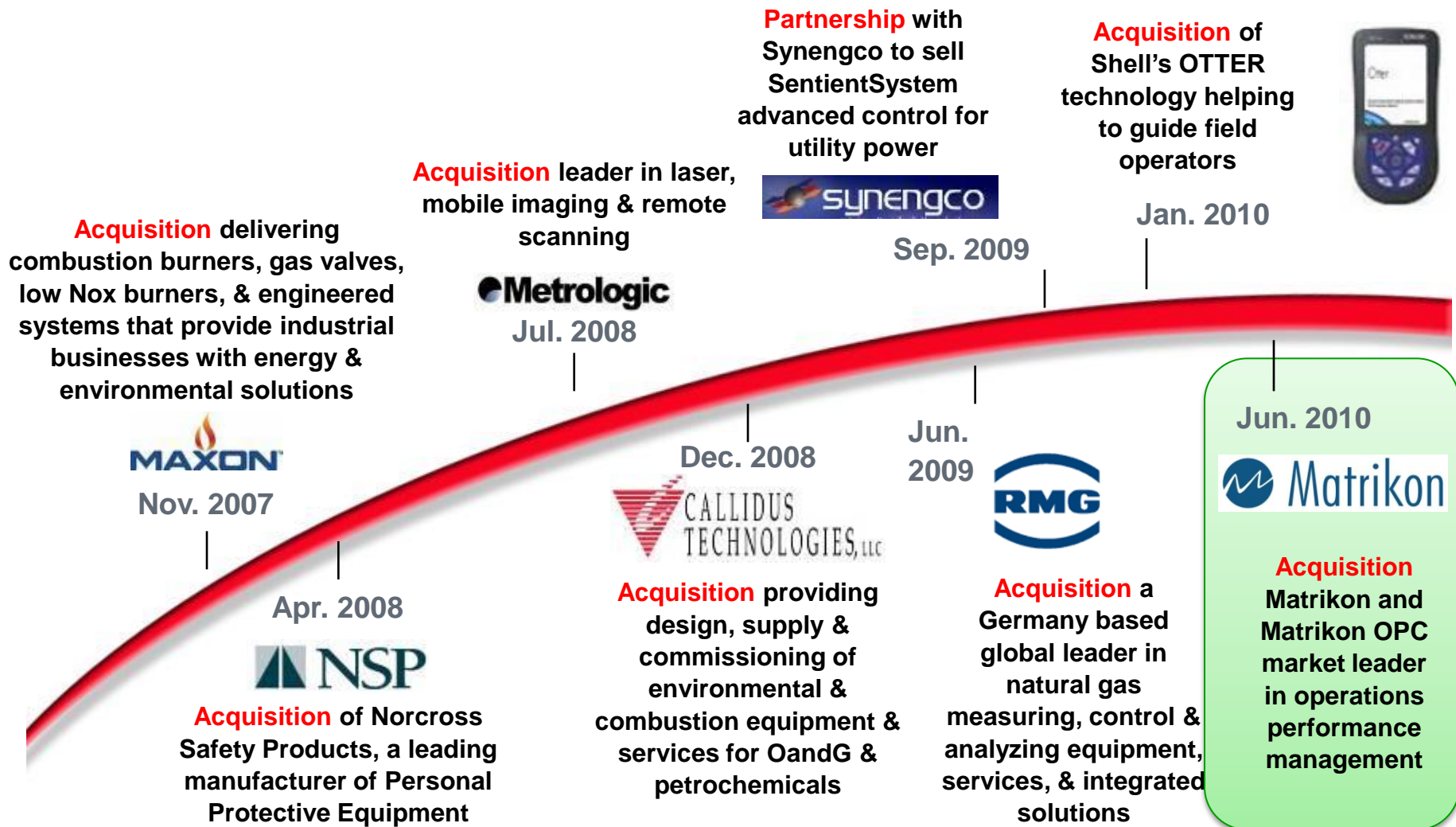


**Maximize Return
on Investment**

**Honeywell solutions address
these critical business performance issues**

Recent Acquisitions / Alliances 2007 - 2010

Honeywell

