



NF  
25

CONNECTING  
THE WORLD

# CONNECTING THE NIAGARA COMMUNITY



**BILLAL HAMMOUD**

President and CEO  
Honeywell Building Automation



# VALUE OF THE NIAGARA COMMUNITY



**DIVERSE  
KNOWLEDGE**



**CHAMPIONS  
OF OPEN**



**INNOVATIVE  
TECHNOLOGY**



**TRUSTED  
NETWORK**



# WHY THE CHANNEL WORKS



## YOU BUILD IT

SI's make it a reality on the ground



## YOU DREAM IT

The channel brings innovation to the ecosystem through apps



## YOU GROW IT

Distributors and OEMs give it life through unwavering support.



# WHY NIAGARA CLOUD



---

## SIMPLER, MORE TRUSTED APPROACH

End the workarounds,  
extra hardware, and  
third-party solutions



---

## NEW OFFERINGS

Offer new services,  
apps and solutions  
even for SMB



---

## WORKFORCE EFFICIENCY

Do more with  
less by breaking  
the on-prem  
cycle



---

## FOUNDATIONAL FOR DATA

Prepare  
buildings for  
analytics and  
insights



# MY COMMITMENTS TO NIAGARA



**SUPPORT TO COMMUNITY**



**RESOURCES TO THRIVE**



**FREEDOM TO GROW**





NF  
25

CONNECTING  
THE WORLD