

HCI SOFTWARE SUBSCRIPTION MODEL

Delivering innovative software and services that sustain high value business outcomes for our customers

DRIVING FORCE: HIGHER VALUE FOR CUSTOMERS



Pay Based on Consumption

Purchase only what they need to consume annually and expand over time.



Higher Adoption & Outcomes

Ensure higher value adoption and outcomes through premium AMS.



Lower Upfront Cost (Opex vs. Capex)

No large, up-front license commitment, buy what they need on an annual basis.



Greater Flexibility

Reduced vendor lock-in, ability to quickly add & deploy new capabilities. Flexibility to consume products through tokens, credits.



SUBSCRIPTION PACKAGES

PRODUCT OFFERING

Essentials

Cost effective solution for customers the essential product capabilities

Professional

Advanced features for customers who have more complex needs

Enterprise

Full suite of features with advanced capabilities for customers leading digital adoption practices; access to enterprise level applications

SERVICES

Standard

Assessment services to ensure the application meets customers' needs

Premium

Proactive, preventative, and upgrade services to ensure customers get the most value from the latest capabilities

Elite

Highest level of support and value-added services to ensure application delivers maximum value

Convenient prepackaged subscription tiers to accommodate diverse customer needs across software offerings and support

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Product Telemetry



Enable Advanced Services



New Compelling Capabilities



Automated Upgrades and Patches



In-Product Support



Shift to Cloud

Scope for July 1st: APM, APC, Alarms and Ops Mgt, EDM
Launched in subscription Standardized packaging (Product + AMS)

Honeywell Process Solutions

2101 City West Blvd, Huston, TX 77042

Honeywell House, Skimped Hill Lane
Bracknell, Berkshire, England RG12 1EB UK

Building #1, 555 Huanke Road,
Zhangjiang Hi-tech Industrial Park,
Pudong New Area, Shanghai 201203

process.honeywell.com

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THE
FUTURE
IS
WHAT
WE
MAKE IT

Honeywell