



REIMAGINE

LIFE SAFETY OUTCOMES



Maximize the Power of CLSS

Tim Tracy

 **NOTIFIER[®]**
by Honeywell

MAXIMIZE THE POWER OF CLSS CONNECTIVITY FOR ALARM TRANSMISSION AND MORE.

TIM TRACY

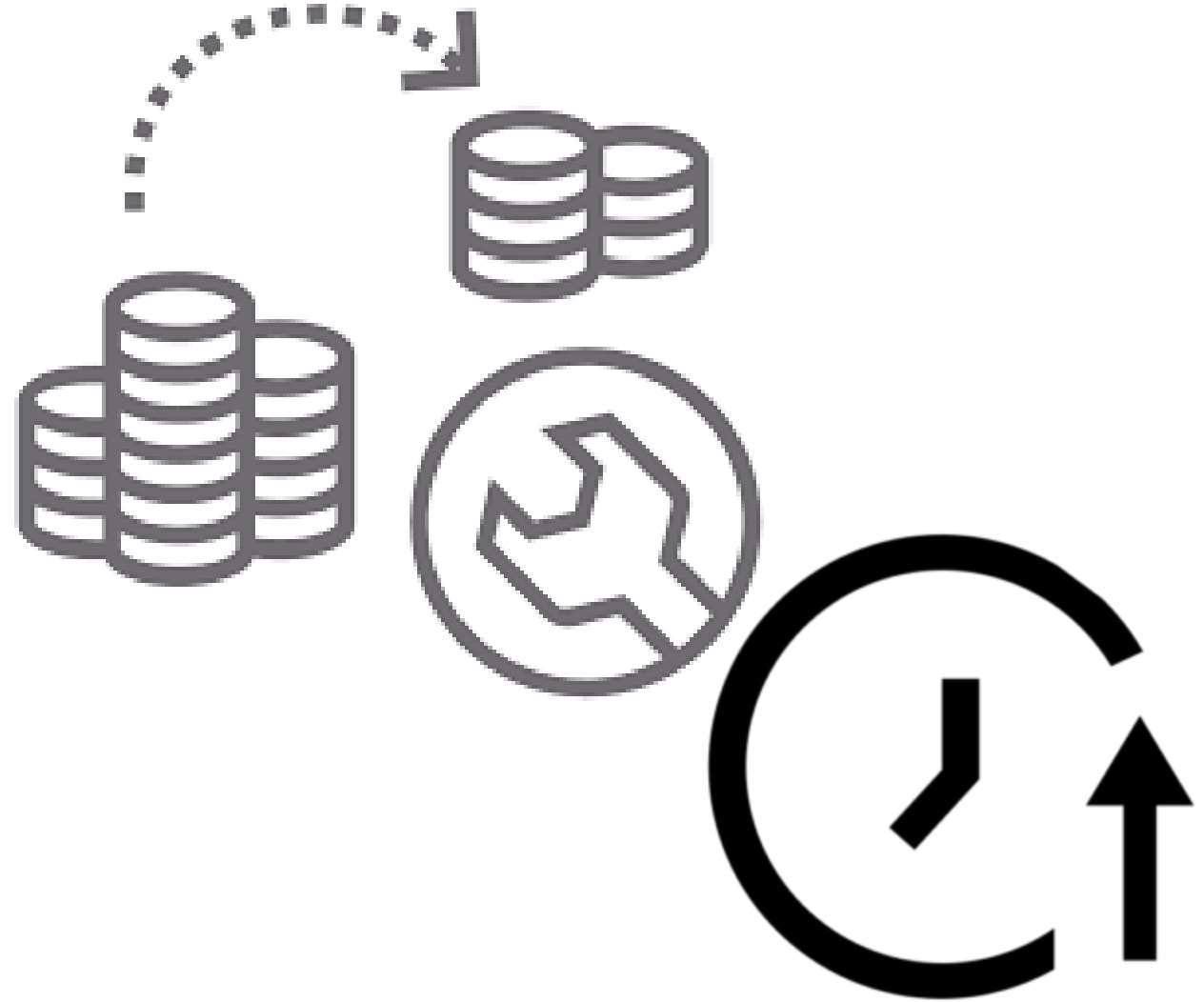
November 14, 2022

Honeywell

CONNECTED LIFE SAFETY SERVICES

WHAT IF

**YOU COULD REDUCE
YOUR COST TO SERVE
AND MAXIMIZE
YOUR REOCCURRING
REVENUE?**



WHAT IS CLSS?

