



**United  
Technologies**

Climate | Controls | Security

protecting people  
assets  
communities  
infrastructures



# United Technologies Corporation

- + \$54B sales\*
- + More than 200,000 employees worldwide\*
- + Operates in 70 countries
- + Industry leading franchises
- + History of innovation

\* 2010 figures



## Commercial

## Aerospace

# History of innovation

## 1818

Jeremiah Chubb patents the **first detector lock**

## 1881

Robert Edwards patents the **first electric alarm bell**

## 1902

Willis Carrier develops and later patents the **first modern air conditioner**



## 1835

Chubb invents the **first burglar-resistant safe**

## 1917

Walter Kidde founds the Walter Kidde Company, and produced the **first integrated smoke detection and carbon monoxide extinguishing system** for use on board ships.

# The bigger picture



**UTC Fire & Security**

A United Technologies Company



**United  
Technologies**

Climate | Controls | Security

**\$19Bn Revenue in 2011**

**66,000 employees**

**67 factories**

# The bigger picture

## climate

**We lead the world** in high-technology heating, air-conditioning and refrigeration solutions.



## controls

**We design, manufacture and deliver** innovative automation solutions for heating, ventilating, air conditioning, security, safety, lighting and energy management of buildings.



## fire & security

**We are a world leader** in providing solutions for fire detection and suppression, intrusion detection, access control, video surveillance and communication infrastructure for security.



# Fire & Security Products EMEA

+ Part of Climate, Controls & Security Systems EMEA



Climate | Controls | Security

+ Corporate identity: UTC Fire & Security



A United Technologies Company

+ A full electronic security & safety offering

Intrusion	Fire	Video Surveillance
<p>Wireless System, Control Panel &amp; Keypads, Presence-Connect™, Detector, PIR/IMR, Dual Technology Anti-Masking Detectors</p>	<p>Fire Detector &amp; Accessories, Conventional Fire Panels, Addressable Fire Panels, Conventional &amp; Addressable Fire Panels, Specialized Fire Detection, Fire panels with Integrated voice evacuation</p>	<p>Cameras, O/E Kits, Intelligent Video Platform, Digital Video Recorder, Day/Night Camera</p>
Access Control	Total System Integration	Fiber Communications
<p>Controllers, Multi-Technology Reader, Video-Integration, Graphic Map, Cards, System Overview</p>	<p><b>Enterprise security suite</b></p> <p>From access control and intrusion detection to video and fire &amp; life safety systems, we offer a complete facility management solution.</p>	

