

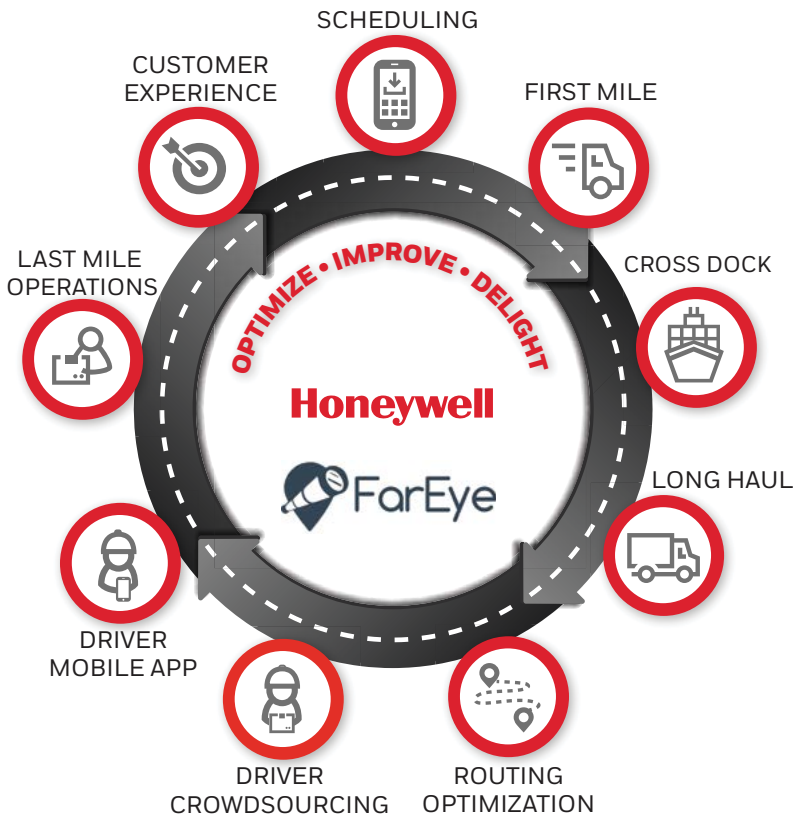


FAREYE QUICK REFERENCE SELLER SHEET

Honeywell

WHAT IS IT?

Honeywell is an investor in FarEye, a cloud software company that provides supply chain visibility, delivery tracking and optimization tools. With FarEye, you achieve real-time answers for questions like: Where is my product? Is my product delivery on time?



WHAT HARDWARE DOES IT WORK WITH?

Honeywell Android mobile computers, any Android and IOS cell phones and tablets, and competitor's Android mobile computers.

KEY SELLING MESSAGE?

FarEye was built to put you back in the control tower of your deliveries, giving you complete visibility of the entire shipment process all the way to your customer's doorstep / customer's front door.

HOW CAN IT DO THAT?

FarEye connects into a customer's existing ERP and Warehouse systems to gain access to products/package information as it enters the customer's operation. When products or packages are ready to be shipped to customers, FarEye analyzes the delivery requirements and builds out a completely optimized carrier, loading, routing, and navigation delivery plan. FarEye's "control tower" view of the entire end-to-end delivery process

TARGET CUSTOMER PROFILE

- Companies with 300 or more trucks and delivery drivers – Optimize your loads, routes, and drivers
- Companies who don't have trucks and drivers and use third party delivery companies – facilitate 3rd party delivery company decisions.
- Companies who want to manage their own "crowdsource drivers" deliveries – complete management and payment toolset for a "volunteer" driver workforce

TARGET INDUSTRIES

- Transport and logistics companies
- Retailers, including grocery and food delivery
- Warehouses
- Manufacturers



is supported by robust reporting like planned vs. actual, delays, idling, breadcrumb trail, and driver productivity.

Drivers can even take payment, take pictures, and deal with complicated issues like traffic delays to notify customers of up-to-date information on the status of their delivery. The entire time, the customer is being notified of shipment status and real time ETA minimizing the broad delivery time ranges of the past.

WHO SHOULD YOU TARGET FOR THE INITIAL CALL?

Operations Buyer: VP/ Director of Logistics, Operations, etc.

Priorities: Focused on improving productivity, efficiency, and processes within their operation. Operations is getting measured on how much product they move and what the end user experience is. The IT department could act as a blocker as installing a new system is more work for them.

CAN WE TRY BEFORE WE BUY? DEMO LICENSES?

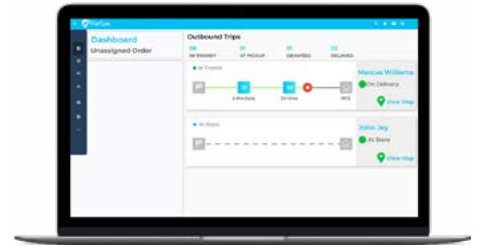
Customer demos with FarEye and Honeywell mobile devices are available for test environments that do not incorporate live customer data. The user can experience demo screens, reports, customize driver application screens, and visualize what a customer would see in real time about their delivery. Paid pilots can be managed on a case-by-case basis. Contact your Honeywell CBM for a demo.

How do I get a demo?

Honeywell has established a dedicated and extensive software team to enable the channel to succeed with our offerings. This includes pre and post sales support in close alignment with our software partners. Our mission is to empower the channel to grow recurring revenue and help end users to optimize productivity in their applications. Contact your Honeywell CBM for a demo.

How is it priced and sold?

Order 1 subscription per delivery driver you want to manage and a subscription for each manager needing access. The subscription model is for 3 years. Please see the Honeywell Price Book for the latest list pricing.



CUSTOMER CONVERSATION STARTER QUESTIONS?

- The Amazon-effect is everywhere setting the bar on delivery tracking expectations: Is your current delivery system meeting your requirements for customer experience?
- Do you currently have the visibility into your product movements all the way to the customer and are you able to provide that same visibility to your customers?
- Are your routing, planning and scheduling systems meeting your needs, and are you able to optimize routes on the fly?
- Does your current solution allow you to reduce your delivery costs? Like routing and scheduling, cross-dock operations, workflow optimization, fuel and even customer service costs.
- Are you using, or planning to use, mobile technology to improve your customer delivery experience? Do you provide your drivers with devices and an easy-to-use application to manage their work day?
- Does your current delivery visibility system support crowdsourcing drivers or have built-in driver incentive programs?

SALES ENGAGEMENT MODEL

Honeywell partners are not expected to become delivery system experts or be able to integrate and support an enterprise solution like FarEye. System integration and support services will be fully handled by FarEye. Honeywell has developed a team of Software Solution Sales experts that are skilled in explaining the benefits of the FarEye solution and will support our partners every step of the customer engagement process. When the opportunity evolves into deep technical and integration questions, FarEye's integration experts will join the team to support the project to its successful conclusion. Post sale, FarEye will provide complete deployment services and support for the solution and keep both Honeywell and the partner fully informed on the systems performance.

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For more information

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