CLSS is an innovative, all-in-one cloud platform that enables systems integrators and facilities managers to deliver an enhanced fire safety service, while maximizing the performance efficiencies offered by Honeywell's trusted detection and alarm systems.



CONNECTIVITY

CLSS - connectivity is the future of fire systems; providing new opportunities for building managers and partners to optimize on-site safety.



VISIBILITY

CLSS provides enhanced visibility of system performance, reducing the operational cost of maintenance while ensuring the optimum performance and compliance of critical fire safety systems.



INTELLIGENCE

CLSS provides rich panel data and reporting to help understand system issues and proactively plan maintenance.

WHO IS CLSS FOR?

CLSS Serves 6 market segments of the Fire Industry:

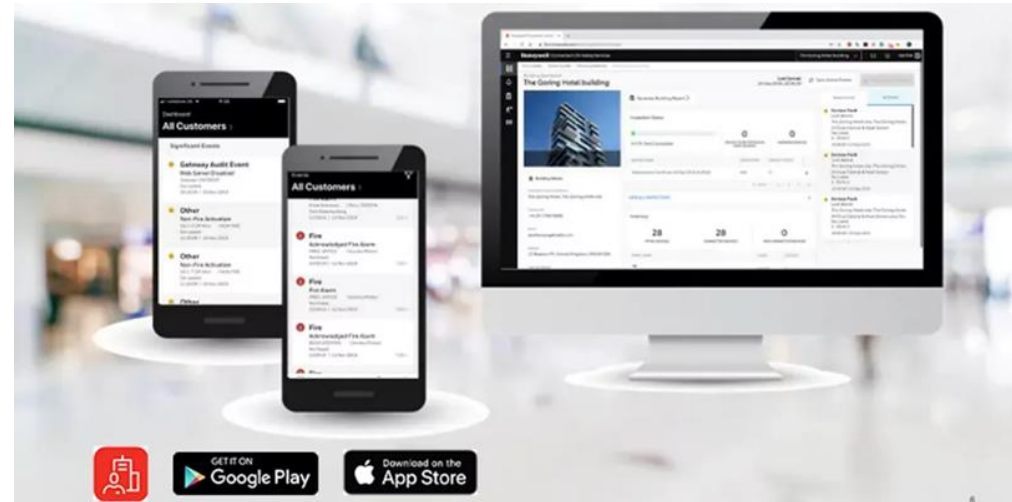
- Dealers
- Fire Marshalls
- Building Owners/Facility Managers
- Central Stations
- 911 Centers
- First Responders

CLSS is the center hub for everything commercial fire.



WHAT DOES CLSS OFFER?

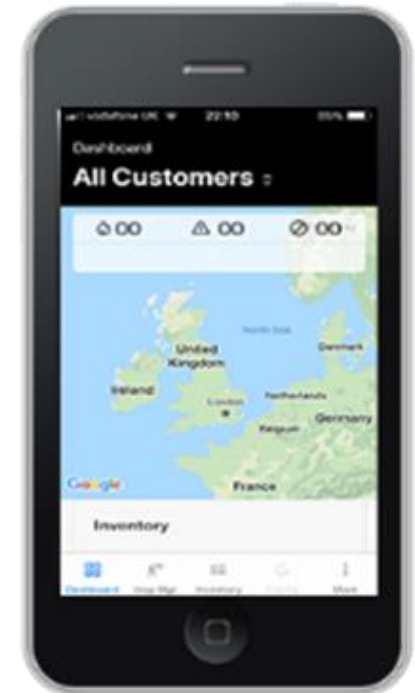
- Fewer nuisance signals
- Cost savings – ESD and End User
- Improved Cash Flow
- Increased Productivity
- Automated T&I Platform
- Digital archive of reports
- Driver For Service Work Growth
- Facility Manager
- Device Age
- CLSS Tools
- Real-time alerts and notifications



