

ENHANCING AUTOMOTIVE INDUSTRY SECURITY AT BESTDRIVE WITH HONEYWELL AND TEVIO

BestDrive by Continental operates as a premium tyre and auto service network in Austria. Supported by Continental AG, a global leader in tyre manufacturing and automotive technology.

Case Study



Honeywell

ENHANCE OPERATIONAL SECURITY

To enhance their operational security, BestDrive engaged in a rigorous proof of concept (PoC) process with various vendors of intrusion systems. The selection criteria focused on essential features and functionalities that aligned closely with the company's needs.

BEST DRIVE

wanted to initiate their security system lifecycle with a trusted industry leader, effectively addressing pain points such as quality assurance, scalability for multiple locations, and future integration capabilities for video surveillance and access control systems.

TEVIO, the security systems installer, distinguished itself by offering a comprehensive project approach alongside competitive pricing.

A STRATEGIC PARTNERSHIP WITH HONEYWELL & TEVIO



BestDrive was impressed with the performance of both Honeywell and TEVIO throughout the PoC and bidding phases.

As the project developed, BestDrive actively contributed to the "Voice of the Customer" initiative, sharing insights that improved customer experience and user acceptance.

This collaboration formed a "magic triangle" between BestDrive, TEVIO, and Honeywell, enabling them to successfully navigate execution challenges through effective teamwork.

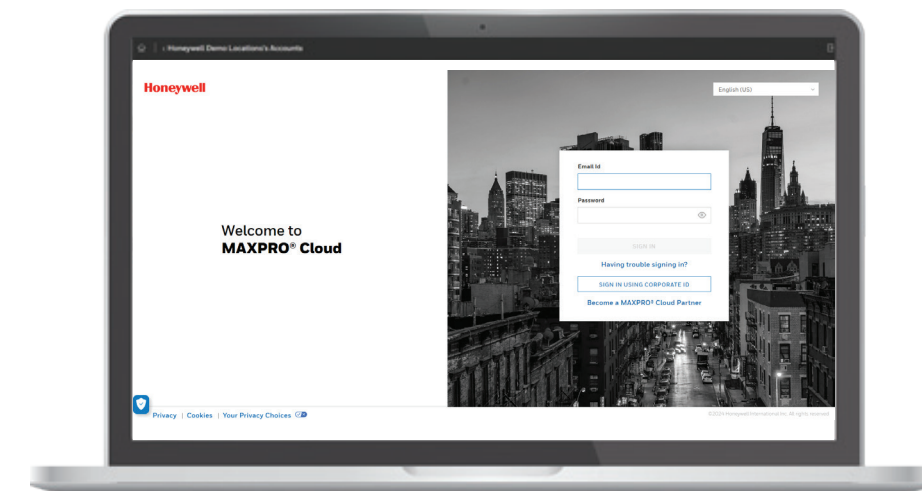
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COMMERCIAL SECURITY



