

October 2017
Brett Northcutt

EXPLORING POSSIBILITIES OF WEATHER IN THE COCKPIT WITH FPAW AT NBAA

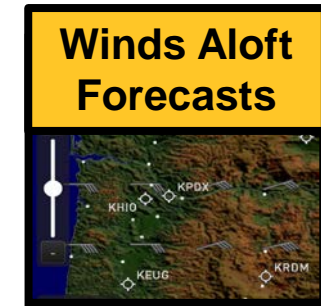
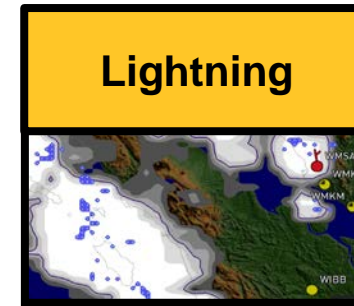
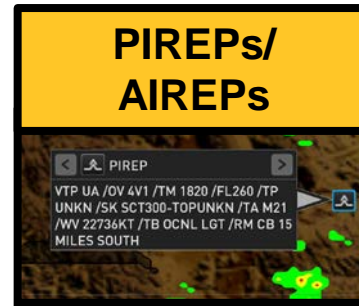
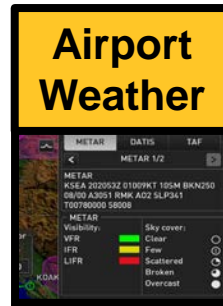
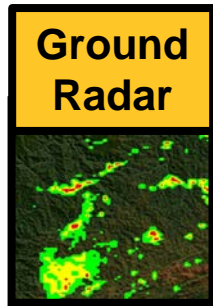
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Agenda

- Challenges with weather in the cockpit today
- Vision of cockpit weather in 5 to 10 years
- What does Honeywell pursue? What is the process?