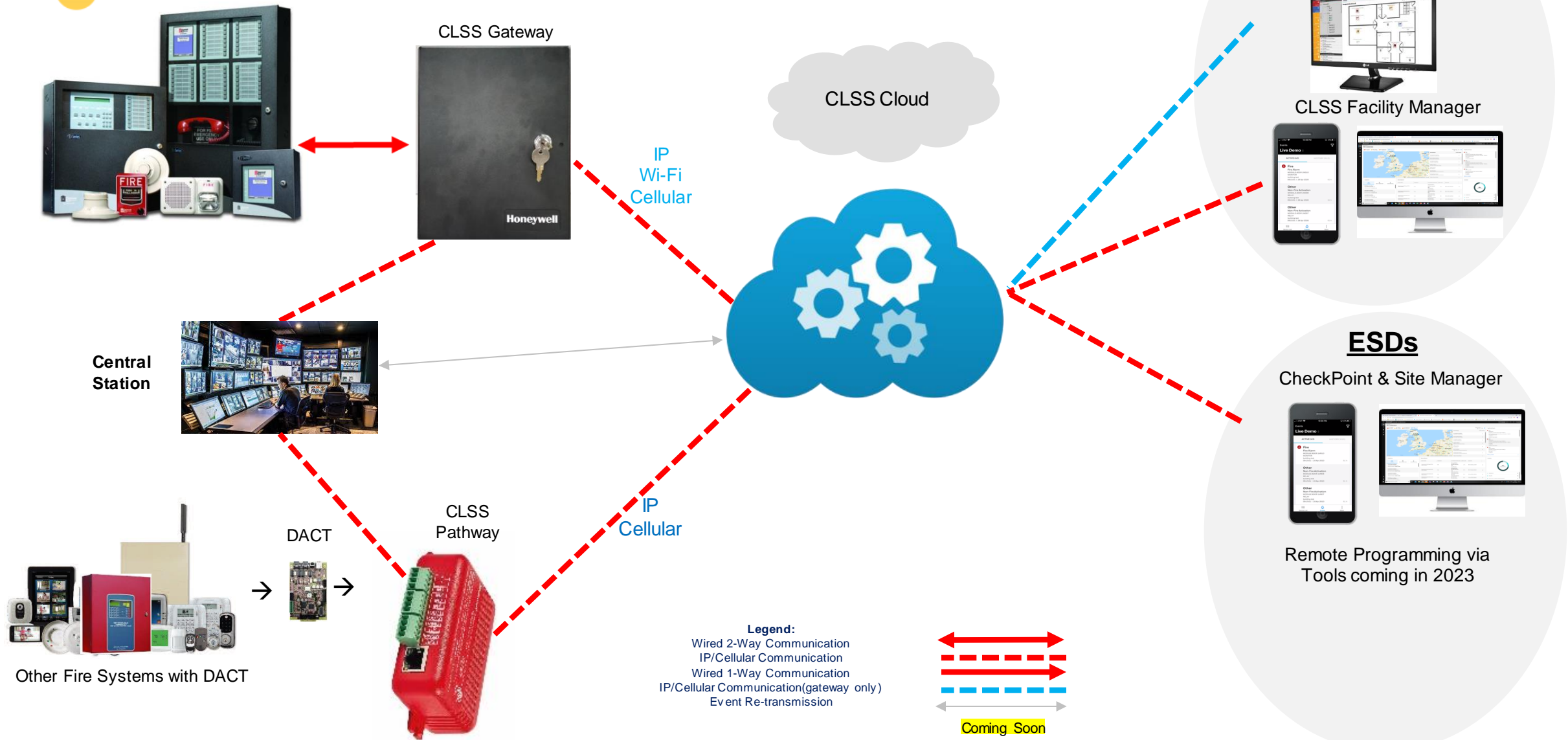
Situational Awareness!

