



Honeywell

Honeywell International Inc. is a worldwide diversified technology and manufacturing company that gathers information from a big number of sources. They implemented Informatica MDM to maintain a consolidated single view of their data, and then looked to enrich it with D&B Data. After performing a POC of multiple Data-Enrichment connectors including the one built in-house against Globalsoft's Monitor & Adapter, Honeywell decided to implement the latter as it delivers more value in less time and resources.

"Globalsoft delivered a quality Data Enrichment solution via their QuickStart package. They were quick to accommodate for the ongoing progress we had made during our initial MDM implementation and finished deployment in a lot less time than we anticipated."

- Director, Data Management

Objectives

Honeywell decided to partner with a service provider who had the **experience** and **knowledge** to deliver on their key objectives, which were:

- *Quick* and *Expert* implementation of D&B Data Enrichment
- Minimal Requirement of internal resources
- Reduced *Time & Effort* needed to build connectors in-house
- Delivery at a *Fixed Price* to reduce risk
- Provision of future *Maintenance* and *Error Handling*

Use Case

During POC, it was established that Globalsoft's expert resources to deploy and configure the components of D&B Direct Data Enrichment for Informatica MDM were unmatched to that of any other service providers.

Globalsoft suggested **D&B Direct QuickStart** as a packaged solution to help Honeywell get a quick and most effective D&B Data Enrichment implementation. *QuickStart* includes a collection of services at a fixed price designed specifically for D&B customers using Informatica MDM.

Design & Implementation

Phase 1: QuickStart Match & Enrich

- Installation and configuration of **D&B Direct+ C360 Adapter**:
 - Automatic matching performed during load of records to return a DUNS from D&B
 - Enrichment of account information with Detailed Company Profile (DCP) data

Phase 1: QuickStart Monitoring

- Installation and configuration of the **D&B Direct+ Monitor**:
 - Automatic updates from D&B of DCP data
- Extension of Data model to accommodate D&B Data
- Configuration of UI to allowing viewing of D&B data

Support & Maintenance

Globalsoft continues to provide Support & Maintenance for its components and issues to be addressed immediately.

Results

As a result of Globalsoft's careful assessment and recommendation to implement D&B Data Enrichment in two phases, Honeywell was able to utilize its internal resources most efficiently. Globalsoft delivered quality implementation for Data Enrichment at a reduced cost and in significantly less time than what Honeywell had accounted for.

Company Profile

Honeywell

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Charlotte, NC 28202
USA
www.honeywell.com

Sector: **Engineering & Technology**

Full Time Employees: **131,000**

About Globalsoft

Globalsoft, Inc. delivers cutting-edge technology products and consulting services to users of MDM software. We have the industry's deepest expertise in Informatica MDM and Reltio Cloud, based on years of outstanding client service and a proven track record of successfully helping software vendors across a wide range of industry segments meet their customer's needs.

Globalsoft is unique in its ability to deliver exceptional value to both solution-owners and solution-providers. Our experience working with clients to solve their challenges provides us with customer insight when working with vendors and their products. And our intimate knowledge of a vendor's technology allows us to assist clients with greater breadth and depth.

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