



**The most talented people.
World-class technologies.
The best of both worlds.**

Honeywell

Introduction

- Tom Glennon
Director of Engineering
Email: Thomas.Glennon@Honeywell.com
Mobile: 763-218-6182

- Jeremy Childers – PE, CEM
Performance Contract Engineer
 - Mississippi State University BS/MSME
 - IAC Field Engineer
 - IAC Student
 - DOE Qualified SpecialistEmail: Jeremy.Childers@Honeywell.com
Office: 662-287-5178

Our Corporate Commitment



“Nearly 50% of our product portfolio company-wide is linked to energy efficiency. We estimate the global economy could operate on 10-25% less energy just by using today’s existing Honeywell technologies.”



Automation and Control Solutions (ACS)

- A 'sensing and control' pioneer; today's technology and integration specialist
- To improve comfort, safety, security, productivity, control and efficiency
- Solutions for homes, commercial buildings, manufacturing plants, infrastructure, vehicles, devices
- Seven business units
 - Process Solutions
 - **Building Solutions**
 - Security Group
 - Life Safety
 - Environmental and Combustion Controls
 - Sensing and Control
 - Scanning and Mobility
- \$13.0+ billion global sales
- 50,000+ employees
- Nearly 100 countries



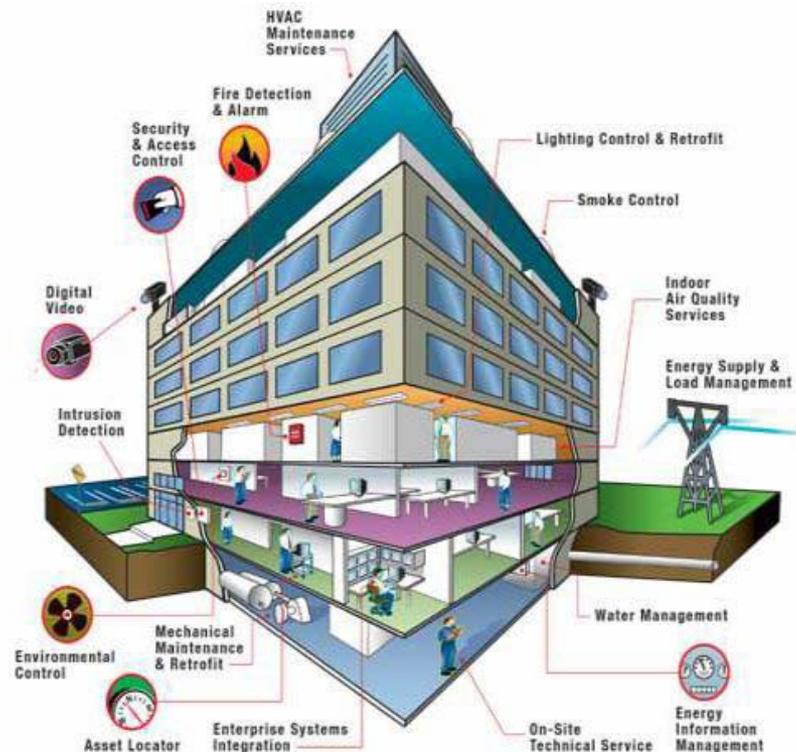
Honeywell Building Solutions (HBS) at a Glance

- A global presence with localized support
- Large installed customer base
- Service base robust and growing
- Broad product portfolio
- Growing dedicated sales force
- Extensive global reach
- Strong brand recognition



HBS Integrated Solutions

- Integrate critical building systems for improved productivity, cost effectiveness, safety/security
- Install and service: access control, surveillance, life safety and HVAC systems
- Create and maintain comfortable, safe, energy-efficient environments
- Government, education, airport, commercial



Energy Efficiency



- Energy Retrofits
- Smart Grid / Demand Response
- Clinton Climate Initiative
- More than \$5B Savings



Enablers

- Energy Savings Performance Contracts
- Energy Services Agreements
- Honeywell UtilityPRO™ DR Thermostat

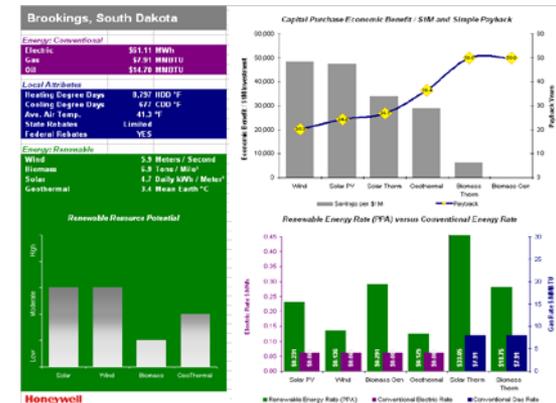
Sustainability

- Renewable Energy Technologies
- Greenhouse Gas Inventories
- Sustainability On-Site Services
- Education and Awareness Programs
- Cap & Trade



Enablers

- Renewable Scorecard
- Windows on the World
- Comprehensive Sustainability Solutions



Environmental Issues

- Greenhouse gas emissions
 - Conventional energy use
 - Flared bio-gas
 - Vehicles
 - Landfill emissions

→ *Large Carbon off-set potential*
- Regulatory/Policy
 - Solid waste disposal
 - Soil/water impacts
 - Sustainability policies



Engineering Solutions

Experienced in Renewables

Honeywell's Renewable Scorecard

- Solar (Heating & Photovoltaic)
- Ground Source Heat Pumps
- Small Scale Wind Turbine
- Biomass