Challenges with Weather in the Cockpit

- Ever-increasing number of weather models and data

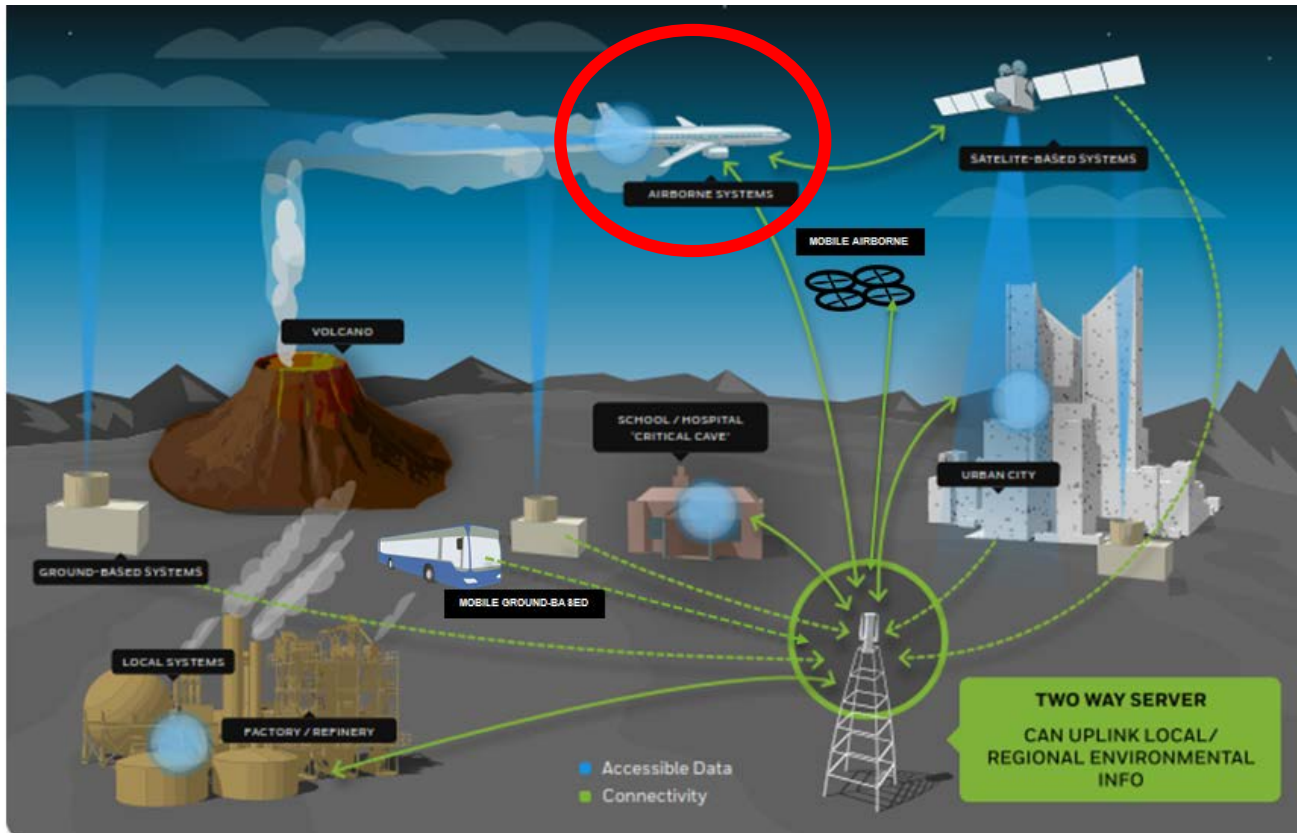


- Weather data is incomplete

- How do we make weather improvements profitable?

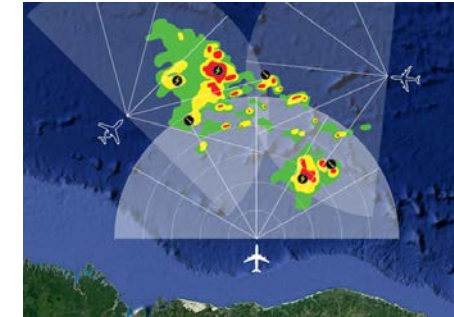
What Does This Mean for Future Weather in the Cockpit?

Vision of Weather in the Cockpit

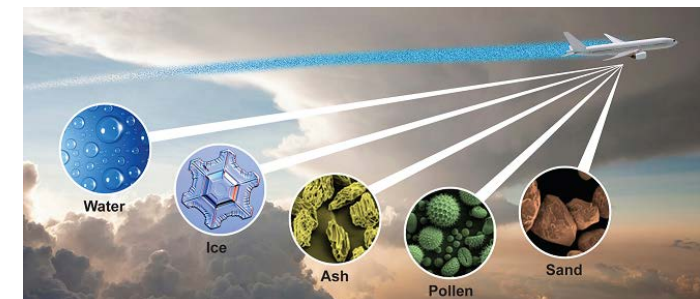


Leverage the Honeywell Connected Aircraft[®] and a larger sensor ecosystem **to simplify** how weather data is presented to the cockpit

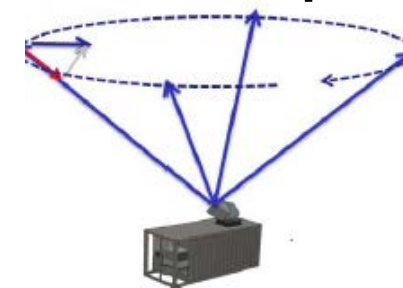
Connected Weather Radar



Airborne Atmospheric Sensors



Ground Based Atmospheric Sensors



Add and Connect New Sensors and Simplify

How We Pursue Opportunities

Market

- Which markets do we want to be in?
- Which markets are growing?
- Which markets can we be competitive in?

Needs

- Voice of the Customer
- Needs – Rank and weight
- Segmentation – Pick your customers

Value

- Can we deliver disproportionate value?
- Is the customer willing to pay for it?
- How do we differentiate? User Experience!

Wrap-Up

- **Challenges with weather in the cockpit today**
 - ✓ Increasing interpretation complexity
 - ✓ Incomplete data
 - ✓ Need to make money
- **Vision of cockpit weather in 5 to 10 years and what needs to be done**
 - ✓ Leverage connectivity
 - ✓ New sensors to cover gaps in existing weather
 - ✓ SIMPLIFY and INTEGRATE
- **What does Honeywell pursue? What is the process?**
 - ✓ Market → Needs → Value

Honeywell is building a smarter, safer,
and more sustainable world

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THAT'S THE POWER OF **HONEYWELL**

Connected Aircraft • Connected Automobile • Connected Home • Connected Building
Connected Plant • Connected Supply Chain • Connected Worker

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