

INNCOM

INDUSTRY INTEGRATED ROOM AUTOMATION SYSTEMS
TARGET SECTOR HOSPITALITY AND COMMERCIAL
SIZE 132,000 EMPLOYEES WORLDWIDE



COMPANY OVERVIEW

The INNCOM® by Honeywell history of award-winning innovation dates back to 1986. Its system and client solutions include advanced hardware and software for Energy Management, Integrated Room Automation and Systems Monitoring and Control for the global lodging, healthcare, educational, military and Multiple Dwelling Unit (MDU) housing markets. The privately held company's reputation for delivering technological excellence and customer value led to its acquisition by Honeywell in June 2012.

The company offers a broad range of innovative, intelligent devices and robust systems. Mixing and matching INNCOM by Honeywell technologies delivers fully integrated applications for temperature and humidity control, energy management, lighting control, drapery operation, on-line electronic lock regulation, guest interfaces

and operating enhancements for housekeeping, security, operations and management staff.

GREEN COMMITMENT

Green is not just a buzzword; it is a social responsibility that can benefit you, your guests, and the environment. INNCOM® energy management solutions offer financially significant energy savings and an enhanced guest experience while reducing your property's carbon footprint.

Energy is the lodging industry's second-greatest operating cost, with the biggest energy hogs being heating, cooling and lighting. INNCOM® energy management solutions range from low-cost, standalone products to advanced, centrally controlled systems that can include lighting and drapery controls as well as situation alerts and property data collecting and reporting. We can also help your property achieve LEED certification.

ENERGY MANAGEMENT

INNCOM e4™ Smart Digital Thermostats save energy by initiating and maintaining temperature setbacks when the guestrooms are rented but unoccupied and even deeper setbacks when the rooms are unrented. ASHRAE studies have shown that for every degree of setback, approximately 3% of the energy used to heat or cool the room is saved. A comprehensive INNCOM Energy Management System will typically reduce heating and air conditioning run times by 20 - 30%

PRACTICAL EXAMPLES (ON SITE)

Automated controls could revolutionize the industry's energy use.

At the Grand Hotel in Minneapolis, an INNCOM monitoring system automatically cuts back on heating or air conditioning in unoccupied guest rooms. Temperatures are monitored via computer screen.

The widgets are part of a new temperature-control system from Honeywell called INNCOM®. Using interconnected door sensors, thermostats and infrared motion detectors, INNCOM can tell whether a guest is in a room and aptly adjust the thermostat without intervention from the hotel staff.

Since Honeywell bought privately held INNCOM 15 months ago, it has been on a tear upgrading hotel rooms with its surreptitious systems. Honeywell hopes INNCOM will revolutionize the way hotels — and hopefully other businesses — manage their energy consumption.

“If you take a busy hotel with 300 to 400 rooms, they can spend \$1 million a year just on energy. We can save them 10 to 15 percent on that energy bill,” said Tom Rosback, vice president of

Honeywell's \$2.6 billion Environmental and Combustion Controls Americas business, based in Golden Valley.

On the surface INNCOM doesn't look like much, but its multiple components stay feverishly busy.

Small sensors on each guest door monitor when doors open and close, while software and other tiny sensors constantly scan the room for motion and heat. If a guest is in the room, the system lets the guest set the thermostat. But once the sensors determine that the guest is gone, Inncom's computerized thermostat automatically resets the room temperature to the hotel manager's preferred setting. The system's inner workings are invisible to guests, but the savings can be substantial.

Hotel general managers say they like INNCOM, because it's automatic and can be integrated into a hotel's property management system at the front desk.

Last year, the Grand Hotel Minneapolis put INNCOM systems into 140 rooms. Carlson's Radisson Hotels and Country Inns & Suites have installed INNCOM in about 50 of their 550 U.S. hotels over the years, and executives want more.

“The goal would be 100 percent,” said Ted Lorenzi, the Carlson Rezidor Hotel Group's senior engineering director of engineering. “When the guest checks out of the room, the thermostat goes back to a predetermined setting that is six or seven degrees higher or lower. You don't have to push a button. It just kind of does this. The thermostat knows exactly what to do.”

“It lets you save energy seamlessly without affecting a guest,” Lorenzi said. “You can save up to 20 percent of the energy bill and average pay back in four years.”



ecoMODE®

INNCOM's award-winning, patented ecoMODE® – the easiest way for guests to opt-in to a hotel's sustainability programs

ecoMODE makes Going Green easy for both hoteliers and guests. With the simple touch of the Green Button, guests activate the thermostat's enhanced energy-saving mode and effortlessly opt-in to a host of environmentally friendly programs predetermined by the hotel. ecoMODE is a special setting available as an option on all styles of e4 Smart Digital Thermostats, as well as INNCOM switches and touch-screen devices.

ecoMODE is designed for any hospitality establishment that seeks to demonstrate a firm commitment to environmental sustainability practices.

In the simplest ecoMODE system, pressing the Green Button will trigger an enhanced energy savings setback, as well as illuminate a green LED to indicate the guest's sustainability program participation to staff. In a centrally controlled system, notification is also sent to the central server, alerting the appropriate staff to the guest's participation, and collecting useful data regarding program involvement

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by Honeywell

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