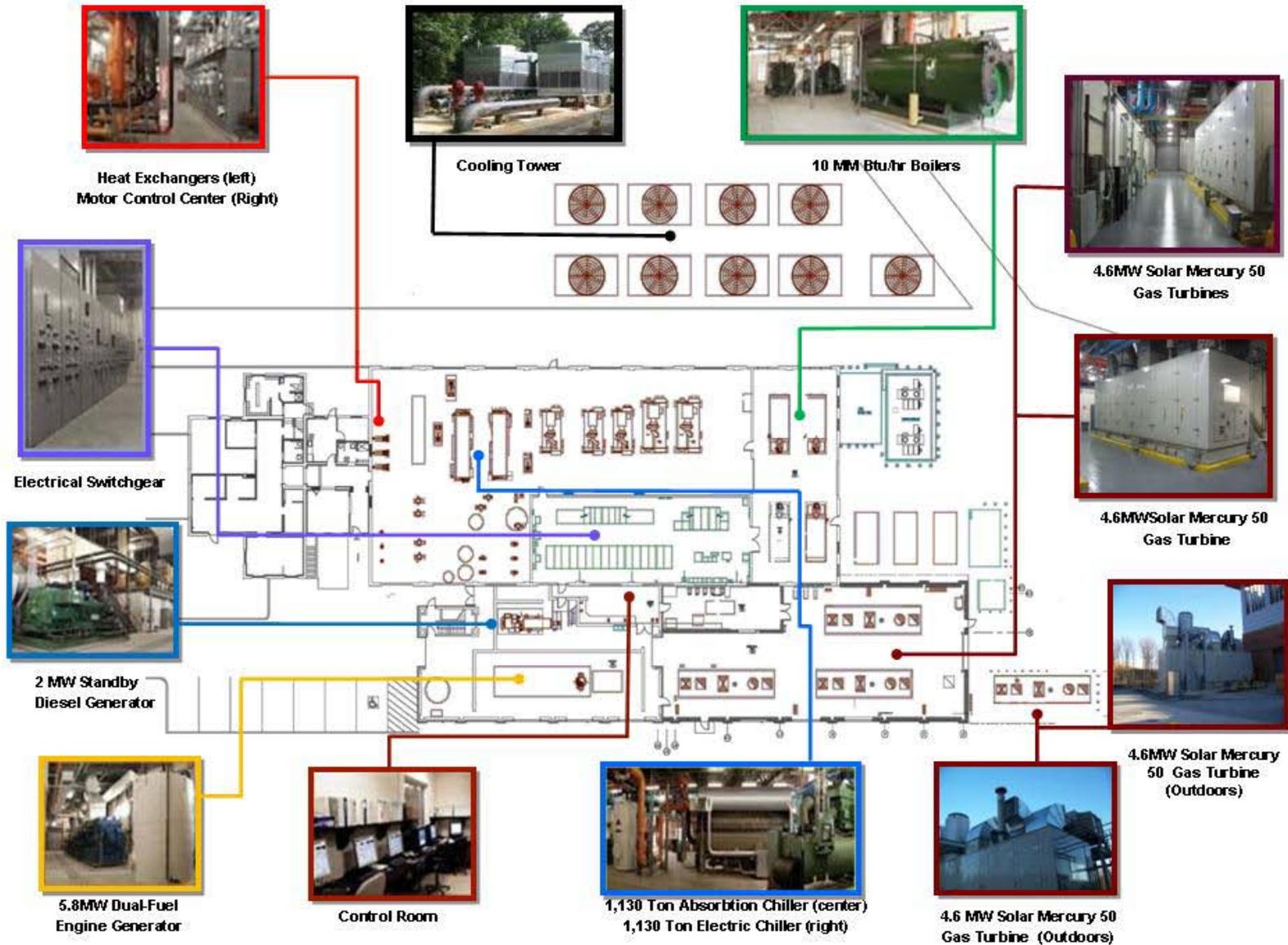


Experienced in Energy

Energy

- Chilled water / Ice storage
- Indoor Air Quality Services
- Modernization/Retrofits
- Retro-Commissioning
- Cogeneration
- Lighting Upgrade
- Mechanical Control
- GHG Inventory
- Energy Management
- Power Conversion





Resources

Honeywell's Commitment

- **We are actively recruiting engineers with energy skill sets**
- **We are looking for skilled IAC graduates**
 - **IAC students have unique energy auditing skills**
 - **IAC program provides energy engineering education beyond most standard engineering curriculum**
 - **Program produces top quality students**
 - **Develop Communication skills that go from the '*Board Room*' to the '*Mechanical Room*'**

Valued Core Competencies

- Energy conservation engineering
- Energy supply and distributed generation
- Renewable / sustainable energy technology
- Building mechanical systems / controls
- On-site power/CHP engineering development
- Greenhouse gas emissions / carbon footprint
- Financial acumen

Grow-Our-Own PCE Training Program Highlights

Strategic Value

- Investment in the engineering to build the '*Solution Development Skill*'.
- More rapid and consistent ramp-up process to achieve productivity
- Free up senior PCEs from basic analytics to focus on strategic sales and solutions
- Increase size of solution bundle and improve quality/consistency of solutions

Program Roadmap

Objective: New Grad to Level III PCE

- Extensive Training & Development Roadmap
- Multiple Phases of Capability Development
- Combination of Self-Study, Classes, 3rd-Party Programs, and Mentored Experiences

Honeywell's Brand Promise

**We are building a world that is safer and more secure,
more comfortable and energy efficient,
more innovative and productive.**

We are Honeywell.