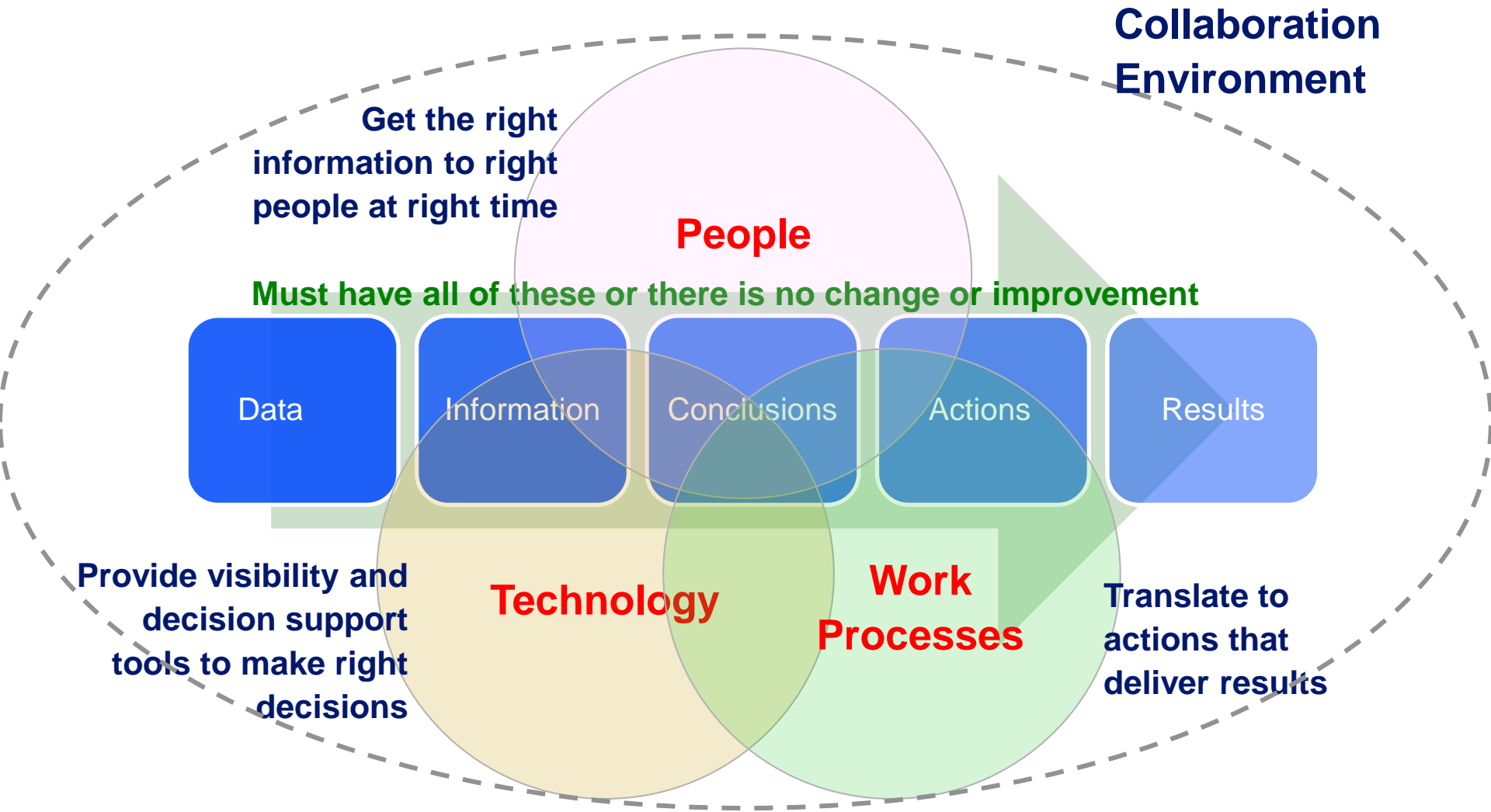




2. Product Portfolio for Level 3 Solutions

Honeywell

Enabling Collaboration



Matrikon brings open, system-independent, enterprise-wide solutions to the HPS portfolio

