



**The Total Solution for Taking
Long-Term Facility Management
To a New Level of Performance**



What is Total Asset Management?

Honeywell Total Asset Management (TAM) is an innovative business solution that combines Honeywell's world-class expertise in facility management, lifecycle management, energy management and buildings technology convergence into a single, long-term, fixed-price contract for both new and existing facilities. Because of their ability to transfer risk and provide a long-term vision of asset management, Honeywell TAM contracts are advantageous for both public and private sector customers.

TAM contracts provide comprehensive maintenance for a whole facility and can guarantee performance, including capital replacement, for a fixed price over an agreed period of time (typically 20-30 years).

Honeywell TAM contracts are ideally suited for performance-based Public Private Partnership (PPP) agreements that introduce private sector resources and expertise to help provide and deliver public sector assets and services. Honeywell has worked successfully with a myriad of financiers, developers, general contractors, architects, engineers and design teams to provide governments around the world with a viable alternative method for constructing and operating public buildings.

Total Experience

Since 1992, Honeywell has accumulated valuable experience with TAM and PPP projects, having established more than 50 contracts around the world. With some of these contracts having

now come full-cycle from concept to completion, Honeywell has developed expertise in all aspects of asset management and a culture of continuous improvement and operational innovation providing lifecycle cost reduction for our customers.

With extensive in-house capabilities augmented by selective outsourcing when needed, Honeywell provides customers with the full support of a first-rate team organized specifically for each project. Regardless of size or complexity, all contracts will benefit from Honeywell's solid financial strength, proven facility management expertise and advanced building technologies. And the end result is a contract designed to streamline building and staff performance.

All of these factors combine to make Honeywell the logical choice for projects, no matter how complex. Globally developed best practices are adopted by and adapted for the geography of each project – a factor that led to Honeywell and customer Gwent Healthcare receiving the 2005 British Institute of Facilities Management Award for Best Practices in a PFI/PPP.

Total Performance

The Honeywell TAM solution is ideally suited for customers looking to transfer financial and operational risks while protecting the value of a facility. It is perfectly aligned with the results-oriented (or output-based) approach of PPPs, where performance levels are measured and payments are adjusted according to the consistent attainment of Key Performance Indicators. Some of the many business benefits include:

- Guaranteed net income stream for the building owner – or public partner in the case of a PPP – because TAM guarantees building performance.
- Level, predictable cash flow and performance for the end customer that can be forecasted for up to 30 years as TAM provides a fixed (or known) price.

- Technology improvements through synergy with industry-leading solutions such as the Honeywell Enterprise Buildings Integrator (EBI), security, life safety, access control and other systems. These systems help reduce operational and maintenance costs and ensure continual updates to the latest technology.
- Continuous facility optimization through utilization of Honeywell's Energy Performance Contracting business, designed to reduce energy consumption and greenhouse gas emissions, enabling buildings to reduce their environmental footprint while the end user captures guaranteed savings.
- Single-point customer care supported by Honeywell's ServiceNet™ helpdesk, a state-of-the-art 24/7 customer care centre and comprehensive customer relationship management system. ServiceNet ensures that service requests are handled promptly and accurately in accordance with contract parameters.

Total Savings

A Honeywell TAM contract can generate substantial cost savings in a number of ways:

Guaranteed direct cost savings:

- Long-term facility management cost
- Long-term lifecycle replacement cost
- Long-term energy consumption level

Guaranteed indirect cost savings:

- Single responsibility versus multiple subs
- Single long-term contract versus multiple short-term
- No re-negotiation or tender process every few years
- No in-house maintenance staff to manage

Revenue Stream Security:

- Continuity of income (rental abatement based on performance)
- Protected and enhanced asset value through proper maintenance
- Predictable fixed-price, long-term contract
- Increased user/tenant satisfaction

Total Portfolio

Honeywell has established more than 50 TAM and PPP contracts around the world since 1992. Some examples of recent PPP agreements include:

Healthcare

Woodstock General Hospital (Ontario, Canada)

Honeywell will provide hard facility management for this LEED® candidate facility, including security services, comprehensive maintenance of facilities and systems, utilities management, grounds and gardens maintenance and capital replacement for the 30-year concession period.