# EMEA footprint

## Headquarters

- Brussels, Belgium

## Distribution Center

- Weert, The Netherlands

## Sales & Service Centers

- 27 countries across EMEA

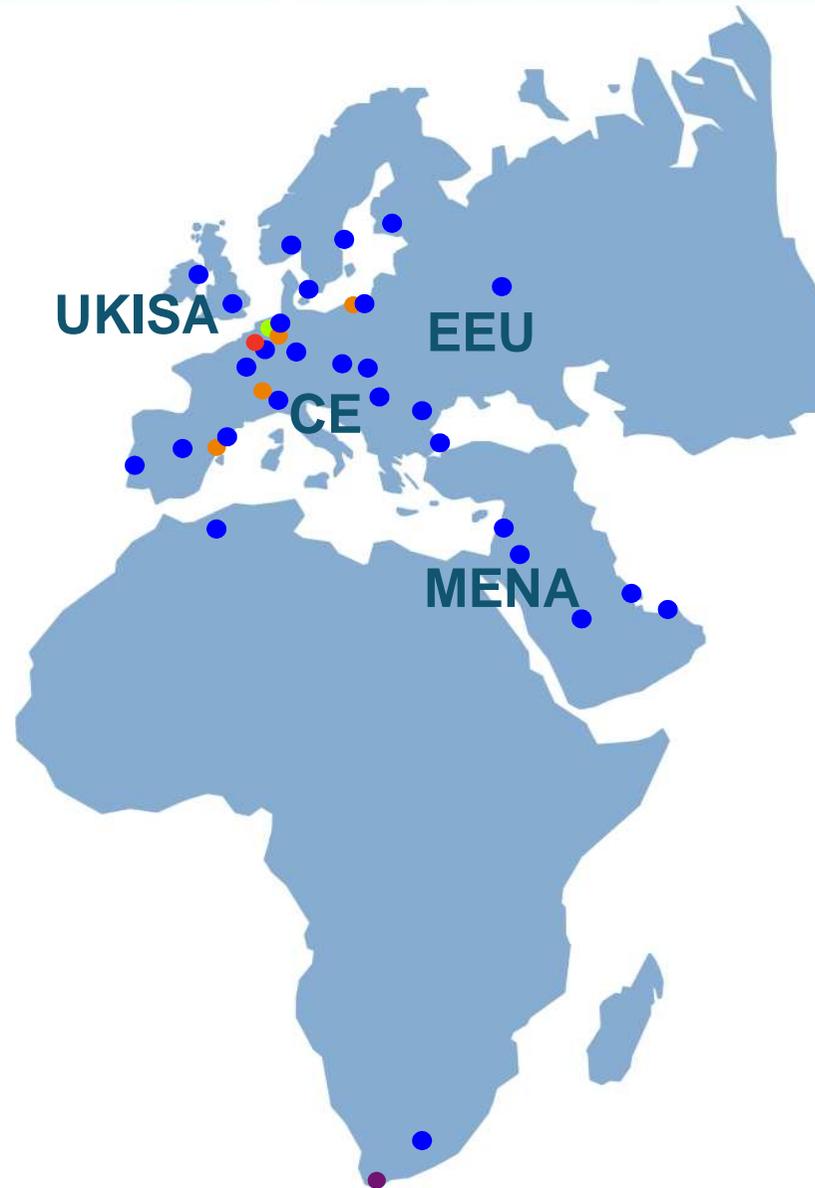
## Technology Centers

- Gdansk, Poland\*
- Barcelona, Spain\*
- Weert, The Netherlands\*
- Lausanne, Switzerland\*

## Manufacturing

- Cape Town, South Africa\*

\* Part of ACS



# Natural leadership

## sustainability

### Sustainability

At UTC Climate, Controls & Security, our approach to sustainability is rooted by three beliefs:

- **Green products must start at a green company.**
- **Global dialogue can rebalance the built environment with the natural environment.**
- **Green building will accelerate with education.**



# Natural leadership

## Design for sustainability

We apply a rigorous, formal review during our product development process:

- **to minimize the environmental footprint of our products**
- **to maximize environmental technologies**
  - **advance energy efficiency**
  - **ozone protection and low global warming technologies**

## Leading LEED® Education

In 2010, we became the **first company to license**

**USGBC's Leadership in Energy and Environmental Design (LEED®)**

**curriculum** to train our employees and customers in sustainable building solutions.

# Natural leadership

## Products and services

UTC Climate, Controls & Security products **turn energy into useful work.**

### 3 World Trade Center - A Landmark Project



Courtesy of Silverstein Properties

At 80 stories, it will be the third tallest building in the World Trade Center master plan and has been designed to meet **Leadership in Energy and Environmental Design (LEED®) Gold** criteria.

The building automation system will control and monitor:

- heating
- cooling
- fire protection
- direct interface with a UTC Power fuel cell

# Natural leadership

## operations

### Operations

Through 2011, UTC Climate, Controls & Security accomplishments:

**27%**

reduction in water  
consumption

**35%**

reduction in  
greenhouse gas  
emissions

**41%**

reduction in total  
industrial  
process waste

**60%**

reduction in air  
emissions



Since 2008, we have applied the U.S. Green Building Council's **Leadership in Energy and Environmental Design (LEED®)** rating system in the design of **all new properties**.

Baseline: 2006 data adjusted for acquisitions and divestitures

# Natural leadership

# operations

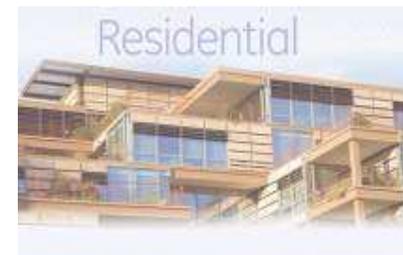
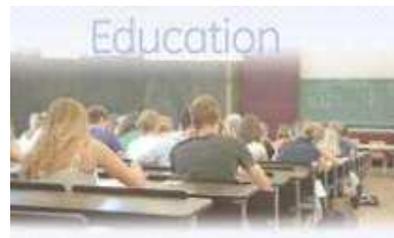
## Operations

Through 2011, UTC Climate, Controls & Security accomplishments:

ROBERT W. \_\_\_\_\_  
**CAMPBELL**  
\_\_\_\_\_  
AWARD®

National Safety Council's  
**2011 Robert W. Campbell Award**  
business excellence by integrating  
environment, health and safety management  
into their business operating systems.

