



Frontline

Tyco ACVS Global News

Welcome to Frontline, the new internal bulletin for Tyco ACVS Global News. This bi-monthly bulletin will provide information on the organizational and sales achievements of the Tyco Access and Video teams across the globe

YOUR FRONTLINE STORIES

Whether you are involved in administration, development, sales/marketing or support, we all contribute to the success of ACVS. This bulletin is an opportunity to share your stories and highlight the great work and achievements of our teams and colleagues.

Click here to share feedback and suggestions for Frontline

ACVS News

Introduction



Sara Gardner joined Tyco at the end of 2019 to head global Product Management/ Product Marketing for the ACVS business. Sara brings to the group a deep background in AI/IoT technology and experience in both industrial and smart city solutions. She is passionate about turning technology innovation into practical solutions to problems that matter and is excited to be part of the Tyco family. With two months under her belt we asked her to share some of her early perspectives.

SARA: I've certainly been drinking from the firehose this last couple of months but I have already learned a lot and connected with some talented people across the business. I don't think I could have chosen a better time to be in the security business.

It's a growing market, rich with innovation and ripe for transformation. We have considerable market strength with our Access Control portfolio and, while there are some challenges in our Video business, we have some strong brands, technology and exciting new AI-based capabilities in the pipeline.

Eli has talked a lot about the four technology pillars of Automation, Cloud, Unification and Cyber so continuing on that theme I thought I'd share the pillars that I believe are key to excellence in Product Management.

The first is to maximize collaboration. Collaboration within our team, across functions, across the wider JCI business and with our customers and partners is paramount.

The second is to develop a solutions mindset or, in other words, think outcomes and value before speeds and feeds. Initially, this will be more about positioning and how we launch products but longer term we will be looking to target markets and use cases to drive roadmaps.

Third is to never underestimate the competition and stay as smart about the market as possible.

And finally, to think big and bold but base decisions on data, the bottom line and the impact to all aspects of the business e.g. sales, engineering, supply chain, support, etc.

There's lots to do, and we have some challenges, but I am privileged to be leading an outstanding team of experts. Change is on its way. Early priorities include video business recovery, connected partner portal optimization and sales enablement. Looking forward to an awesome FY2020!

Early Adoption: Introducing Tyco AI, the intelligence behind the new exacqVision Facial Matching Solution

Tyco AI is a new deep learning and automation solution by Johnson Controls, that takes analytic capabilities such as object classification, behavior and facial recognition to the next level, using powerful algorithms that customize solutions to specific end user installations. Further automating this approach, Tyco AI harmonizes video and access control solutions, streamlining the management of a facility through a surveillance infrastructure rather than by disparate systems or operator intervention.



Powered by Tyco AI, exacqVision's new Facial Matching solution is an artificial intelligence enabled system that provides immediate notification of persons of interest who are returning to a retail business, venue, or other premise. Using highly accurate deep learning analytics, this solution provides immediate recall of recognized visitors that arrive on site, such as a suspected shoplifter returning to the store, or to detect persons of interest entering a high-profile sporting event or a place of business.

exacqVision Facial Matching is currently being offered through an early adoption phase before the official market launch in 2020. For more information, or to inquire about participating in a field trial of this new solution, please contact Jordan Linback, exacqVision product manager. Read the press release to learn more.

ACVS News



Tyco Cloud Releases ioSmart Mobile Credentials

Tyco Cloud releases ioSmart Mobile Credentials to beta customers. This cloud access control solution combines advanced access control features with the convenience of mobile and integrated video in one cloud platform. No plastic card, key fobs, controllers, panels or application servers required.



Tyco Cloud Sales Team Growing

Tyco Cloud welcomes three new members to the dedicated cloud sales team. These RSMs are available to support execution of cloud opportunities for anyone inside Tyco ACVS.



Tyco Cloud

Tyco Cloud wins six additional surveillance locations for YogaSix. Retail giant Paradies added surveillance to five new stores, now with more than 330 retail locations protected by Tyco Cloud.



Tyco Cloud Website ACVS Updates

Tyco Cloud updates its website with more details on access control and video solutions. To learn more visit: <https://tycocloudsolutions.com/>



Tyco Cloud wins Lexmark global surveillance business

Tyco Cloud wins global Lexmark cloud video surveillance contract with shipment of 103 cloud cameras in January. Tyco shipped a total of 153 cameras and cloud gateways for installation at first locations in USA.



Tyco Cloud wins Rockwell International cloud video surveillance contract for 200 locations worldwide. We shipped cloud gateways for installation at the first location in South Africa.



