



## AlarmNet 360™ Reports Dashboard

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The interactive reports dashboard provides insights and custom reports detailing the communication technology, products and service subscriptions of your accounts. By looking at the purchasing behavior of typical—or average—customers, you can develop targeted offers to attract new customers and reduce attrition. Looking at individual purchase histories for accounts can help you create targeted upsell offers and identify potential risk areas. Visit the “Reports” section in AlarmNet 360 today to generate your dashboard and start identifying opportunities for business growth!

## Alarm Communication Technology

FEATURE:	BENEFIT:	VALUE:
Shows how many communicators are in the field by communicator type.	You can see the distribution of AlarmNet® communicators for your company by technology type, which helps to provide additional sales and upgrade opportunities. Knowing how many 2G communicators are in the field that need upgrading prior to the December 31, 2016 sunset date, for example, provides important upgrade information for your company.	2G and other upsell opportunities, RMR retention, etc.

## Service Subscriptions

FEATURE:	BENEFIT:	VALUE:
Displays the services that the accounts subscribe to.	You can view the distribution of Honeywell Total Connect® Remote Services, Advanced Protection Logic® and Two-Way Voice services against the total number of accounts, and see where there's room for growth.	Provides upsell opportunities.

## Honeywell Total Connect® 2.0 Subscriptions

FEATURE:	BENEFIT:	VALUE:
Displays specific types of services within Honeywell Total Connect 2.0.	You can see the services your customers subscribed to, which services are the most popular amongst customers as well as areas for growth. This information can be very helpful in data analysis and for offering services to similar types of accounts.	Provides growth and upsell opportunities.

## Communicator Product

FEATURE:	BENEFIT:	VALUE:
Expands upon the first box, Alarm Communication Technology, which displays communicator types. It shows the communicators that are active in the field, with details regarding the top and bottom five specific types.	You can see which specific AlarmNet communicators are the most (top 5) and least (bottom 5) commonly selected for your company. Knowing which communicators are used most often may be very helpful when training new installation and customer service professionals.	You can expand or limit your investment in certain communicator types, focusing on the most commonly selected communicators where options exist for a specific panel type. This also creates upsell opportunities for similar accounts that may not yet have an AlarmNet communicator.

## Honeywell Total Connect® 2.0 Locations with Devices

FEATURE:	BENEFIT:	VALUE:
Distribution of Honeywell Total Connect 2.0 Locations based on devices installed (GPS, Switches, Thermostats, Locks, etc.)	You can track the number of devices Honeywell Total Connect 2.0 users selected and the average number of devices per location.	This data can be used to create upsell opportunities to locations that may only have one or two devices, and growth opportunities for similar accounts.

## General

FEATURE:	BENEFIT:	VALUE:
Data can be filtered by central station or dealer and downloaded to a spreadsheet.	Arming your staff with knowledge of monitored accounts helps to service the account and the customer more effectively and efficiently.	Providing your staff with the most robust information possible helps to expand the scope of solutions you provide and offers upsell opportunities.

### For more information

[www.honeywell.com/security](http://www.honeywell.com/security)

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