USING COMMUNICATION AS A DIFFERENTIATOR

- How are your salespeople positioning your company?
- Are your salespeople selling the outcome and not the hardware?
- How is your competition going to market? Are they leveraging technology?
- Have you considered leasing the communicator instead of selling?
- Are you including CLSS Facility Manager in your designs and specs?



CLSS | HOW DOES IT WORK?



CLSS | AVAILABLE CENTRAL STATIONS

Affiliated Monitoring
Alarm Central
Alarm Monitoring Services*
AlarmTech Central Station Services*
Alert Alarms Inc Indiana*
Alert Security Alarms Inc*
Alert360*
All American Monitoring*
Amcest*
Audio Sentry Corporation*
AvantGuard Monitoring
BlueRidge Monitoring*
CenSignal*
Centerpoint Technologies
Central Alarm Control*
Central Dispatch Inc
Central Station Inc*
Central Station Monitoring
Centralarm Monitoring Inc
CMS Monitoring*
Coastal Burglar Alarm*
Com Linq*

Command Alarm Monitoring*
COPS Monitoring
Counterforce
Countryside Alarms*
Cooperative Response Center Inc*
Criticom Monitoring Services (CMS)
Design Communications Inc*
Dispatch Center*
Doyle Security Systems*
Dynamark
Emergency 24
Emergency Systems*
ESC Central
Grand Central Station (GCS)
General Emergency Monitoring*
General Monitoring Services
GMS365 Global Monitoring Solutions*
Global Monitoring Solutions LLC*
Home Security Monitoring Center*
METRODIAL Central Station*
Michigan Monitoring*
Monitoring America
National Monitoring Center (NMC)

Nationwide Digital Monitoring*
NEXgeneration Central Station*
Per Mar Security
Quick Response Monitoring
Securall Monitoring Corp NJ
Rapid Response Monitoring Systems
Securatech*
Security Central
Southwest Dispatch Center
Stanley Security*
Statewide Central Station*
TelTec Security Systems**
Total Monitoring Services (TMS)
Tutor Monitoring**
United Central Control Inc (UCC)
United Central Station
Universal Monitoring*
US Monitoring
USA Central Station
Vector Security
WHIRC International
Z Tech Central*