The 'NEW' Advanced Solutions business combines Matrikon with Honeywell's existing capability in advanced solutions - creating a new business that can deliver a breadth of capabilities unmatched by other vendors

Honeywell Advanced Solutions & Matrikon

Honeywell

- Matrikon is a technology brand within Honeywell Advanced Solutions that promotes our vendor-neutral solutions
- Matrikon will cover business excellence, the areas where platform independence is essential to win business

Honeywell Advanced Solutions
*Safety,
 Reliability,
 Efficiency,
 Sustainability*

Matrikon	MES, Cyber Security, etc.
Honeywell	Simulation, Process Optimization, etc.
Matrikon OPC	Connectivity
Honeywell Systems	Experion, etc.

Honeywell Advanced Solutions Synergy with Matrikon

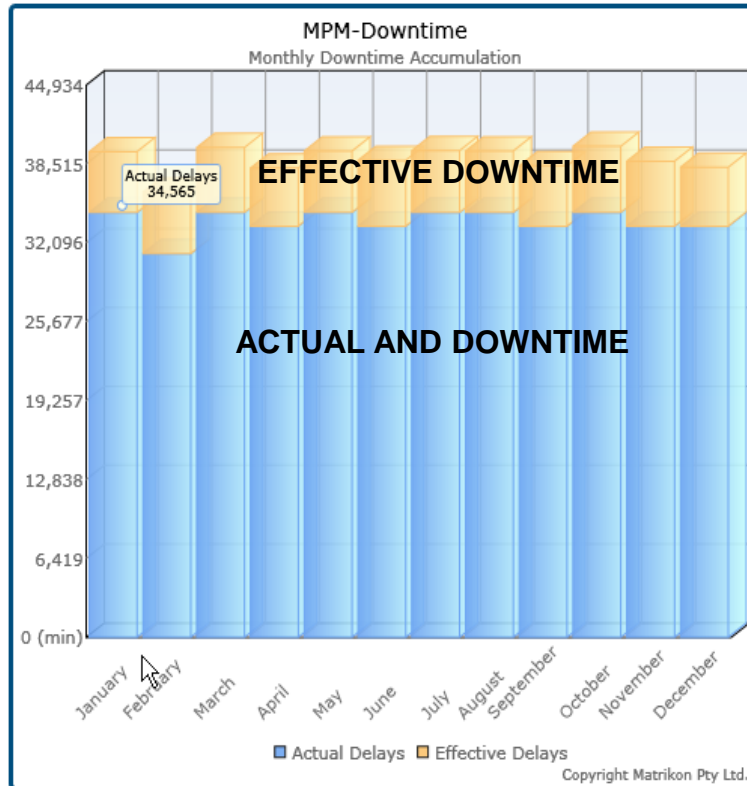
ERP		
Network Security Integration Business Visualization		
Supply Chain Solutions	Production Excellence	Operations Monitoring
Control Perf. Monitoring	Alarm Management	Energy Management
Asset Effectiveness	EHM Field Advisor	OTS Simulation
Event History	Process History	Blending Automation
Matrikon OPC (Data Integration)		APC & Optimization
3 rd Party DCS/PLC	HON DCS	

	Matrikon Brand		Honeywell Brand
	Matrikon OPC Brand		3 rd Party

OEE

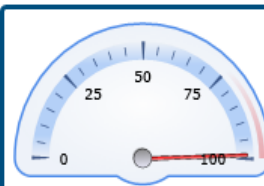
AVAILABILITY * PRODUCTIVITY * QUALITY

Downtime Overview



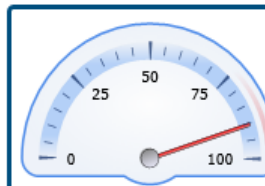
Overall Equipment Effectiveness

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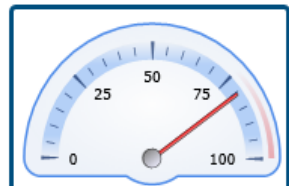
Productivity

Copyright Matrikon Pty Ltd.



