

Business Model Canvas

Designed for:

Honeywell

Designed by:

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0.2

Key Partners



- ✓ VSE Aviation Singapore for JetWave Program
- ✓ Gulfstream
- ✓ Lockheed Martin
- ✓ GKN (F35 Wheels & Brakes)

Honeywell
THE POWER OF CONNECTED

Key Activities



- ✓ Avionics
- ✓ Aircraft Engines
- ✓ Flight management systems
- ✓ Service solutions
- ✓ navigation, display systems, flight controls and flight management systems

Key Resources



- ✓ Employee 103,000
- ✓ (41000 US)
- ✓ 970 Sites in 70 Countries
- ✓ 1178 patents last year

Value Propositions



- ✓ Actuation
- ✓ Engines
- ✓ Health & Usage Monitoring

Customer Relationships



- ✓ After sales technical support(Spare parts, repair, overhaul and maintenance)
- ✓ Allow customer to select the service provider based on geographical location

Channels



- ✓ Duncan Aviation(MRO world wide)
- ✓ StandardAero(America)
- ✓ EPCOR(EMEA)
- ✓ TAE Aerospace(APAC)

Customer Segments



- ✓ US Defense Establishments
- ✓ Commerical Aircrafts
- ✓ Space agencies & Satellites launch

Vision Statement: “to continuously improve the way we do things so that we can capture greater value not just for us, but also for our customers”

Cost Structure



- ✓ Raw Materials : Nickel, Steel, Titanium,
- ✓ Material costs , Labor cost
- ✓ Selling, General and Administrative Expenses

Mission statement: “to create value for shareholders through control technology that saves energy, protects the environment, improves productivity, increases comfort and safety, and promotes peace”

Revenue Streams



- ✓ Aerospace(\$11544)
- ✓ Building (\$5189)
- ✓ Safety & Productivity Solutions (\$6481)
- ✓ Performance Materials(\$9423)
- ✓ Total Sales : \$32637 millions
- Gross Margin – 32.1%