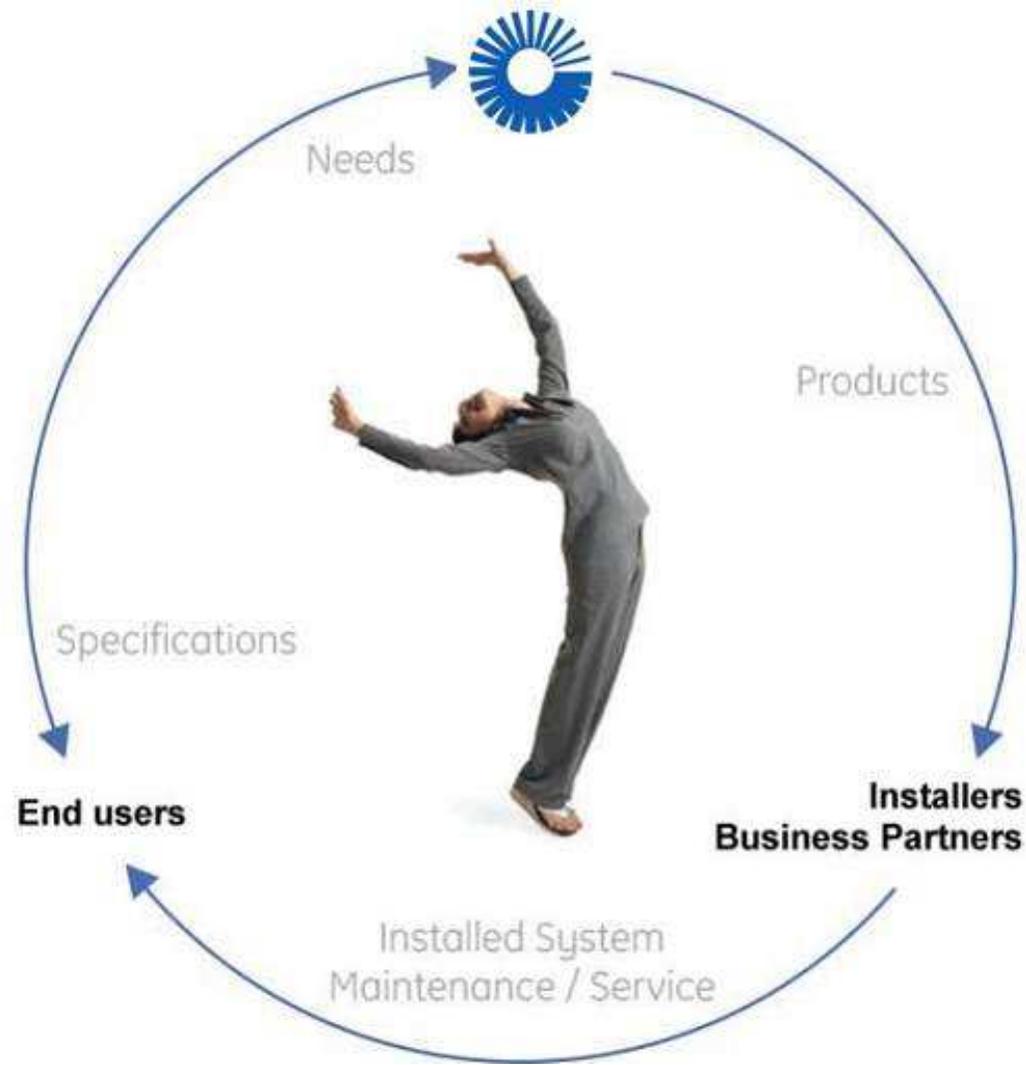
# Tailored market solutions



# References

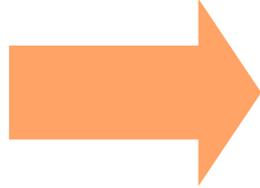


# Close relationship with end user



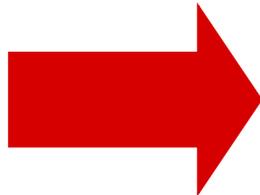
# Go to market

## Enterprise



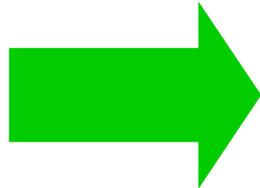
- ~150 integrators (BP's & VAR's)
- Integrated system solutions
- Key growth engine for Emerging Markets

