

Partner of Choice



Partner Profiles

**Honeywell**

# Partner Profile: SunRiver St. George



Nestled in a picturesque valley surrounded by majestic sandstone cliffs, beautiful St. George, Utah attracts millions of visitors each year. When builder/developer Darcy Stewart wanted to create an active adult lifestyle community, he couldn't think of a better place to achieve his dream. Stewart's concept for his SunRiver development was to leverage the latest technologies to create a progressive, connected community for people aged 55 and better.

To make a truly connected community, Stewart wanted to offer his residents the latest home automation technology inside the development and inside their homes. Working with Honeywell, he was able to come up with a solution that would offer true connectivity to his active residents.

"Few dreams that we have in life can be accomplished by ourselves," explains Stewart. "The prospect of partnering with Honeywell in providing technology to our residents is very exciting. We believe in Honeywell, we recognize the reputation, and we recognize the stability Honeywell brings to the project," says Stewart.

To accomplish his vision for the community, Stewart created a metropolitan area network inside the community that includes: video, telephony, cable and high speed web access. Inside each home, technology is also prominent. Using one single interface, homeowners can control many services in their home from Honeywell's security and HVAC systems, to audio/video and lighting.

## Innovative Technology

Honeywell's Internet Connection Module (ICM) allows homeowners to connect security and HVAC systems to a network and control them via an IP-based Web interface. The ICM, is also compatible with other "Connect & Control Enabled" devices, including lighting and audio products.

With this in place, SunRiver residents receive a revolutionary new level of safety and security. For example, when the security system detects a fire, it will immediately send a message to the HVAC control; the HVAC system will then turn off the fans and shut down. "Previously, it was extremely expensive for residential customers to achieve this level of protection," explains Kevin Marquess, Builder Sales Manager for Honeywell.

With the ICM, residents also have the ability to remotely look in on their homes. Many of the residents travel, so they can go to their laptop and view the security cameras in their home, giving them added peace of mind.

"As individual builders decrease, the large developers are increasing since they can provide a broader range of services to a whole community. After seeing the success of the SunRiver project, I know we can bring complete solutions to developments around the nation," concludes Marquess.

# partner of choice



## SunRiver St. George Chooses Honeywell.

A true visionary, builder/developer Darcy Stewart created SunRiver St. George, a fiber-optic ready, connected adult community in Southern Utah. To help realize his dream, Darcy selected Honeywell as his partner of choice. When Darcy was looking for a way to provide home buyers with affordable and seamlessly integrated security, HVAC, lighting and structured wiring – only Honeywell had the solution he needed.

Because Honeywell shared his commitment to innovative technology, Darcy was able to provide his residents with a better way of life.

## Honeywell

For your free DVD on the SunRiver St. George story and Honeywell's solution, please call 1-800-573-0154 or visit [www.security.honeywell.com/sunriver](http://www.security.honeywell.com/sunriver)

Pictured from right to left: Darcy Stewart, SunRiver; Clint Brower, Triaxis; Kevin Marquess, Honeywell; Brooks Gibbs, Visual Imagery.

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# Partner Profile: ADS Security



The heart of the country music scene, Nashville, TN is home to great food, art museums and good old-fashioned Southern Hospitality. When families and businesses want to keep their investments protected, they turn to ADS Security for their security needs. And to offer these residents the most reliable protection, ADS Security selected Honeywell as their partner of choice.

## A Business that Keeps Growing

Headquartered in Nashville, TN, ADS Security is a thriving alarm company with 13 branch offices in the Southeastern U.S. Founded in 1989, ADS Security has grown to become the 23rd largest of over 12,000 alarm companies in the U.S., according to the most recent SDM 100 ranking by Security Distributing & Marketing magazine.

ADS professionals design, sell, install, and service residential and business alarm systems and are monitored at a modern UL-listed central monitoring facility located at the ADS corporate headquarters in Nashville, TN. “ADS Security is all about people, people with experience,” explains Mel Mahler, president of ADS Security. “Already successful professionals in business and technology, our senior team brought to ADS diverse talent and experience in various industries. The team shares a genuine dedication to the goal of providing ADS customers with the finest in alarm services through skilled, motivated ADS employees at all levels,” continues Mahler.

## A Shared Commitment

Since people are at the heart of his success, Mahler wanted to work with a company who shared this commitment to people and quality. To offer their thousands of customers the best products possible, Mel and his team turned to Honeywell. “Honeywell really cares about the customer, follows through, handles problems and understands the business from the dealer’s point of view,” concludes Mahler.

So whether they are designing a residential alarm system to suit a family’s lifestyle or creating a commercial alarm system for a multi-tenant office complex, ADS Security trusts Honeywell, their Partner of Choice, to supply innovative product solutions and unparalleled support.



# Partner Profile: Matson Alarm Company



The San Joaquin Valley is home to some of the United States' most spectacular scenery. With breath taking waterfalls, scenic overlooks and winding trails, visitors travel from all over the world to get a glimpse of this natural beauty. Matson Alarm Company is well known for their commitment to keeping this region safe and secure for those who are fortunate enough to work and live in this area.

## Quality and Service

A family owned business, Matson Alarm Company was established over two decades ago by brothers Larry and Mike Matson. Since that time it has become the largest locally owned company in the Valley. How did the Matsons achieve such success? By holding true to the same principles since they opened their doors over 20 years ago: affordable, quality security combined with reliable and friendly service.

