DRIVING THE FUTURE OF
TRANSPORTATION & LOGISTICS

DELIMIR TASIC │ CHANNEL BUSINESS MANAGER
Israel, Greece, Cyprus, Malta & Adriatic

Honeywell

HONEYWELL
OVERVIEW

100,000+ EMPLOYEES

SALES **$32.6B** IN 2020

FORTUNE **100**

PORTFOLIO

- Aerospace
- Performance Materials & Technologies
- Building Technologies
- Safety & Productivity Solutions
- Connected Enterprise (Honeywell Forge)

GLOBAL INSTALLED BASE

- 10,000+ plants
- 10M+ buildings
- 10,000+ warehouses and distribution centers
- Our PPE protect +500M globally each year
- On 400+ aircraft and space platforms

FASTER, MORE AGILE SUPPLY CHAINS

200% Growth forecast parcel deliveries by 2025[1]

13% Projected annual growth rate of deliveries above preCovid-19 levels[2]

Supply chains must become faster, more efficient and agile to meet the exponential growth of ecommerce and rising consumer expectations, as well as to withstand unexpected supply chain disruptions.

[1] Paid Program: A New Ethos for Logistics in the Era of Customer-Centricity (wsj.com).
[2] How logistics companies can unlock value from omnichannel distribution | McKinsey.

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PSS EXPERIENCE
T&L CURRENT TRENDS

80% of the top 25 worldwide food retailers use Honeywell Voice Automated Solutions to ensure accuracy and boost worker productivity within the supply chain.

93% of consumers want to stay informed throughout the delivery process.

1.1 million additional drivers will be needed by 2029.[1] There is a secular shift from freight-heavy to freight-light activity.

50% automated pallet handling systems cut shipment-processing time by 50%[2]

3X the amount of logistics space required compared to retail brick and mortar.

Honeywell mobility technology helps UPS and other parcel services delivery billions of packages each year on time and to the right destinations.

30 Years of supply chain automation system development and integration expertise.

ADDRESSING CHALLENGES

**End-to-end integrated solutions
help customers to address:**

E-Commerce - shorten fulfillment times

Operational Co-ordination

Delivery Data Intelligence

T&L Driver Retention

Improve Efficiency, Accuracy, Productivity

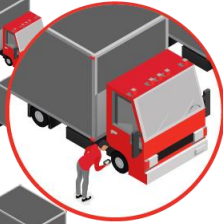# THE LOGISTICS JOURNEY

First Mile

DC / Warehouse

Last Mile Delivery

Honeywell Delivers Solutions throughout T&L Journey

PSS T&L SOLUTION OFFERING

Increasing accuracy, package identification and location with barcode scanning with AI functionality

Decreasing Fleet Management cost with Voice Guided Maintenance & Inspection (M&I) solutions

Maximize Asset uptime with Operational Intelligence

Connecting drivers with Honeywell Smart Talk application

Increase efficiencies of Route Optimization with the FarEye solution

Comprehensive Solution Portfolio of Hardware and Software

OPERATIONAL INTELLIGENCE

CENTRALIZED TRACKING &
DATA ANALYTICS

ENTERPRISE CONNECTIVITY
AND INTEGRATION

OPERATIONAL INTELLIGENCE FOR TRANSPORTATION AND LOGISTICS

- ✓ Improve Driver Safety Measures
- ✓ Reduce Device Neglect
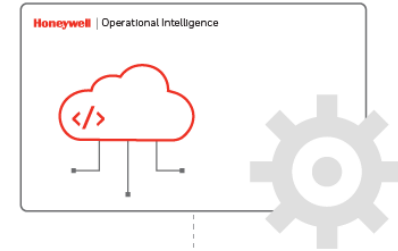- ✓ Increase Driver Productivity

RUGGEDIZED ASSET
MANAGMENT

DEVICE WORKFLOW AUTOMATION

Battery Notification

Proximity Detection

Remote Control and
Device System Wipe

One platform to monitor valuable IT assets.
Operational Intelligence manages the complete lifecycle, operational visibility, and performance analysis of assets, people, and tasks.

COMMON ASSET OPERATIONAL PAIN POINTS

Which challenge most disrupts your customers? – Here is what customers are telling us.

01 Devices go missing, how do you know locations have enough devices?

02 Limited accountability or visibility to who is using which device

03 Batteries fail in the middle of shifts

04 Apps stop working & the network has trouble spots

05 Honeywell Printers need to be managed from a centralized console

- "Devices 'walk off' all the time"
- "1 in 3 of our devices go missing"
- "My locations constantly ask for new devices"

- "Our team tracks what device each worker has on pen and paper."
- "Some workers hide their favorite device in the store"

- "Team members have to return to device storage if their battery dies"
- "Sometimes devices don't last a full shift"

- "Workers don't' have time to submit issue tickets"
- "Sometimes days go by before we know there is a problem"

- "how can we efficiently configure thousands of printers in multiple locations"
- "Printer failures equal production cost"
- "We need to know how to properly allocate the right number of printers"