## Commercial



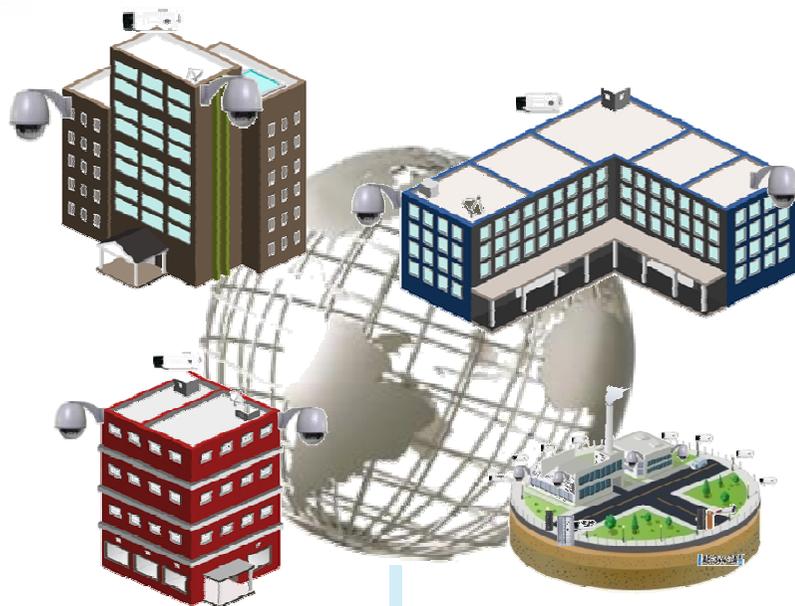
- ~ 15,000 Security Installers (SMI's)
- Direct sales from self owned local offices
- Local customer service & technical support

## Residential



- ~ 100 specialized security distribution partners
- COTS products - Europe focused

# Integrated solutions



Multi servers  
Multi-languages  
Time Zones

Business / IT Systems



Reports  
Human Resources  
Payroll  
Email

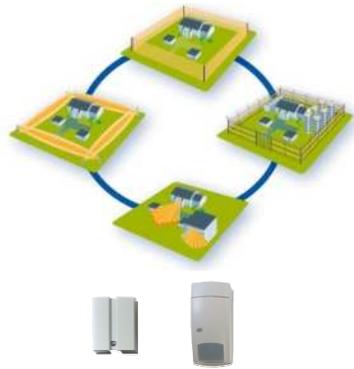
TCP/IP Network



Centralized  
surveillance and  
management of all  
safety and security  
systems

# Intrusion components

## Detectors



### “Skin”

Contacts & perimeter detection

### “Ears”

Glassbreak & shock detectors

### “Eyes”

Volumetric PIR and Microwave detectors

## Panels



Intrusion panels

Video, Access control options

Open systems

## Warning devices



Sirens

Lights

## Configuration



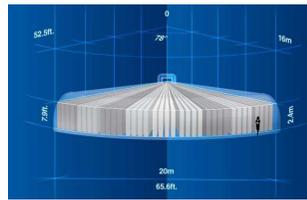
Keypad

Management Software

# Intrusion features

## Local certification

## Detection



Professional detectors:  
minimal false alarms,  
efficient detection,  
masking detection

Wired & Wireless

Adapted level of risks  
(ex: stores vs banks) ,  
Grade 2 / Grade 3  
systems

## Monitoring stations



Future proof  
transmission type  
(PSTN, ISDN, GPRS,  
IP) & standard  
communication  
protocols (OH, SIA,  
CID...)