*Pathway Only ** Gateway Only

INDUSTRY SUNSET REMINDERS

Be a solution provider – 2022 sunsets

Mobile sunsets

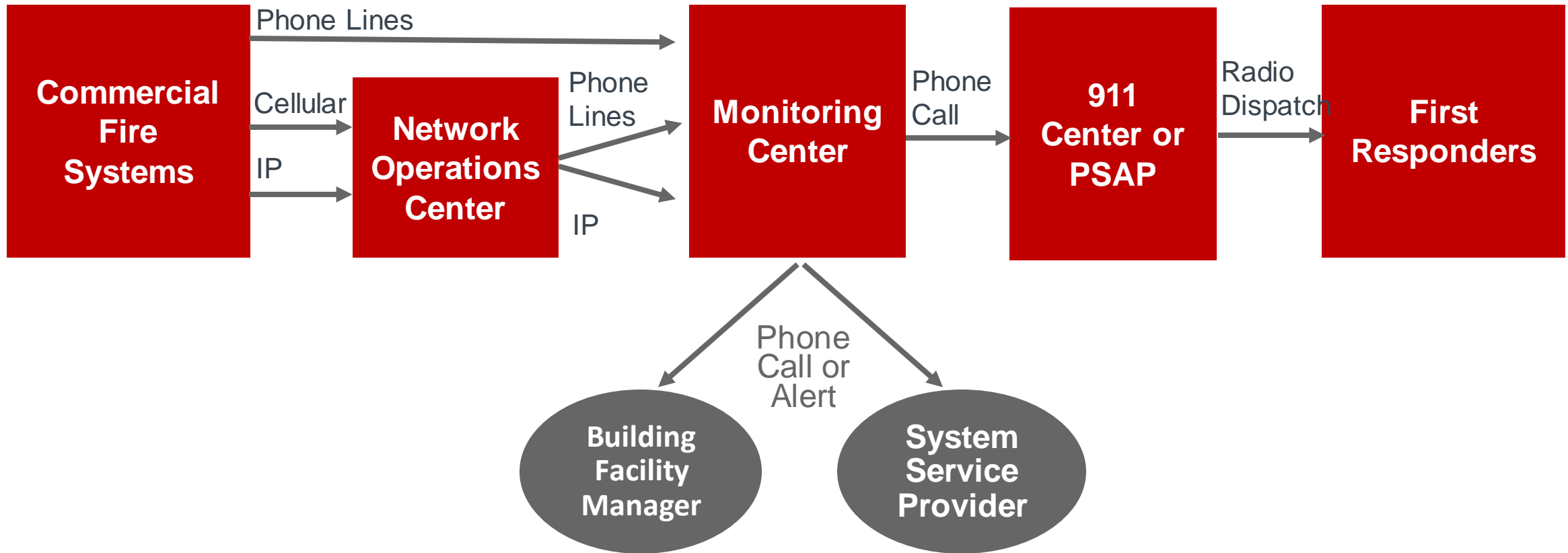
- December 2022 Verizon / CDMA

POTS deregulation

- As of August 2022
- What does this mean?
 - Dealers may see an increase on their telephone bill.
 - Carriers have the option to deny service or repair POTS connections.
 - What does this mean for Central Station costs?



PATH OF AN ALARM SIGNAL: HOW IT WORKS TODAY



TOTAL COST OF OWNERSHIP

POTS Accounts:

Monthly Monitoring Charges \$65+

Monthly Phone Line Costs \$150 to \$400

Total cost to the End User -\$215 to \$465

Cellular Accounts:

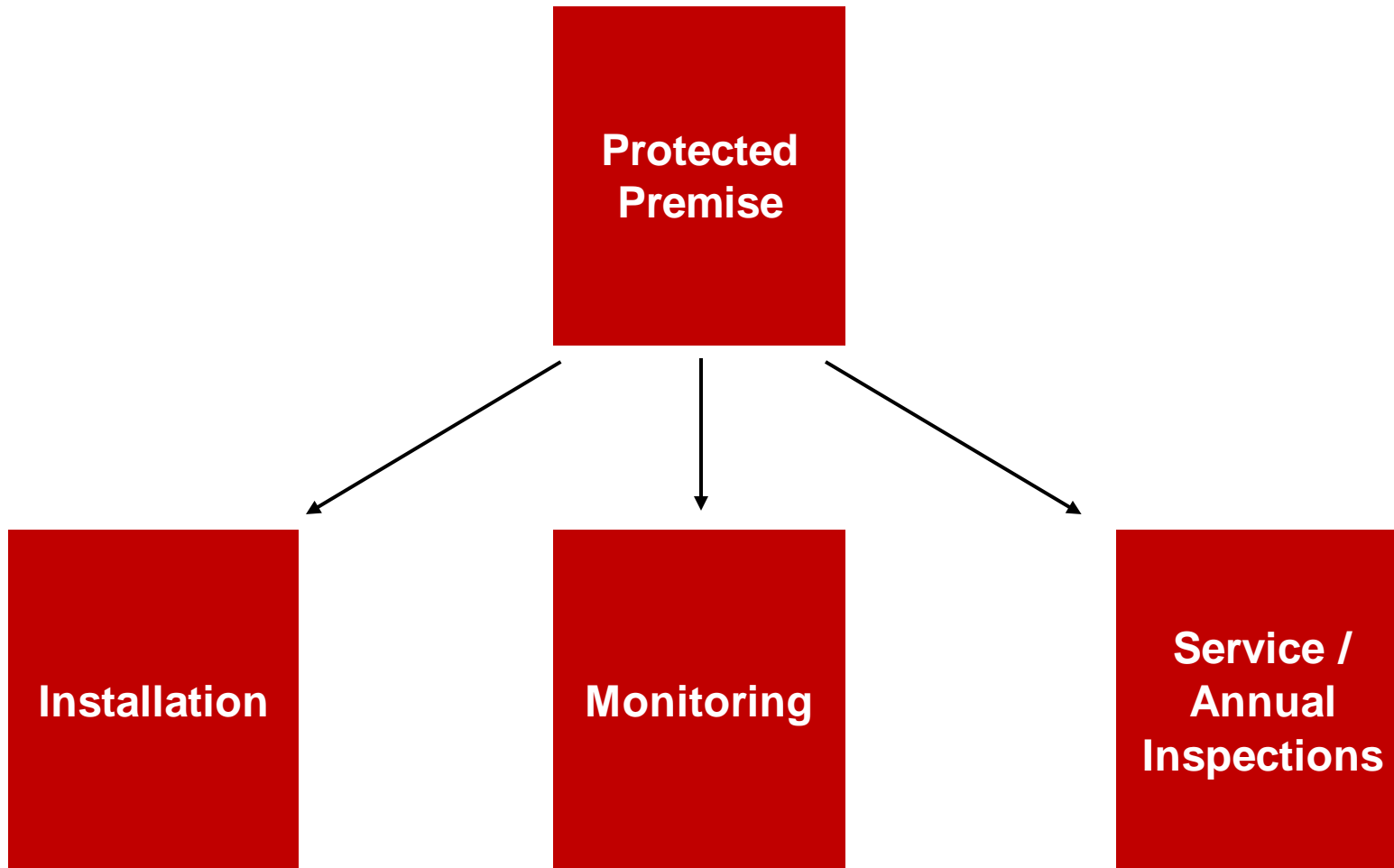
Monthly Monitoring Charges \$65+

Monthly Communication Costs \$75 to \$200

Total Cost to the End User - \$140 to \$265

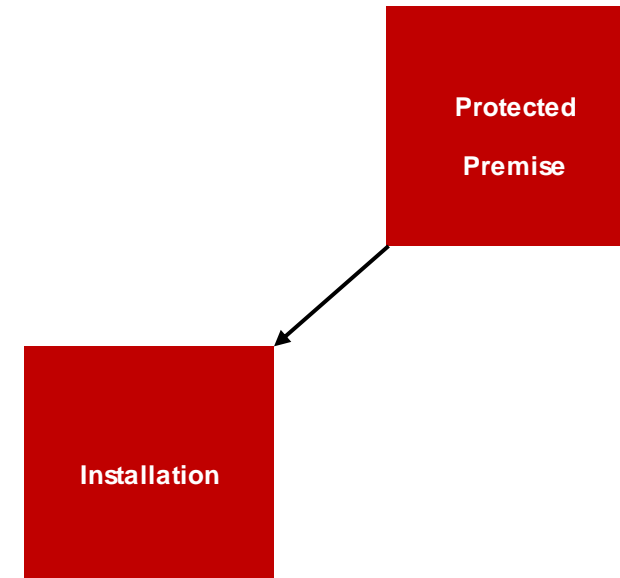
Moving away from POTS saves the end user and more than 2x your RMR!

WHO'S CUSTOMER IS IT?



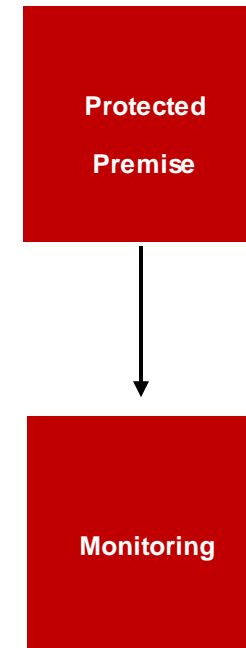
RMR – REOCCURRING MONTHLY REVENUE

- Have you considered charging campus applications for training / programming / T&I?
- Should you retain ownership of the Gateway?
- Are you using the Gateway for setup, testing and documentation of completed systems?
- Do you train the end user / facility manager at the time of completion?