Availability

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Quality

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Downtime Reporter

Uncover hidden opportunities

- Increase plant capacity
- Increase asset performance
- Reduce operating and maintenance costs
- Improve asset availability



Product Stats

Installs

50+

Select
Customers

Anglo Coal, BHP Billiton, Grant Forest Products, Iluka, Freeport McMoran, Rio Tinto, Xstrata

Matrikon Suite: Operations Optimization

Honeywell

Control performance monitor

Identify, improve and sustain control performance

- Improve control and APC performance
- Reduce loop tuning and APC implementation costs
- Enable condition-based maintenance
- Reduce process variability



Product Stats

Installs

175+

Select
Customers

Abitibi, Amerada Hess, Ameren, Barrick, BHP Billiton, BP, ExxonMobil, Marathon Ashland, NOVA, Rio Tinto, Sasol, Teck Cominco, Valero, Tesoro, Bayer, BASF, Suncor



3. Branch of Industries with References

Honeywell

Advanced Solutions Scope

Honeywell



Pulp & Paper

Business Optimization & Agility

- Production planning & scheduling
- Manufacturing execution
- Production & performance management
- Supply chain integration



Oil & Gas

Process Performance

- Multi unit optimization
- Unit control and optimization

People Effectiveness

- Operating personnel training
- Process design



Chemical



Power



***Refining &
PetroChemicals***



Regulated industries



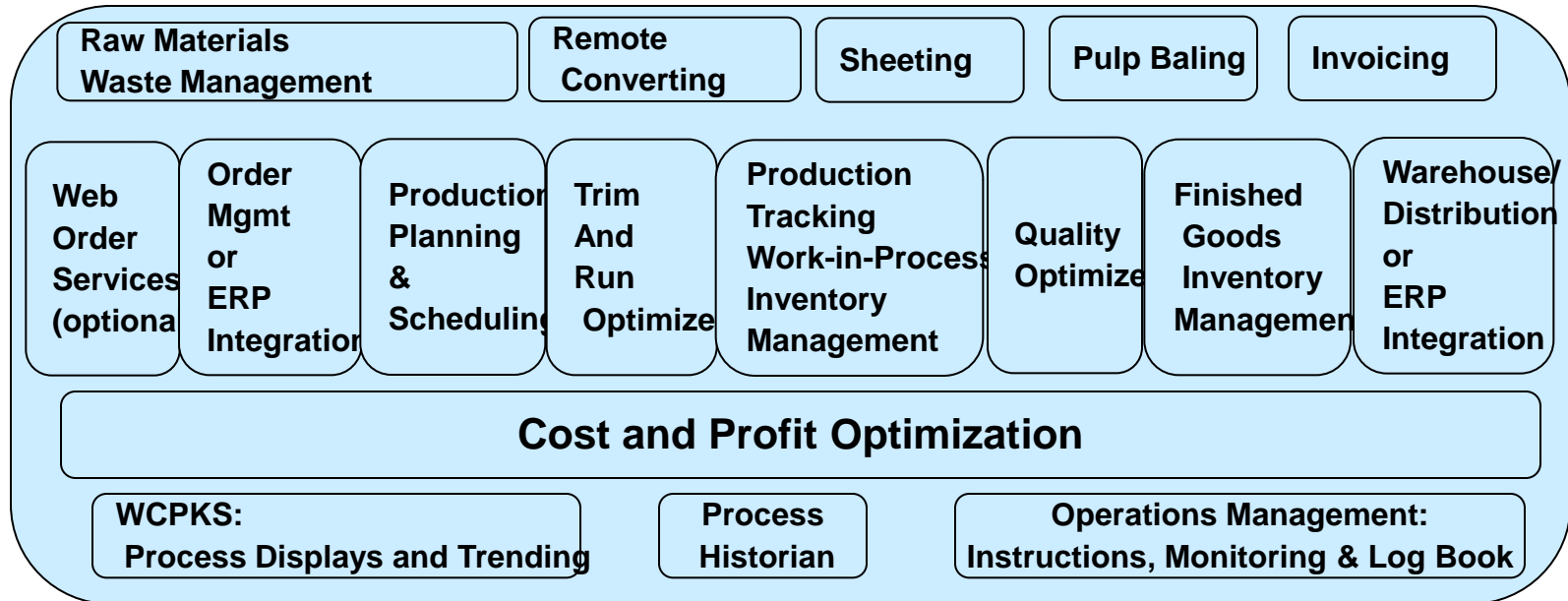
MMM

Supply Chain and Adaptive Manufacturing Application Suite for Pulp & Paper Industry

Honeywell

Financial System / ERP Framework

Financial / ERP/Honeywell Integration Manager























Process Information Integration Manager

Process Control Equipment & Shop Floor Interfaces
QCS, DCS, Laboratory, Wrap lines, Truck Interfaces, etc

Examples of the ERP – MES Functionality

Honeywell