Long Bay Hospitals (Matraville, NSW, Australia)

Master Misericordiae Hospital (Newcastle, NSW, Australia)
Royal Hobart Hospital (Hobart, Tasmania, Australia)

Justice/Correctional

Victoria County Court (Melbourne, Victoria, Australia)

Honeywell delivers all engineering services, soft services, energy management and capital replacement. Honeywell is responsible for ensuring that the courts remain a state-of-the-art facility over the 20-year term of the contract.



Auckland District Courts (Auckland, New Zealand)

Fulham Correctional Centre (Sale, Victoria, Australia)
Port Phillip Prison (Melbourne, Victoria, Australia)

Entertainment Facilities

Telstra Dome (Melbourne, Victoria, Australia)

Honeywell manages the stadium infrastructure for a period of 20 years, including the corporate boxes, fully retractable operable roof, PA system, sirens, pitch lighting, critical fire systems, security systems and the mechanical ventilation.



Darwin Convention Centre (Darwin, Northern Territory, Australia)

Victoria National Gallery (Melbourne, Victoria, Australia)

Transportation Buildings

Southern Cross Station (Melbourne, Victoria, Australia)

Honeywell provides full Total Asset Management through a 30-year contract. Responsibilities include the Passenger Information Display Systems and Capital Replacement Obligations.

Sydney Rail Link (Sydney, NSW, Australia)

Qantas (Multiple airports throughout Australia)



Government/Commercial Offices

Brisbane Square (Brisbane, Queensland, Australia)

For the next 20 years, Honeywell will be delivering hard services, manned security and cleaning and the capital replacement of minor work items.

ABS House (Canberra, Australia)

Health & Safety Executive Offices (Bootle, Merseyside, UK)

Australian Parliament House (Canberra, Australia)

Education

Alberta Schools Alternative Procurement Project (Calgary & Edmonton, Alberta, Canada)

Honeywell's responsibilities over 30 years for the 18 LEED® Silver candidate schools include service for all mechanical and automation equipment, building envelope repairs, infrastructure upgrades and replacement and grounds work. Honeywell will also provide ongoing consultation to the Alberta government to help improve energy management and reduce utility costs.



Total Flexibility

With new construction projects, such as those using the PPP approach, Honeywell participates in complete Design Build Maintain and Finance (DBMF) agreements. Honeywell provides turnkey solutions through partnerships with top developers, architects, engineers, contractors, builders and financiers – where Honeywell has formed strong financing relationships with both local and global resources. These alliances yield advanced facilities that tend to all of their end users' specific needs, while at the same time keeping long-term operational issues in mind as the facilities are designed.

Find Out More

Let us show you how a TAM contract can help you take facility management to a whole new level of performance. Visit www.honeywell.com/buildingsolutions or call **1-800-345-6770, ext. 606**.

www.honeywell.com/buildingsolutions

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Total Capabilities

Honeywell is ideally suited to help implement a TAM or PPP solution for many reasons, including:

- The full resources of a leading global company
- Sharing of best practices from around the world
- Solid financial strength and stability
- 60+ years of facility management experience
- Strong service-delivery organization supported by world-class technology
- Leadership in building technology and integration
- Proven energy efficiency expertise
- Nearly 100 LEED®-accredited professionals on staff
- Support through local offices in more than 100 countries around the world

Total Honeywell

Honeywell International is a \$37 billion dollar diversified technology leader serving customers worldwide with aerospace products and services; control technologies and services for buildings, homes and industry; automotive products; turbochargers and specialty materials.

Total Asset Management is a service offered by Honeywell Building Solutions, which installs and maintains critical building systems that help keep customers' workplaces safe, secure, comfortable and cost-efficient.

TAM builds on the solid basis provided by Honeywell systems for building automation and energy management and extends it to provide forward-thinking, efficient solutions and services that cover all aspects of facilities management.



Honeywell is proud to support the Clinton Climate Initiative, USGBC, ACUPCC and other groups that encourage the responsible use of our natural resources.

Nearly 50 percent of Honeywell's product portfolio is linked to energy efficiency, and our work helps eliminate millions of pounds of carbon dioxide emissions each year.

Honeywell has been recognized with multiple awards including the "Green Innovation of the Year" award from Frost & Sullivan.

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