THE SOLUTION: INSTALLER VIEW ON HONEYWELL PRODUCTS

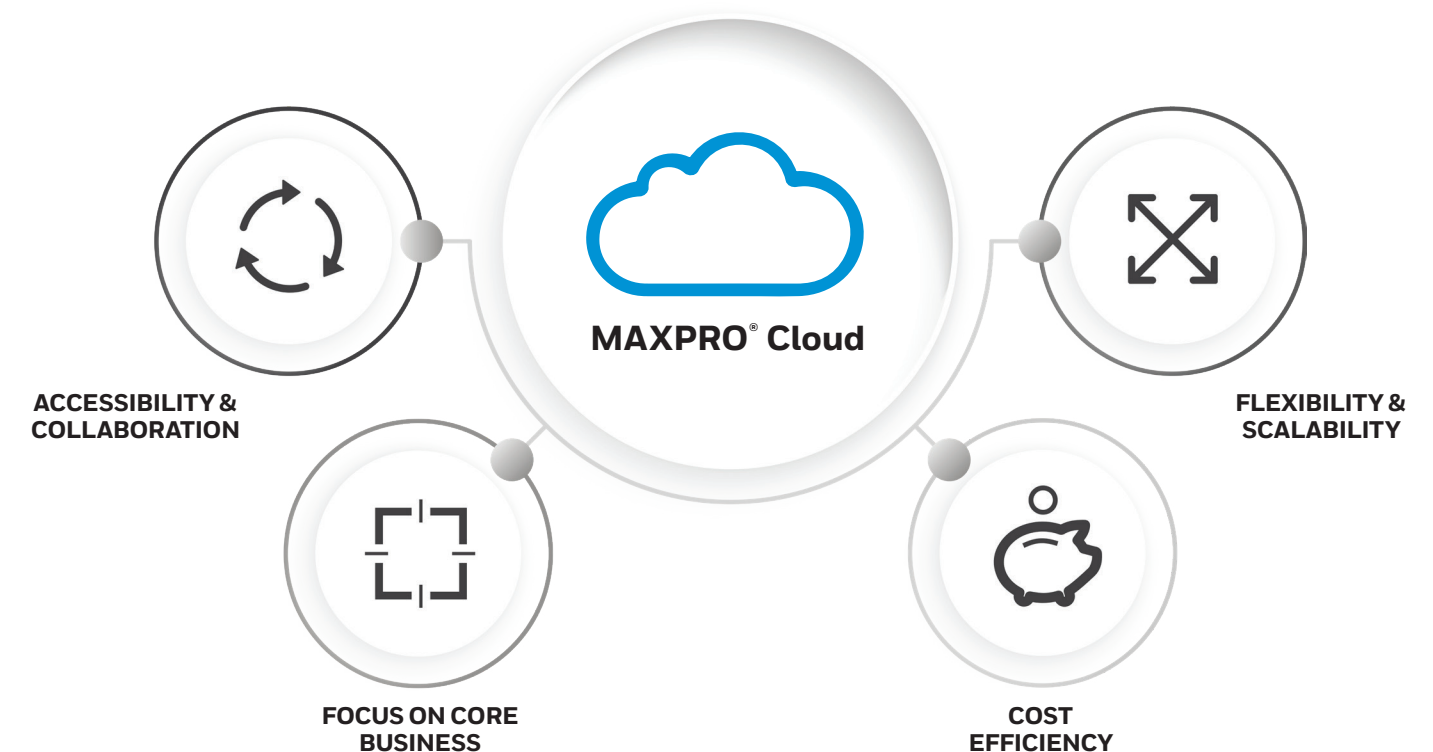
TEVIO faced a difficult decision between two leading vendors that completed the PoC phase. Following thorough evaluation, MAXPRO® Cloud emerged as the standout option.



Honeywell's robust and proactive support played a significant role in reinforcing the choice made by both the end customer and the installer.

MAXPRO® Cloud integrated essential security functions—intrusion detection, access control, and video surveillance—within a unified platform, ensuring maximum uptime and alleviating concerns about local server failures.

This cloud-hosted solution enhances service levels for employees and installers, offering real-time visibility and easy access to critical information while supporting compliance with industry standards.





SUMMARY: BUSINESS BENEFITS

The structured requirements catalogue from BestDrive allowed the installer and vendor to craft bespoke solutions closely aligned with customer specifications. These solutions were rigorously tested during the PoC, instilling confidence in BestDrive and fostering a bidding phase that considered both technical and commercial viability.

The chosen solution proved to be the most compelling—not just for immediate needs, but also concerning cost efficiency, improved security, and compliance with physical and cyber security protocols.

Attention to total cost of ownership ensured ongoing value and sustainability.

Ultimately, this case study illustrates the success derived from the integration of Honeywell Security products and services, alongside the expertise of a trusted installer partner. The collaboration among BestDrive, TEVIO, and Honeywell not only resulted in an effectively implemented project but also showcased the power of strategic decision-making and strong partnerships.

For More Information

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