“At Matson Alarm, we use the latest electronic security available and are constantly upgrading our equipment and services to best serve our customers,” explains Larry Matson, president of Matson Alarm Company.

Matson Alarm has installed over 20,000 burglar/fire alarm systems and continues to grow every year. To help this innovative company meet the demands, the Matsons have selected Honeywell as their partner of choice.

## The Power of Honeywell

“We trust the Honeywell product line because of the strong brand name recognition as well as the quality of the products they offer. At Matson Alarm, we strive to provide our customers with the latest technology and Honeywell helps us keep our promise to our customer base,” concludes Matson.

Due to the company's commitment to great service and support, Matson Alarm has grown with branches in Visalia, Bakersfield, Turlock and Lodi, California. In addition, their corporate offices in Fresno are also the home to a state-of-the-art UL-listed monitoring station, one of only a few in the area who have received this certification.

By trusting Honeywell with their intrusion, video and access needs, Matson Alarm Company is keeping families and businesses in their region safe from harm.

# partner of choice



## Matson Alarm Chooses Honeywell.

Family matters to Matson Alarm. As a family-owned business, values like friendly customer service and trust helped them to thrive in this competitive industry for over 20 years. When it came to trusting others with their business needs, Larry and Mike Matson turned to Honeywell as their partner of choice. Having worked with the people at Honeywell for over a decade, Larry and Mike know that their Honeywell family will always be there to support them with innovative products and exciting new programs. So whether they're specifying intrusion, video and access products for a large commercial installation or protecting a family with a home security system, the Matsons trust Honeywell for all of their customers' needs. It's a decision that has helped them to become the largest locally-owned security company in the San Joaquin Valley.

## Honeywell

For additional information, please call 1-800-467-5875 or visit [www.security.honeywell.com/hscce](http://www.security.honeywell.com/hscce)

Mike (left) and Larry (right) Matson at the construction site for the First Health Medical Center of Fresno.

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# Partner Profile: Advantech



When commercial customers are looking for a systems integration company in the Mid-Atlantic region, they turn to Advantech, an innovative company in Dover, Delaware. Specializing in solutions for access control, video surveillance, intrusion detection, life safety and identification needs, Advantech is a full-service company, providing services from the design through the installation, as well as ongoing support after the install.

## Exceeding Expectations

Running a successful business for over 15 years, Advantech understands that innovative products and quality installation are extremely important, but they also recognize that to achieve long term successful performance, customer service is critical. “My team provides professional and highly competent technical support, and we will go the extra mile to develop effective solutions. The key to our success has always been to be there when our customers need us,” explains Eric Schaeffer, president of Advantech.

Advantech selected Honeywell as their partner of choice. Sharing the same commitment to customer support, Honeywell has helped Advantech on several high profile projects, including a comprehensive installation for Delaware State University (DSU).

“The big advantage of Honeywell, what they bring to the table, is the professional field support, software development support, and integration support, to allow us to come to Delaware State University and provide a complete turnkey solution,” explains Schaeffer.

## Full Solution

Since DSU uses safety as a differential in recruiting students, the on-campus police department was charged with maintaining a safe environment as well as finding a way to streamline operations. Advantech selected Honeywell to protect the buildings with access control and video surveillance. In addition, Advantech and Honeywell helped streamline DSU’s badging process by integrating the Pro-Watch Badging Solution into their existing setup. They also helped to develop a universal scanner that provides campus security with valuable information in the field.

By replacing locks with a comprehensive card access system, the university could track who was entering and exiting the buildings so that computers and lab equipment were better protected. When combined with video surveillance, this reduced thefts greatly and students and faculty felt more secure.

In addition to access control and video surveillance, Advantech helped design a more efficient badging system. The existing application was a four part system that did not meet the growing needs of the university. Advantech and Honeywell learned the existing system, and integrated Pro-Watch, saving the university the expense of purchasing a new system.

Whether it is working to make universities safer or helping on other commercial installations, Advantech trusts Honeywell to develop the solution. “There’s probably not a day that goes by that I don’t have multiple conversations, and, in many cases, multiple emails back and forth with our Honeywell representatives. To the extent they’re involved with our projects, it’s just required. They’re involved in the sales process right on through to implementation and support,” concludes Schaeffer.

# partner of choice



As the chief of police for Delaware State University, James Overton is responsible for keeping over 3,700 students safe and sound. When it came to choosing a security provider, James did his homework and selected Honeywell as his partner of choice. Working with security integrator Advantech, Honeywell designed a custom system that lets campus police use a handheld scanner to check everything from parking tickets to controlling access to their Division One basketball games. And

Honeywell's digital video solution lets university police keep an eye on the campus and residence halls, offering comfort to students and concerned parents. James values Honeywell's expertise in campus security. And he likes that the Honeywell team does more than just listen, they learn from his experiences to engineer products that make his job easier.

## Honeywell

For your free DVD on the DSU story and Honeywell's solutions, please call 1-800-796-CCTV (2288).

Pictured from left to right: Eric Schaeffer, Advantech; Chief James Overton, DSU; Paul DiPeso, Honeywell.

[www.honeywellvideo.com](http://www.honeywellvideo.com)

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