

**End Guesswork.
Increase Revenue.
Decrease Costs.**

EnviraLINK®

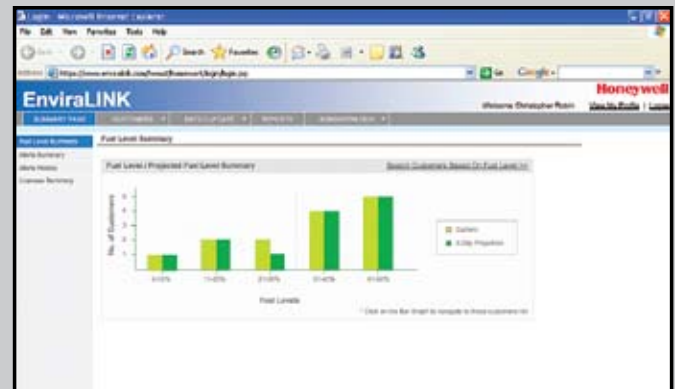
How much revenue could you earn with higher-value service contracts?

How much could you save by avoiding yearly service calls and increasing your oil drop to 80% every time?

With Honeywell's EnviraLINK® communication and remote diagnostic service, oil dealers say they've saved 15-20% per year. That's additional money you could be adding to your bottom line.

At Your Fingertips

From Fuel Usage monitoring to No Heat reports, EnviraLINK puts all the information you need right on your computer screen. You'll be able to sort information and reports in a variety of ways, allowing you to best organize your delivery team and maintenance technicians to meet the needs of your customers while maximizing productivity.



Built in Dashboards summarize customers' information across the system and enable immediate action. Web based presentation ensures it's easy to use throughout your organization.

Take Control

When companies start talking about remote diagnostics and online communications, it's easy to get confused or, at the very least, start sweating over a huge upfront expense that you know you'll be hearing about soon.

EnviraLINK isn't like that.

EnviraLINK utilizes Honeywell EnviraCOM™-enabled burner controls that are already built into most of the

oil-fired HVAC equipment that you're buying.

The EnviraCOM device communicates with your EnviraLINK service to let you know if a customer is getting low on oil, has a problem with soot build-up and more. You'll have the knowledge. Best of all, you'll have control.

Customer Retention

EnviraLINK is an excellent customer-retention tool, because you can avoid emergencies, offer more services and make more efficient deliveries.

- Offer your customers additional services and lock them into longer, lower-cost service contracts in exchange for the remote diagnostic information.
- Check appliances remotely to avoid emergencies, and uncover maintenance issues before customers are even aware of them.
- Utilize a far more accurate delivery system than the old degree-day guesswork by knowing exactly which customers need oil and how much.
- Respond to lockout and other service needs before customers get cold.

What You'll Need

For customers who have installed new HVAC equipment within the past few years, it's likely they already have an EnviraCOM-enabled burner control ready to go.

- Other customers will require a replacement burner control on their existing unit to be able to take advantage of the EnviraLINK service.
- You'll simply subscribe to the EnviraLINK service, purchase licenses for your customer sites and install the gateway and the primary control (when needed) in the home. After that, you'll receive all the information right at your computer through the EnviraLINK website and email or fax messages.
- There's no major hardware you'll need to buy and find a place for in your building. All it takes is a computer that can access the Internet.

And remember, oil dealers currently using EnviraLINK estimate they reduce their oil drops by one per customer per season, saving them 15-20%.

What You'll Get

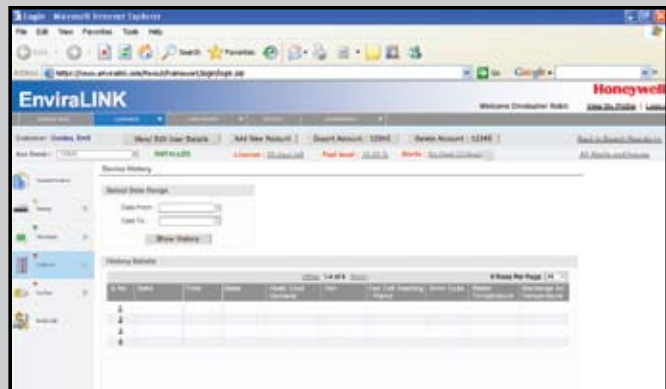
EnviraLINK provides you with a detailed analysis of your customers' needs:

- Connected, loyal customers that associate peace of mind with your company.
- Reports on fuel usage, flame quality and more.
- Sort reports by immediate fuel needs, delivery size, maintenance needs — the list goes on.
- Be able to send your people and trucks where they're needed, rather than guess where they should go.

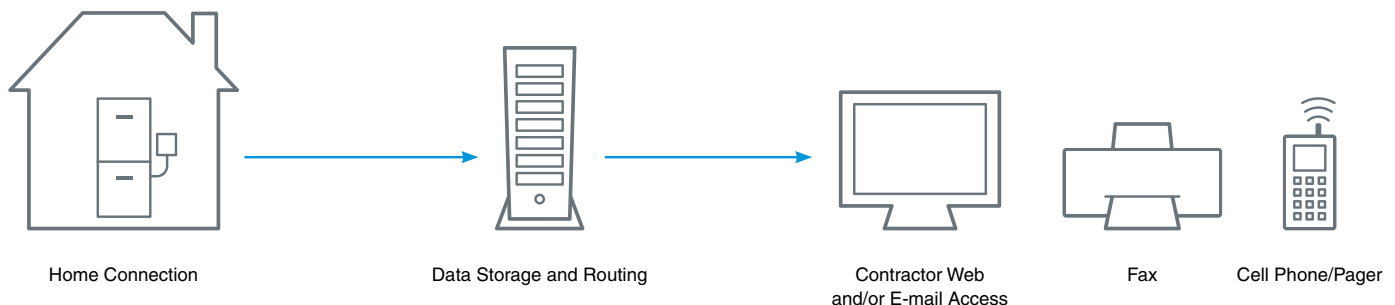
EnviraLINK puts you in control, efficiently and effectively.



Get daily or immediate information at a customer level. Check daily fuel usage, equipment status, detailed operation logs and more right at your desk.



Set up reports and let the system notify you in case of a problem. Increase your service and delivery teams' efficiency & effectiveness to maximize profitability.



EnviraLINK is like being able to visit each of your customers every day to assess their needs without leaving your office.



EnviraLINK Components

R7184U Interrupted Electronic Oil Primary

W8735C Gateway Modem

Optional Controls:

VisionPRO IAQ Thermostat

L7224U Universal Electronic Aquastat®

The Old Way

- Respond to inconvenienced customers before they get cold
- Deal with the inefficiency of callbacks or customers demanding emergency service
- Send technicians to homes that may not need service
- Use degree-day estimates to guess at drop size
- Have little true control over your business practices

The EnviraLINK™ Way

- Increase your revenue and decrease your costs
- Respond to lockout and other service needs before customers get cold
- Secure your customers into long-term service contracts
- Offer customers additional services without additional on-site visits
- Uncover maintenance issues before customers are even aware of them
- Know exactly which customers need oil and how much
- Send technicians out where needed
- Reduce oil drops by one per customer per year
- **Enjoy control over your business**

Learn More

For more information about Honeywell EnviraLINK, contact your Honeywell sales representative or e-mail Enviralinkus@honeywell.com.

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