Customer	Financials	Enterprise O/E	Scheduling & Trimming	Production Tracking	Quality Management	Warehousing	Shipping
Mead/Westvaco			 Honeywell	Honeywell	Honeywell	Honeywell	
Domtar/GP			 Honeywell	Honeywell	Honeywell	Honeywell	 Honeywell
GP Containerboard		Honeywell	Honeywell	Honeywell	Honeywell	Honeywell	Honeywell
Portucel		Honeywell	Honeywell	Honeywell	Honeywell	Honeywell	Honeywell
CMPC		Honeywell	Honeywell	Honeywell	Honeywell	Honeywell	Honeywell
BILT		Honeywell	Honeywell	Honeywell	Honeywell	Honeywell	Honeywell
Peterson		Honeywell	Honeywell	Honeywell	Honeywell	Honeywell	Honeywell
Stora Enso UPM			Honeywell	Honeywell	Honeywell	Honeywell	 Honeywell
Menasha		In - House	Honeywell	Honeywell	Honeywell	Honeywell	Honeywell
SCA Pkg.		Honeywell	Honeywell	Honeywell	Honeywell	Honeywell	Honeywell
Cartiere Burgo		Honeywell	Honeywell	Honeywell	Honeywell	Honeywell	Honeywell
Sonoco Pkg.		Honeywell	Honeywell	Honeywell	Honeywell	Honeywell	Honeywell

Combining Matrikon Suite & Matrikon OPC technologies in industry-specific solutions

Vendor independent platform connects to existing databases and applications

Industry Applications

- Well performance monitor (Oil & Gas)
- Mobile equipment monitor (Mining)
- Substation asset monitor (Power)
- Wind asset monitor (Power)
- More under development...





5. Summary

Honeywell

Why Honeywell ?

Honeywell

- **Proven Global and Local Implementations**
- **Business Domain Expertise**
- **Understand Business Process Change Requirements to Reach Business Goals**
 - Partner in Change Management
- **Already a Value Partner**
- **Company Viability, Commitment, and Experienced People**
- **Stable Standard Flexible Proven Product**
- **Least Implementation Risk**
- **100% Life Cycle Protection**
- **Credibility, Flexibility and Trust**
- **Values strategic partnerships**



Honeywell can help you achieve your strategic business objectives.



Better
Than
Ever

Honeywell