Alarm verification by  
video

Private monitoring  
station (MAS)

## Interactive services



Private monitoring  
(residential /  
professional)

Energy control  
automation, based on  
intrusion panels –  
Integration into building  
management systems

# Access Control Components

## Cards and Readers



## Intelligent Controllers



## Access Control Management Software



## Technologies

Proximity  
Smart Card  
Biometrics



# Access Control Management

## System and Architecture



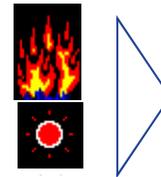
Global System  
Redundancy  
Partitioning  
Integration with  
Business and IT

## Access Control Features



Badges, People,  
Advanced Security:  
escort, dual badge,  
2 man rule,  
anti-passback  
Crisis mode

## Alarm Management



Alarms commands  
and control :  
acknowledgement,  
level of priority,  
notification  
Scenarios: routing and  
bumping

## People Management



Integration with HR  
Personnel enrollment  
Time and attendance  
Capturing photos  
signature

# Video surveillance components

## Cameras and Encoders



Brick cameras  
PTZ  
Mini-domes  
IP cameras  
Megapixel Cameras  
(up to 5MPX)

## Storage



Redundant Storage  
(RAID) up to 24TB  
per unit  
NVR (Network Video  
Recorder)  
DVR (Digital Video  
Recorder)

## Video Management System



# Video - Decision making criteria

## Video quality Monitoring



State-of-the art  
compression

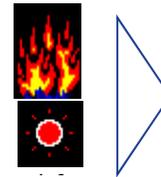
Providing the  
video to the right  
number of  
people

## Storage and replay



Storage capacity  
and scalability  
Storage  
redundancy  
Triplex mode  
Performances

## Event and Alarm maintenance



Detect an  
external event  
and trigger  
appropriate  
action (trigger  
recording,  
camera pop-up,  
preset,...)

## Video Analytics



Bring intelligence  
to the video  
platform :  
motion detection  
automatic  
incident  
detection,  
counting, licence  
plate recognition,  
...

# Fire Detection

## Detectors



Flames  
Heat  
Smoke  
Gas  
  
Multi-sensors  
  
Specifics applications  
(tunnels, IT rooms...)

## Panels



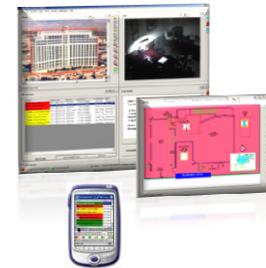
Conventional panels  
  
Extinguishing panels  
  
Evacuation panels  
  
Addressable panels

## Outputs



Horns  
Beacons  
Flashers  
Speakers

## Software



Management software  
  
Configuration software  
  
Design software

# Fire detection features

## Local certifications

## Scalable systems



From residential fire detection (standalone detectors) to large systems (network of 160 000 detectors)

From houses to airports (NDIA 9Mm2 monitored)

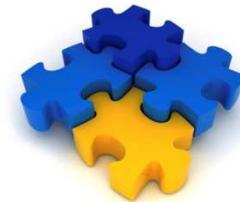
## Distributed intelligence



Decision made on the field (microcontrollers within detectors)

