

s e n | s i TM Connect
to Comfort

Sensi Smart Solutions
White-Rodgers

sen|si

The state of
the industry



The connected home spectrum



Number of broadband households with smart home devices

36%

in 2019¹



Entertainment



Security



Human comfort

60%

of consumers say it's important to consider a smart home product brand that will work with other products in their home¹

Human comfort

HEATING AND COOLING CONSUME

46% of a typical home's energy use ¹

82% of broadband households think it's important to have an energy-efficient home ²

23% of U.S. broadband households intend to buy a smart thermostat in 2019 ³

¹ [Energystar.gov](http://energystar.gov)

² [Parks Associates Looking Ahead to 2020: Smart Home and Security Trends in Europe and the US](#)

³ [Parks Associates, Feb. 4, 2019](#)

Consumers

need **compatibility and flexibility** to manage the comfort of their homes.

Contractors

need a **knowledgeable and trusted industry partner** who brings best-in-class solutions based on experience and understanding of their business.



Our vision

To deliver smart, connected solutions that manage the comfort and reliability of homes.

We envision home comfort solutions that **put people ahead of technology**, empowering homeowners and contractors with **simplicity, trust and confidence** in the face of change and unpredictability.

sen|si

The Sensi solution



Meet Sensi

Emerson's simple and intuitive connected home solution – built on decades of experience and expertise in the core infrastructure of the home.

SIMPLE AND INTUITIVE

RELIABLE TECHNOLOGY

EMPOWERING CONSUMERS

CONNECTING CONTRACTORS

Our connected home strategy

Firmly grounded in the offering available today, the Emerson connected home strategy roadmaps a vision for what the Sensi product portfolio should – and just as importantly, what it should not – become.

So, while the Sensi portfolio starts with thermostats and HVAC system diagnostics and monitoring, it will continue to extend to other technologies, components and systems that are critical to delivering connected comfort.



We know human comfort

**125
YEARS**
experience
in the HVAC
industry

**SECOND-LARGEST
MANUFACTURER**
of residential
thermostats
in the U.S.

ONE IN FIVE HOMES
in the U.S. has an
Emerson thermostat



We're focused on what we do best

Applying our breadth of HVAC products, deep domain knowledge and experience to deliver a best-in-class solution that goes beyond a device to intuitively connect homeowners and experts.

COPELAND™

sen | si.

WHITE-RODGERS™



So that you can focus on what you do best: HVAC

As a technology leader, our HVAC expertise empowers contractors to own comfort in the smart home market:



SMART COMFORT
CONTROL



SMART HVAC
TECHNOLOGY



PREDICTIVE
DIAGNOSTICS



24/7 SYSTEM
MONITORING



SMART
MAINTENANCE
AGREEMENTS

Smarter solutions for everyone

HOME COMFORT CONTROL - ANYTIME. ANYWHERE.

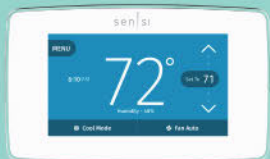
Sensi™ Smart Thermostat



Remote access at a value

- ▼ Intuitive app and hardware design
- ▼ Traditional size that covers 90% of existing thermostat footprints
- ▼ Extensive compatibility
- ▼ Contractor branding on device and in app
- ▼ No C-wire required for most applications

Sensi™ Touch Smart Thermostat



Modern, upscale design

- ▼ Customizable HD color touch screen
- ▼ Distinct, clean design to fit the modern home
- ▼ Intuitive app and hardware design
- ▼ Flexibility to select options and programs that fit your lifestyle
- ▼ Contractor branding in app

Smarter solutions for everyone

SMART MAINTENANCE

Sensi
Predict™



Advanced home technology for HVAC



Custom sensor technology designed to monitor 32 functions for performance and efficiencies