Tyco Holds MEA Partners Meet in Abu Dhabi

ACVS EMEA have now received orders and commitments for over \$2.5m directly attributable to the Converge 2019 event in Abu Dhabi in October. It was the first regional strategic meeting that was attended by its 200+ business partners from the Middle East, Africa and South Asia regions. The 3-day session was defined by knowledge sharing, networking, sharing of best practices and case studies, and an awards ceremony to reward top performing partners. The MENA team continued their focused efforts on the territory with the official launch of Illustra Insight at Intersec in Jan 2020 – more to follow in next issue.

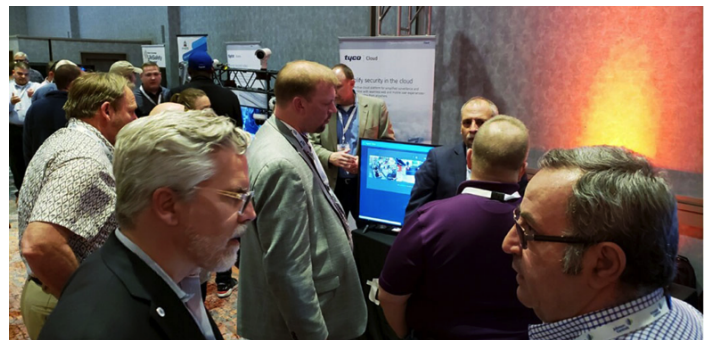
Tyco Security Design and Technology Symposium Rounds Up Industry Consultants in Arizona

ACVS NA hosted 90 security A&E consultants for an exciting Technology Symposium in Tucson, Arizona January 24-26. This event was very successful and created enormous momentum as we move forward into 2020. As a direct result of the Symposium, we generated some early adopters for Illustra Insight and Exacq's Tyco AI Deep Learning Facial Matching.

We kicked off the Symposium with a dynamic keynote speaker that energized the audience, and talked about Automation and AI and its impact on your life and your company. Sessions followed and included topics such as how to keep up with evolving cybersecurity threats, automation through artificial intelligence – using machine and deep learning technology, and our access and video cloud solutions. The event also included small interactive breakout sessions discussing consultants' needs throughout the project planning and deployment cycles, smart buildings and emerging technologies.

We shared our product roadmaps and gave insight into new developments while soliciting feedback and thoughtful conversations. The technology showcase had consultants lined up to see our featured technologies and solution demonstrations.

The Symposium was a huge success and we're looking to make this an even more impactful event next year!



EMEA Sales Team Update



Dillon Newman has swapped sunny Boca Raton for a damp Heathrow by joining the ACVS EMEA Team as Inside Sales lead. Dillon will report to Alan Riegler and provide support to the EMEA sales team and customers, and assist in implementing processes that further improve our effectiveness in delivering exemplary customer experience.

JCI Colombia Sales Win

Special project for TSP, since physical electronic security was designed by our newly created BDM team from day one. It all started over 18 months ago with a small lead and today became a big win that includes all our ACVS brands.

Thanks to the experience and salesmanship of Sales Manager Jean Alfonso, and a solid security design, we beat Honeywell and Schneider in the last round, JCI Colombia was the integrator awarded this project making this a true ONE JCI win!



ACVS Sales Wins

Below are recent key sales wins for ACVS from across the globe. *This information is not to be distributed externally.*



Benha University
\$510k
Illustra
American Dynamics



Al Alhi National Bank of Eygpt
\$150k
Illustra
American Dynamics



Royal Cyber LOGO
\$400k
American Dynamics
Kantech



Kazma
\$1,375k



PSNI (Northern Ireland,UK)
\$100k
American Dynamics
CEM Systems



ADI
\$135k
Exacq



Raytheon
\$600k
Software House



Fourt Lauderdale Airport
\$320k
American Dynamics



CTIC Cancer Institute
\$275k
Software House+Exacq+Illustra



General Dynamics
\$180k
American Dynamics



U.S. Capital Police
\$200k
Software House

Pilots

Customer Name	Solution
Irish Ruby Stadium 'Aviva'	Illustra Insight and Tyco AI + CEM Systems
QCIC London	Illustra Insight and Tyco AI
UBS	Illustra Insight with Microsoft AI
GAIL – Natural Gas India	Illustra Insight and Tyco AI + C•CURE 9000
Bloomberg	Illustra Insight and Tyco AI + C•CURE 9000
University of Minnesota	Illustra Insight and Tyco AI + C•CURE 9000
Protego – South Africa	Illustra Insight and Tyco AI
Verizon	Illustra Insight and Tyco AI + C•CURE 9000
O2 Arena – London	Illustra Cameras + Tyco AI
Anthem	Exacq Facial Matching
Ralph Lauren	Exacq Facial Matching
Music City	Person Re-identification