## Facility Investments that Drive Business Results

Infrastructure Renewal

# **Put Your Facility to Work**

From shrinking budgets to aging structures subjected to deferred maintenance and end of life equipment, public and private institutions face serious financial pressures – and vital facility expenditures can seem out of reach.

Yet as our customers can attest, Honeywell understands these challenges. We help you achieve financially effective facility improvements that:

Drive Energy Savings Create Operational Efficiencies Enhance Occupant Comfort Improve Cash Flow



### **Revitalize Your Infrastructure**

The Honeywell Infrastructure Renewal Program offers much more than a mere retrofit. We begin with a team of industry experts to analyze your needs alongside processes, budgets, and contracts to identify your most valuable opportunities for improvements, funding, and savings.

Based on this expert analysis, we then help you replace older building systems with versatile technologies for automation, mechanical, fire safety, and security. Finally, we integrate services and maintenance programs to optimize performance and protect your investment.

Our customers find that this Honeywell approach helps ensure your project gets approved smoothly and your facility enables your organization to drive the financial results you need.



#### More Than Bricks and Mortar

A building is much more than a ledger of overhead costs. Your facility influences the comfort of your occupants, enhances your ability to attract and retain talent, and directly impacts your profitability.

Thus investing in an environment that is comfortable, productive, healthy, and safe is an investment in the vitality of your business. For instance, upgrading and integrating the right systems drives energy savings and operational efficiency, as well as better system reliability and greater budget predictability.

Likewise, you can enhance the responsiveness of your operations and reinvest in other areas of your business by optimizing savings from:

- Integrating the latest energy-efficient technology.
- Developing control sequences to improve performance and reduce consumption.
- Implementing maintenance processes that extend the life expectancy and optimize the performance of equipment.
- Effective reallocation of maintenance staff to drive employee-productivity gains.



#### **The Honeywell Difference**

The Honeywell Infrastructure Renewal Program relies on a proven process of methodical partnership, tailored to meet your objectives and improve your bottom line.

To begin, we work with you to understand your essential business initiatives, support programs, and key metrics. We also assess how you currently use your facility to achieve business results. Based on these insights, we identify your challenges and opportunities along with a timeline for next steps.

Next, we conduct a preliminary audit. We use that data to benchmark your facility conditions and estimate your true cost of operations, as well as conservation measures for your consideration. This information will help you clarify your projected costs, your possible savings, and your payback estimates. Based on these preliminary findings, we secure your letter of intent, enabling us to invest the full time, tools, and expertise to develop your particular Infrastructure Renewal Program.

We then conduct a comprehensive audit to engineer the program, validate estimated figures, and ultimately propose your complete renewal program. Once approved, we implement your program, and we continue to partner with you to track the financial impact of your facility investment.





#### **Innovative Funding Solutions**

As another essential element of any facility investment, Honeywell also has extensive experience in helping our customers develop creative funding solutions to meet your needs every step of the way.

Our approach rests on three pillars: we help you leverage available capital funds to the fullest; we provide thorough analysis of your operational budget to identify funds that can be effectively reallocated; and we can help you transform projected savings into another potential source of funding.

We can also connect you to third-party funding with highly competitive financing, and for qualifying customers, Honeywell offers an option to bundle your costs for equipment, installation, and commissioning with preventive maintenance services, spreading payments over three to five years – a unique solution that can help drive positive cash flow for your budget.

#### Invest in Real Results Today

An investment in your facility is an investment in your bottom line. The Infrastructure Renewal Program is your opportunity to achieve valuable facility improvements with a minimal or even positive cashflow impact on your budget.

With Honeywell as your partner, we will work together to identify the funding and savings that will put your facility to work.

Contact us today to learn more.

#### Find Out More

For more information on an infrastructure renewal program from Honeywell, please call 1.800.345.6770 or visit buildingsolutions.honeywell.com

#### **Honeywell Building Solutions**

1985 Douglas Drive North Golden Valley, MN 55422-3992 1.800.345.6770 www.honeywell.com

Printed on recycled paper containing 10% post-consumer waste



SL-53-2507 | 09/16 © 2016 Honeywell International Inc.