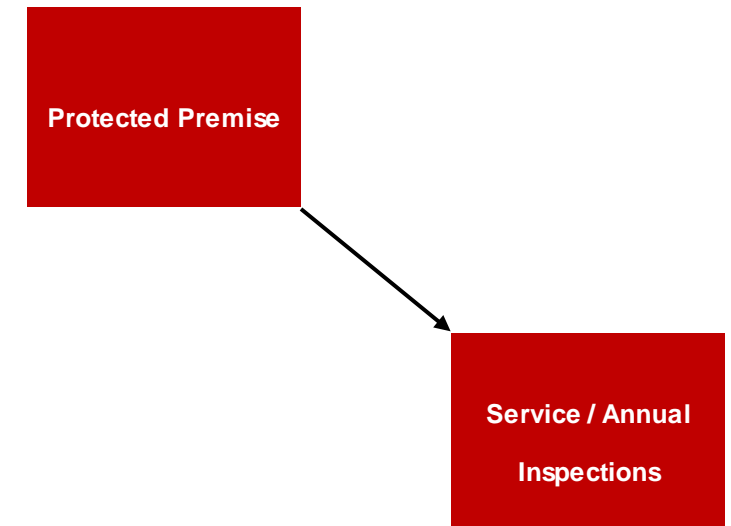
RMR – REOCCURRING MONTHLY REVENUE

- Are you keeping your accounts?
- If not, revenue for programming?
- Have you considered charging for Facility Manager?
- If you are not monitoring, should you retain ownership of the Gateway?
- What percentage of your accounts are still on POTS?
.....How about your competitors?
- Have you considered a campaign marketing to businesses and property managers?
- How does this work?