DECREASING FLEET MANAGEMENT COST WITH
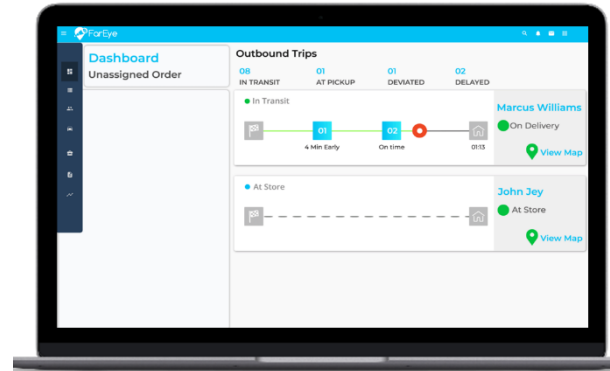# VOICE AUTOMATED MAINTENANCE & INSPECTION (M&I)

TAKING DELIVERY FURTHER

FarEye Software Can Optimize Logistics in Three Keyway

Advanced Last Mile Execution Platform

An effective last mile execution platform with sophisticated routing algorithms (loop optimization, dynamic routing) to enable driver efficiency, customer satisfaction and cost savings.

Actionable Predictive Visibility Platform

Real-time transportation visibility platform that helps manufacturers, shippers and transporters achieve end-to-end predictive visibility through IoT-driven tracking of assets and shipments..

Customer Delight Across the Purchase Journey

Integrated web and mobile platform for retailers to deliver a superior customer experience through personalization of deliveries, post-purchase experience and real-time visibility.

Supporting on-time delivery and efficient service

HONEYWELL FAREYE SOLUTION

SOLUTION OVERVIEW:

- HONEYWELL MOBILITY DEVICES
- IMPLEMENTATION SERVICE
- FAREYE SAAS
- LICENSES

Consumer satisfaction

Driver workflow

FEATURE

- Real-time shipment ETA Visibility
- Operational Control Tower
- Worker/ Driver Workflow Management
- Dynamic Scheduling and Routing

KEY MESSAGES

- Empower customers to schedule deliveries at their convenience and orchestrate deliveries based on capacity to deliver a superior customer experience
- Enable proactive cost controls and service enhancement with event alerts and notifications to trigger action

PAIN POINTS

- Lack of Visibility of Goods in Transit
- Poor Customer Experience / Satisfaction
- Increasing Missed or Lost Deliveries
- Inefficient Asset (delivery vehicles) Utilization

PRIORITY VERTICALS

Transportation & Logistics

Retail

Warehousing

Manufacturing

Pharma

TARGET ACCOUNTS

Logistics Managers:

Logistics providers and fleet owners (3PLs, retail, eCommerce, restaurants & food delivery companies) that need to **reduce costs and deliver a superior customer experience**.

Shippers:

Consignors (retailers & manufacturers) that need a **real-time visibility platform to track order fulfillment** and **increase perfect order index** to provide a **superior customer experience**.

CASE STUDY: SAMEDAY ROMANIA

Industry / Vertical:
Post & Parcel, Couriers

Project Size:
2000 x CT60XP
1000 x CT40 Wearable
2000 x Mobile printer MPD31 D
4000 x Op Intel Professional
6000 x Gold Services

Rollout:
2021 Q2 – 2022 Q2

Region Served:
CEE region, Romania

CUSTOMER PROFILE

Sameday Courier is the first and currently the only niche company on the Romanian express courier market, being focused on delivering shipments to the customer on the day they are picked up.
Turnover of 50 million EUR, 2000 couriers and 3000 lockers in Romania and Hungary.

USE CASE

Today's the consumers want their orders shipped in the same day, having flexibility and personalization for their orders. For this, Sameday needed to be agile and super well technologically equipped.
Our response, **we empowered Sameday to take full control of assets costs and operations. Remotely.**

WHY HONEYWELL SOLUTIONS

With **Operational Intelligence we enabled Sameday to identify problems before they impact courier productivity and unearth previously unknown data to optimize the usage of the devices.**
The long life of the equipment is ensured, as well.

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CASE STUDY: EXPRESS ONE HUNGARY

Industry / Vertical:
Post & Parcel, Couriers

Project Solution:
Honeywell CT40 handheld computer

SoftPOS™ by Rubean AG

Rollout:
2021

Region Served:
CEE region, Hungary

Honeywell

CUSTOMER PROFILE

Express One is a parcel logistics company and has been a subsidiary of **the Austrian Post family** for 15 years. Based in **Budapest, Hungary**, Express One contracts 600 couriers who are responsible for delivering 50,000 consignments a day.

USE CASE

Express One experienced an exponential increase in customer demand throughout the global health crisis. Express One's fleet of 600 contracted couriers stayed busy completing the successful delivery of parcels. The couriers would use a variety of devices – including scanners, mobile phones and payment terminals. These devices, however, posed limitations such as connection issues that would impact productivity and diminish the customer experience.

WHY HONEYWELL SOLUTIONS

The CT40 handheld computer allowed Express One to deploy a single device that can accurately scan information on a parcel, contact a customer and be configurable to third-party applications. The CT40 benefits from the Honeywell **MobilityEdge™ platform**, which is a stable and secure platform that offers an extended lifespan for devices. As an **Android device**, the CT40 protects Express One's investment and **maximizes return on investment** by being able to receive support through the next 5 generations of Android.

THANK YOU

Honeywell