



NEWS RELEASE

CIO Magazine honors Johnson Controls with CIO 100 Award

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MILWAUKEE—August 20, 2015—Johnson Controls was honored by IDG's CIO magazine as a recipient of the 2015 CIO 100 Award. The 28th annual award program recognized Johnson Controls for creating category management analytics for its North American customers.

"The objective of category management is to identify opportunities for our customers to optimize profitability and shopper satisfaction," said Sheryl Haislet, vice president of IT, Johnson Controls Power Solutions. "Category management allows us to define a stocking, line mix, and promotion strategy for each customer. This model is individual to the shopping patterns, vehicle registration population and marketing strategies of each customer."

Johnson Controls category management solution combines traditional business intelligence warehouse technologies with advanced technologies to create predictive analytics. In order to develop an appropriate strategy for each North American aftermarket retailer, the team analyzes data from a wide variety of sources. The overall goal is to increase customer profitability and improve the collaborative buyer-seller relationship.

The award winning solution helps customers place the right product in the right stores at the right time. The tool maximizes customer sales and profit targets and prevents customers from missing out on revenue opportunities.

"For 28 years now, the CIO 100 Awards have honored the innovative use of technology to deliver genuine business value," said Maryfran Johnson, Editor in Chief of CIO magazine & events. "Our 2015 winners are an outstanding example of the transformative power of IT to drive everything from revenue growth to competitive advantage."

Recipients of this year's CIO 100 Award were selected through a three-step process. First, companies filled out an online application form detailing their innovative IT and business initiatives. Next, a team of external judges (many of them former CIOs) reviewed the applications in depth, looking for leading-edge IT practices and measurable results. Finally, CIO editors reviewed the judges' recommendations

and selected the final 100.

About Johnson Controls

Johnson Controls is a global diversified technology and industrial leader serving customers in more than 150 countries. Our 170,000 employees create quality products, services and solutions to optimize energy and operational efficiencies of buildings; lead-acid automotive batteries and advanced batteries for hybrid and electric vehicles; and seating components and systems for automobiles. Our commitment to sustainability dates back to our roots in 1885, with the invention of the first electric room thermostat. Through our growth strategies and by increasing market share we are committed to delivering value to shareholders and making our customers successful. In 2015, Corporate Responsibility Magazine recognized Johnson Controls as the #14 company in its annual "100 Best Corporate Citizens" list. For additional information, please visit <http://www.johnsoncontrols.com> or follow us [@johnsoncontrols](#) on Twitter.

About Power Solutions:

Johnson Controls Power Solutions is the world's largest manufacturer of automotive batteries, supplying approximately 140 million every year to automakers and aftermarket retailers. The company's full range of lead-acid and Lithium-ion battery technology powers nearly every type of vehicle for our customers- including conventional, Start-Stop, Advanced Start-Stop, Micro Hybrid, hybrid and electric. Johnson Controls' recycling system has helped make automotive batteries the most recycled consumer product in the world. Globally, 15,000 employees develop, manufacture, distribute and recycle batteries at more than 50 locations. For more information, please visit <http://www.JohnsonControls.com/PowerSolutions> or follow [@JCI_BatteryBeat](#) on Twitter.

About CIO

CIO is the premier content and community resource for information technology executives and leaders thriving and prospering in this fast-paced era of IT transformation in the enterprise. The award-winning CIO portfolio--CIO.com, CIO magazine (launched in 1987), CIO executive programs, CIO strategic marketing solutions, CIO Forum on LinkedIn, CIO Executive Council and CIO primary research— provides business technology leaders with analysis and insight on information technology trends and a keen understanding of IT's role in achieving business goals. Additionally, CIO provides opportunities for IT solution providers to reach this executive IT audience. The CIO Executive Council is a professional organization of CIOs created to serve as an unbiased and trusted peer advisory group. CIO is published by IDG Enterprise, a subsidiary of International Data Group (IDG), the world's leading media, events, and research company. Company information is available at www.idgenterprise.com.

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