24/7/365 monitoring of temperature, air flow, voltage and more



Real-time email alerts of system health and performance warnings



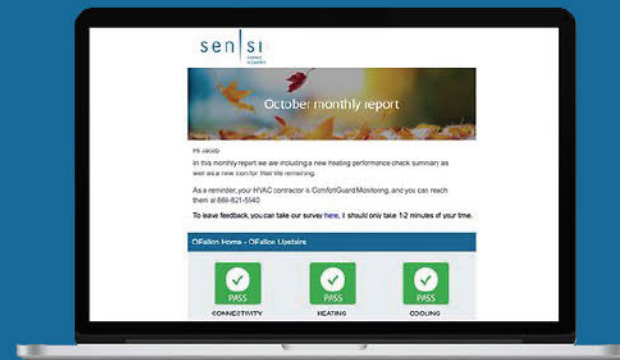
Continuous performance checks predict unexpected failures and prolong equipment life



Regular maintenance helps promote healthy, clean air in the home

80% of failures detected before they occur¹

1 Internal Emerson Commercial & Residential Solutions Data

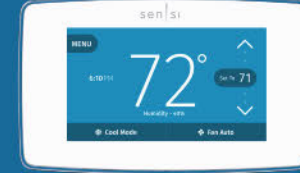


We play nice with everybody

Sensi™ Smart Thermostat



Sensi™ Touch Smart Thermostat



Sensi Predict™



 amazon alexa



 Google Assistant



 Works with Apple HomeKit



wink



 SmartThings



 AWAIR



All OEM HVAC Systems

For Sensi contractors, we provide:



CONNECTION TO HOMEOWNER

- New homeowner leads
- On device and in app contractor branding
- Smart alerts and reminders contractor branding
- Branded, custom monthly performance reports and proactive alerts of system issues
- Custom marketing collateral



COMPATIBILITY – PLAYS NICE WITH ALL

- System compatibility with Awair
- Works with smart home platforms including Amazon Alexa, Google Assistant, Apple HomeKit, Wink and SmartThings
- Works with all OEM HVAC systems



TRAINING AND EDUCATION

- On-demand web-based training
- On-site courses and coaching
- NATE certified training
- Product and sales onboarding training
- Full onboarding training for all departments
- Installation training

The pros agree



“Every new install we do is a Sensi thermostat. My guys think they’re easy to install. There’s no reason to carry any other kind.”

Derek Cole
General Manager,
One Hour Heating & Air
Conditioning, Laurinburg, NC



“Emerson is a leader in our industry. They created the Wi-Fi thermostat for the contractor that is going to work for the homeowner.”

Jane Molina and Joy Williams
Owners, Williams Heating
& Cooling, St. Louis, MO



“Sensi is the go-to product you can recommend easily and know it’s going to go well for that customer.”

Ted Konechne
VP of HVAC Support, L&S
Mechanical, Richardson, TX



“Sensi Predict has built trust with our customers, made the company much more efficient and profitable, and it’s made our technicians stronger.”

Rob Minnick
CEO/President, Minnick’s Inc.,
ACCA Board Member, Laurel,
MD



“If you want to lead and go into the future with relevance, to me Sensi Predict is really the only option.”

Patrick Somers
General Manager, General
Air Conditioning & Plumbing,
Palm Springs, CA

And the industry does, too

AWARDS AND RECOGNITION



ENERGY STAR certified
Partner of the Year 2020

Ranked Highest in the J.D. Power
2016 Smart Thermostat
Satisfaction Report



Dealer Design Awards
2014, 2018 and 2019

FROST & SULLIVAN
2019 Best Practices Award



'Best Value' Smart
Thermostat by USA
Today's Reviewed.com
2017, 2018, 2019, 2020



'Best Overall' Smart
Thermostat by USA
Today's Reviewed.com
2017, 2018, 2019, 2020

PRESS QUOTES



"With support for Amazon Alexa, Apple HomeKit, Google Assistant and Wink, the Sensi Touch has a solid roster of smart home partners — and an updated touch-screen display."

RollingStone

"The Emerson Sensi Thermostat is one of the best values in the marketplace right now."

bobvila™

"This nicely priced smart thermostat offers geofencing, seven-day scheduling, temperature and humidity alerts, and energy usage reports."

Reviewed

"The installation directions in the Sensi app were fantastic and foolproof ... the scheduling functionality is especially impressive."

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Thank you