Environmental compensation

## Maintenance



1. Dirty level reporting
2. Field replaceable optical chamber
3. Electronic addressing



# **UTC Fire & Security**

## **Romania & Bulgaria**

# Electronic Security Products

## Lenel



## Interlogix



**EDWARDS**  
A UTC Fire & Security Company



**Kilsen**  
By UTC Fire & Security



## Onity



**EST**



**ZITON**

**ARITECH**



# World class brands



Enterprise access & video solutions



Intrusion & Video

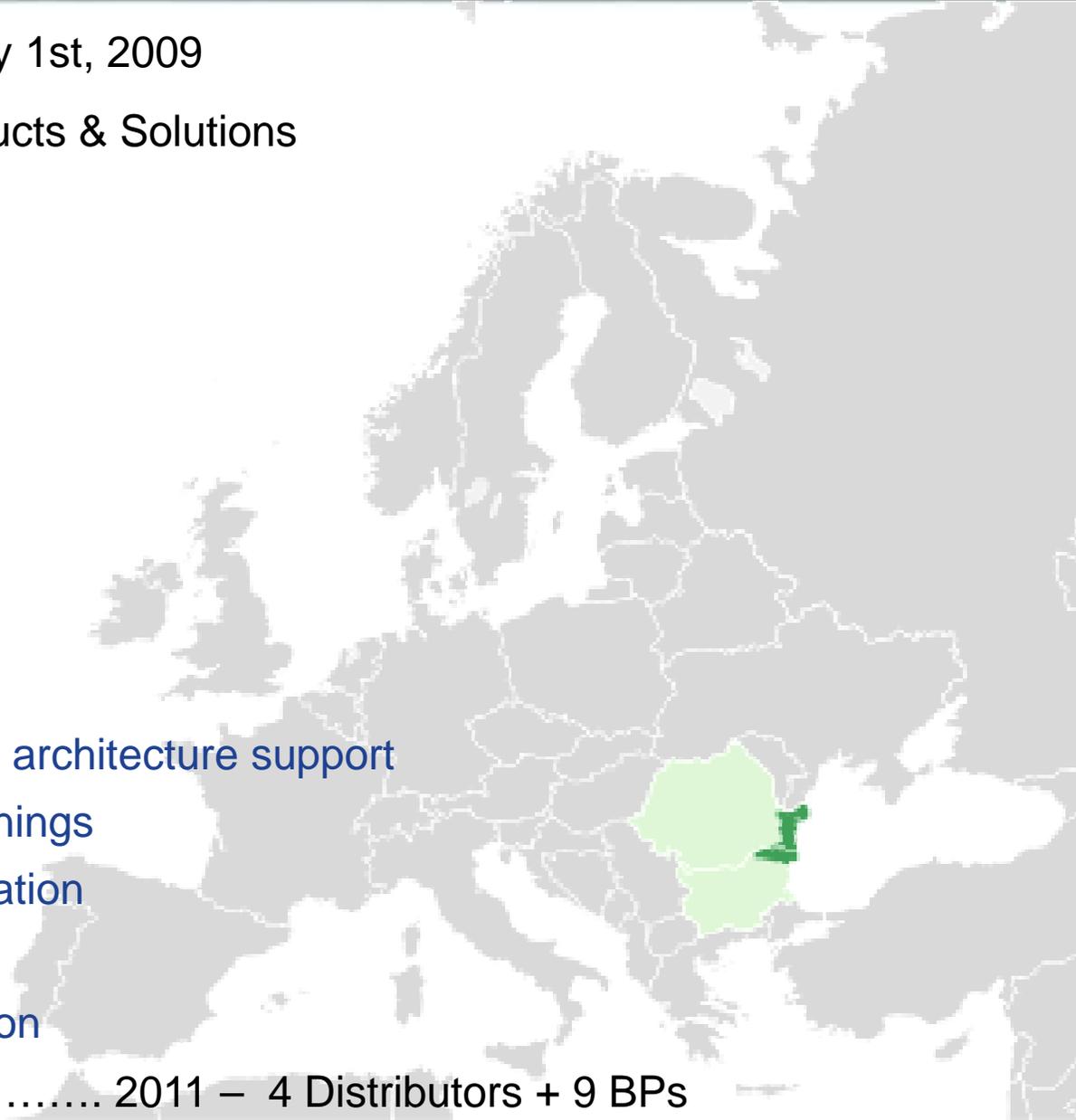


Fire detection & alarm





- First Sales Office: January 1st, 2009
- Full range UTCF&S Products & Solutions
  - Fire detection
  - Intrusion detection
  - Access control
  - Video surveillance
  - Fiber & Transmission
  - Integrated platforms
- Local services
  - Pre&post sale support
  - A&E design and system architecture support
  - Technical and sales trainings
  - Marketing & Communication
  - Technical support
  - New products introduction
- 2009 – 3 Distributors ..... 2011 – 4 Distributors + 9 BPs





- + COCOR
- + PALAS IASI
- + UPGROUND
- + NEW TOWN
- + CATHEDRAL PLAZA
- + NIRO GROUP
- + TRANSELECTRICA
- + UNICREDIT TIRIAC BANK
- + GARANTI BANK
- + DSK BANK
- + OTP BANK
- + BRD
- + LIBERTY MALL
- + IULIUS MALL TIMISOARA, CLUJ
- + BUCURESTI MALL VITAN
- + VODAFONE
- + LIDL
- + MEGA IMAGE
- + M.A.E.
- + ROMPETROL
- + NEW LOOK
- + WEST GATE
- + DECATHLON
- + AEROPORTUL IASI



# Value Proposition

- + **UTC Fire & Security corporate strengths & business ethics**
- + **EMEA footprint with central & local capabilities:**
  - **Expertise** (global specifications & local requirements)
  - **Support** (local support & CoE)
  - **Training** (corporate certifications & local, specific & “on demand” trainings)
  - **Logistics** (EMEA distribution center => 8 EMEA hubs => 20 ProExpress)
- + **UTCFS products portfolio:**
  - **Address all security needs** (intrusion, video, access control, fire detection) for all sizes of projects
  - **Solution integration capabilities:** Security requirements and beyond (Carrier, OTIS...)
  - **Product quality and innovation** (30+ Design Centers, 50+ New products launched in 2010 , 1 000+ Engineers)
- + **International end user management**
  - **Central and local end user relationship** with selected large international companies to drive product specification and project cooperation



