PARTNER ECOSYSTEM BUILDING WIDE SYSTEMS INTEGRATION POWERED BY BRAINS



Two brains are better than one.

And many brains are better than two. Provided they are all thinking as one. If not, they can unravel your project in a hurry. This basic logic has caused us to create an ecosystem of partners to support an entire process that's powered by brains. Think of our Partner Ecosystem like neurons within the brain, all linking and thinking together to form your technology solution.

Today's smart buildings are packed with systems and technology, but keep in mind that your building's technology infrastructure doesn't just carry data. It carries your business operations – commerce, customer service, patient care, education, and more. It's the life blood of your business. It's imperative that these systems can connect, share and optimize data across the disparate technology silos in which they operate, while supporting any future innovations to produce enhanced outcomes. After all, a building isn't very smart if it can't communicate with itself.



To construct a smarter, more optimized and efficient building means making informed, data-driven decisions early in the process. This requires the right partners, so we've assembled a network of industry leaders with the experience, expertise and innovative services and solutions needed to create the connected environment that meets your energy, technology and operational objectives, while reducing your cost and risk.

Johnson Controls has a decade long history providing systems integration, design-assist and converged technology solutions to produce smarter buildings. Through Technology Contracting[™] we act as a single point of responsibility for managing integration, installation and service. As part of this approach we leverage our Partner Ecosystem of Manufacturers, Distributors and Value Added Resellers to bring proven, repeatable, bestin-class technologies to your new construction, retrofit or technology refresh project.

Harness all the brainpower you need.

With our ecosystem of partners we have the collective brainpower to engineer genius into the DNA of your

building, delivering the possibilities of the Internet of Things to support innovation today and tomorrow. We have the shared experience to provide flexible procurement strategies, material logistics to address the challenges of site logistics and project financials, labor diversification strategies to meet minority labor fulfillment requirements, and the lowest market prices by utilizing staged material purchasing or a just-in-time delivery model.

Our Value Added Reseller partners are market leading companies that maintain the manufacturer certifications for the products that are being installed, ensuring you get the best trained and qualified workforce on the project and enabling Johnson Controls to provide both workmanship and application assurance warranties. These partnerships also provide additional labor savings through bundled installation of similar technologies.

With the combined know how of our Building Wide Systems Integration team and Johnson Controls' Partner Ecosystem, nobody has more experience and expertise designing and delivering converged technology solutions to produce smarter buildings.

EXPERIENCE THE COLLECTIVE BRAINPOWER OF OUR PARTNER ECOSYSTEM



Johnson Controls Partner Ecosystem

More choice, expertise & innovation. Reduced cost & risk.

- Best-of-breed partners
- Technology agnostic
- Proven, repeatable processes
- · Vertical market specialization
- Reduced first and lifecycle costs
- Most current technology refresh & future technologies
- · Highly trained & qualified
- Strategic procurement, logistics, pricing, fulfillment
- · Labor diversification strategies

Printed on recycled paper.

Johnson Controls, the Johnson Controls logo, and Technology Contracting^m are registered trademarks of Johnson Controls, Inc., or its affiliates, in the United States of America

©2016 Johnson Controls, Inc. P.O. Box 423, Milwaukee, WI 53201 Printed in USA PUBL-8248 www.johnsoncontrols.com



EXTERNAL