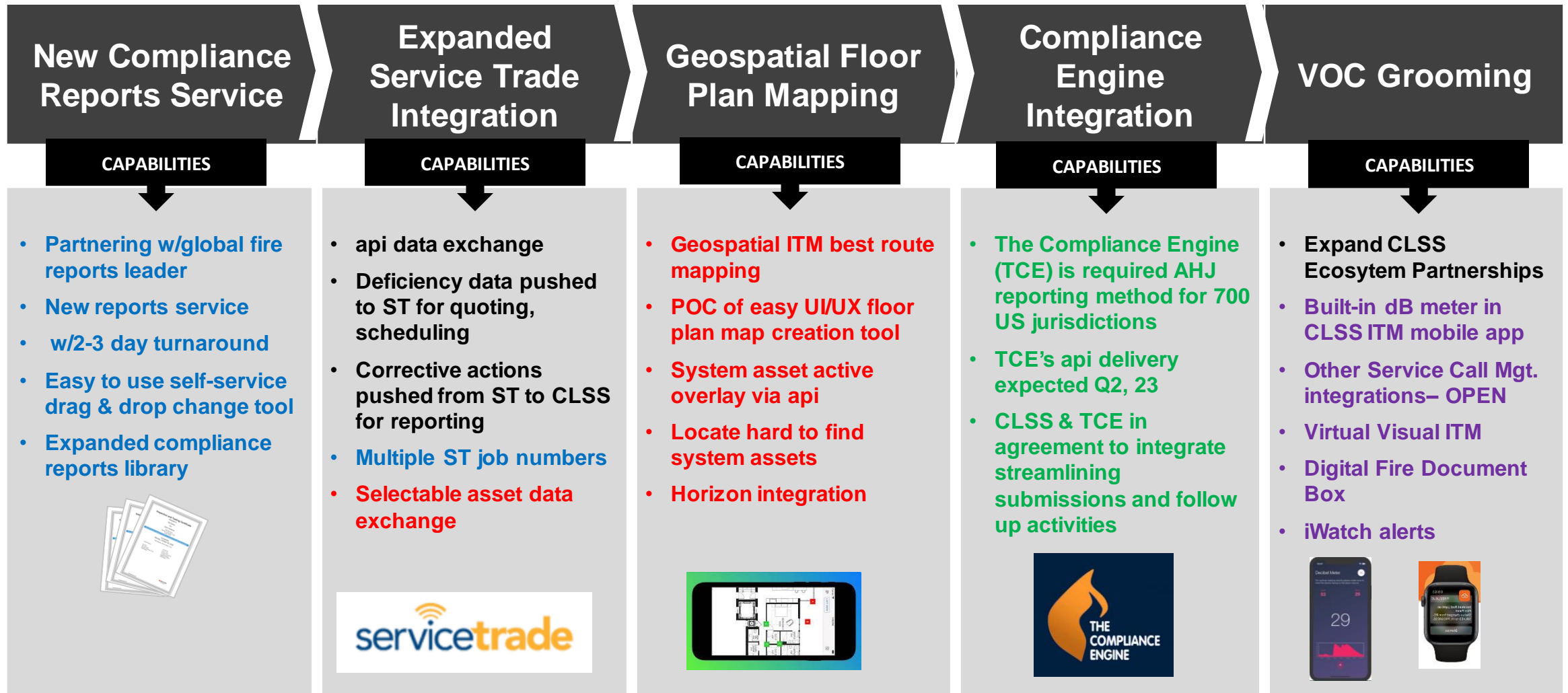


RMR – REOCCURRING MONTHLY REVENUE

- Again, have you considered charging campus applications for training / programming / T&I?
- Why should you allow your end user to use CheckPoint?
- Are you maximizing your service revenue by marketing your T&I services?
- Have you considered allowing the facility manager to perform T&I with Gateway?
- Charge verticals and campus applications for Site Manager level access?
- If you have a mix of products in the field, what is the value of CLSS?
- Service contracts?



CLSS | CHECK POINT ITM— 2023 INHANCEMENTS



ITM APPS TO CONNECTED ITM SOLUTION

Now

Q1'23

Q2'23

Q3'23

Q4'23

CLSS | CLOUD CONNECTED HORIZON (CCH)

PC Based graphical display provides situation awareness for building operators to make better informed actionable decisions.

- Supports **NOTIFIER® INSPIRE**, ONYX, FireWarden, Gamewell S3/E3, Farenhyt, EST, and Mircom panels. View ONLY today!
- On-Premise and Remote Monitoring for faster troubleshooting
- Cost-effective solution in comparison to UL listed requirements
- Supports unlimited number of gateways, zone limit is panel based.
- Compatible with **Windows 10 Devices**
- Intelligent Gateway Architecture



COMPLETE LINE OF SIGHT MONITORING ON BUILDING FLOOR PLANS

CLSS | LAN CONNECTED HORIZON (LCH)

PC Based graphical display provides situation awareness for building operators to make better informed actionable decisions.

- Two Options to Connect LCH:
 - Hybrid -----> LAN-Connected Horizon with Secure Connection to CLSS
 - Standalone ---> LAN-Connected Horizon only (*No Internet Connection*)
- Compatible with Windows 10 Devices
View ONLY today!
- Supports **NOTIFIER® INSPIRE**, FireWarden, ONYX, and Farenhyt.
- On-Premise and Remote Monitoring for faster troubleshooting
- Cost-effective solution in comparison to UL listed requirements
- Supports unlimited 200 gateways, only zone limit is panel based.



COMPLETE LINE OF SIGHT MONITORING ON BUILDING FLOOR PLANS

CLSS | SALES RESOURCES

- CLSS Overview Video on CLSS! <https://fire.honeywell.com/#/home>
- MyHBU Training Videos <https://myhoneywellbuildingsuniversity.com/training/login>
 - ✓ CLSS Overview
 - ✓ CLSS Facility Manager
 - ✓ CLSS Horizon basic installation and configuration
- Complete Connectivity Sales Brochure
- CLSS Facility Manager End Customer Sales Brochure
- Create a CLSS Facility Manager demonstration account in your own CLSS!
- Interactive Demo coming soon for Web and Mobile Apps!
- Have an opportunity? Schedule a call with your local BDM and CLSS BDM to review it and determine next best steps!

QUESTIONS?





Questions?
THANK YOU