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protecting **people**  
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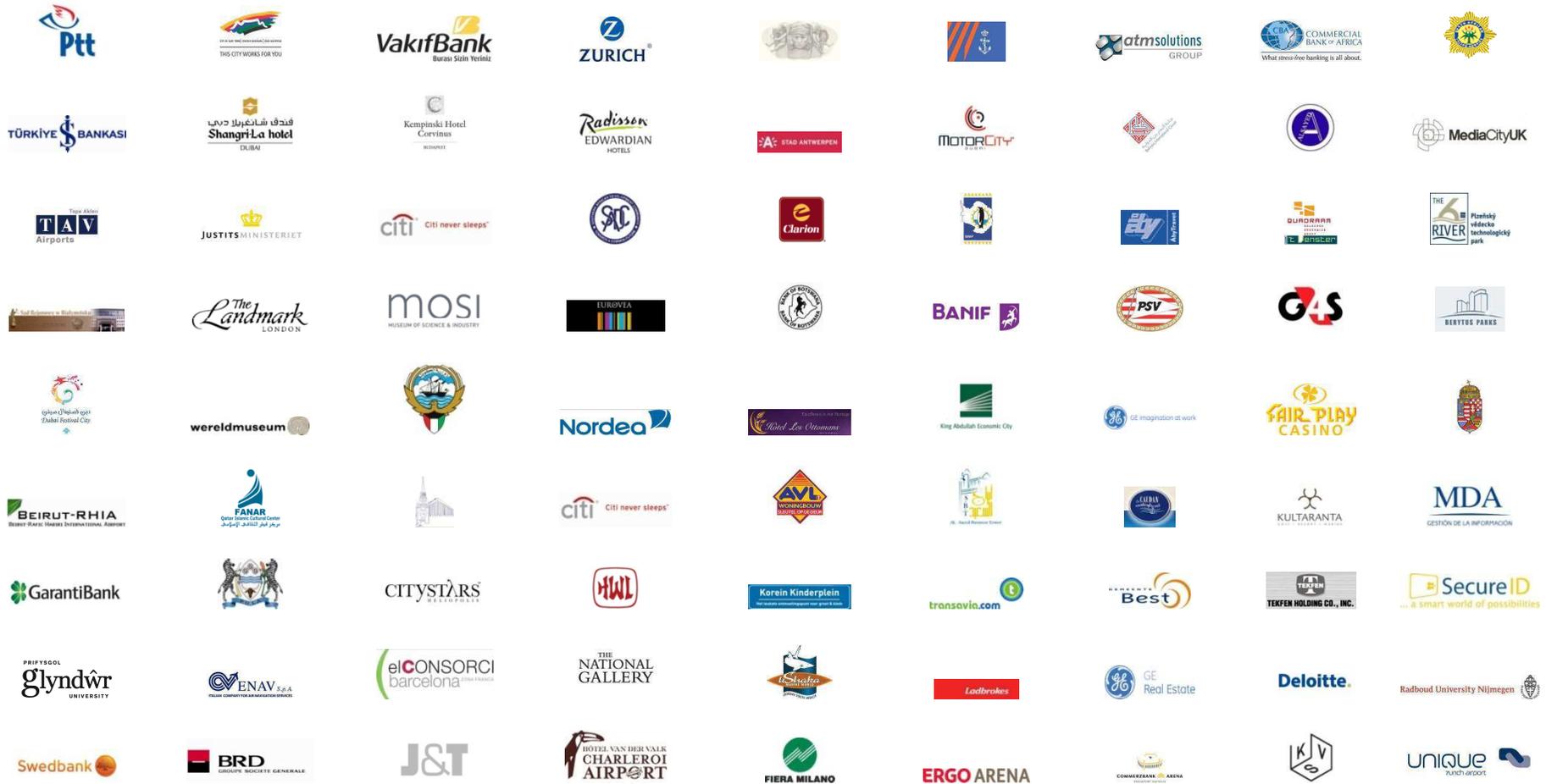


# **UTC Fire & Security**

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# UTC Fire&Security – References



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