

The Honeywell logo is displayed in a bold, red, sans-serif font. The background of the entire page is a blurred office scene with large windows and two men shaking hands in the distance. In the foreground, a desk with a laptop, a pen, and a clipboard is visible.

Honeywell

THE POWER OF **CONNECTED**

BUILD A PROFITABLE BUSINESS WITH HONEYWELL

PERFORMANCE PARTNER PLAYBOOK

Productivity Products



Welcome to Honeywell Partner Playbook

Honeywell recognizes the needs of the evolving channel to capture increasing opportunities in today's marketplace. It's why we have introduced the Partner Playbook that offers a quick view of some of the benefits and resources made available to you to accelerate your success.

No matter if you are considering to join us or just getting started, this playbook gives you a good roadmap on what to expect from your Honeywell Partnership.

Learn how we can help you build a profitable business.

HONEYWELL PROFILE

PRODUCT OVERVIEW

CUSTOMER SUCCESS

BECOMING HONEYWELL PARTNER

Honeywell Profile

Building a Smarter, Safer, and More Sustainable World

Honeywell is a Fortune 100 software-industrial company that delivers industry specific solutions that include aerospace and automotive products and services; control technologies for buildings, homes, and industry; and performance materials globally. Our technologies help everything, from aircraft, cars, homes, and buildings to manufacturing plants, supply chains, and workers to become more connected – making our world smarter, safer, and more sustainable.

For more news and information on Honeywell, please visit www.honeywell.com/newsroom.

THAT'S THE POWER OF CONNECTED.
THAT'S THE POWER OF HONEYWELL.

Honeywell Safety and Productivity Solutions

Honeywell Safety and Productivity Solutions (SPS) provides products, software and connected solutions that improve productivity, workplace safety and asset performance for our customers across the globe. We deliver on this promise through industry-leading mobile devices, software, cloud technology and automation solutions, the broadest range of personal protective equipment and gas detection technology, and custom-engineered sensors, switches, and controls. We also manufacture and sell a broad portfolio of footwear for work, play, and outdoor activities, including XtraTuf™ and Muck Boot™ brand footwear.



500+ MILLION
WORKERS REACH

5 THOUSAND
PARTNERS ECO-SYSTEM

20 THOUSAND
GLOBAL WORKFORCE

US\$4.6B
2016 GLOBAL SALES

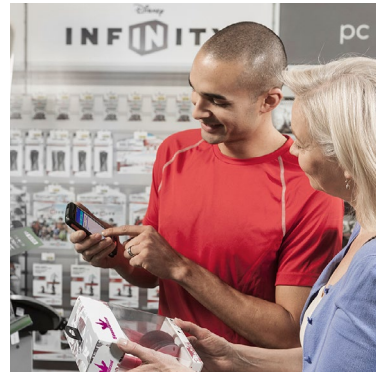
Our customers rely on us to provide real-time safety intelligence, increase worker productivity and enrich operational intelligence with data-driven insights. We serve markets including aerospace, automotive, commercial building, first responder, field service, healthcare, logistics, manufacturing, oil and gas, power and utilities, medical, retail, supply chain, test and measurement, and transportation.



Product Overview

The Power Of Connected

Honeywell Safety and Productivity Solutions provide scanners and mobile computers, warehouse automation, and printing and media solutions that improve enterprise and workflow performance, increase worker productivity, and enrich operational intelligence with data-driven insights. We also provide personal protective equipment to enhance workplace safety.



Honeywell Mobile Computing Solutions

- Broad array of durable, handheld mobile computers designed to improve the productivity of mobile workers.
- Purpose-built for demanding healthcare, hazardous location, and outdoor applications.



Honeywell Scanning Solutions

- Proven technology in Laser Scanner, Linear Imager and Array Imager.
- Broadest, most robust scanning portfolio in the industry including Handheld, Hands-free, Bioptic, Wearable, and Pocket devices.



Honeywell Printing Solutions

- Comprehensive range of Desktop, Industrial and Mobile Printers that keep businesses running at the top of their game.

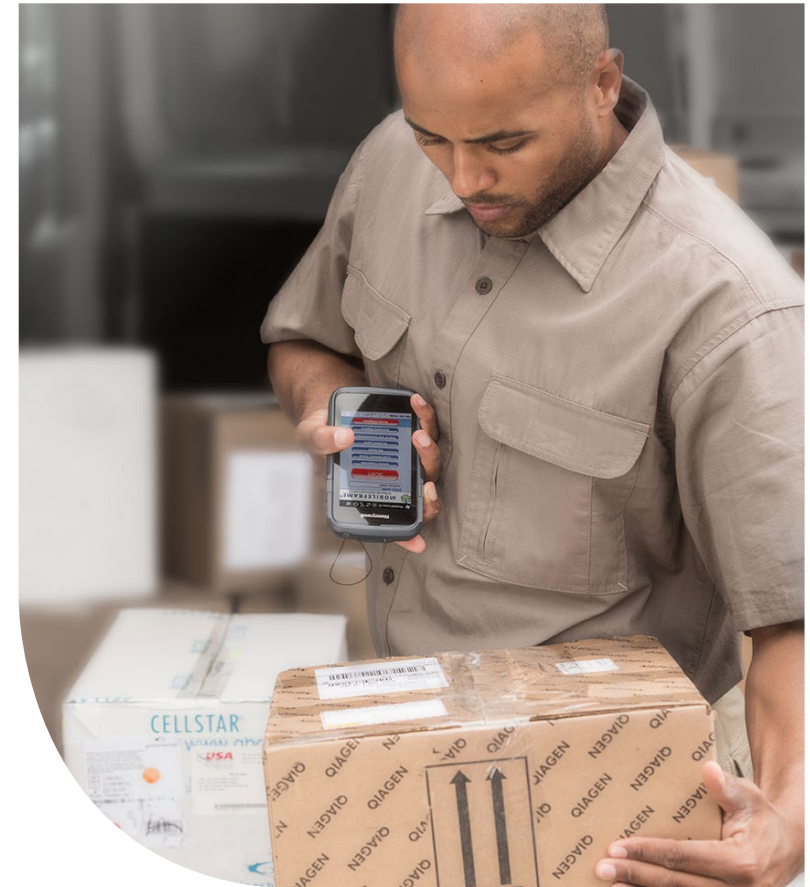
Product Overview – Mobility

Rugged Computing For Real-World Mobility

Honeywell handheld computers combine the advantages of consumer PDAs and high-end industrial mobile computers into a single rugged package. Whether it is a small business or an enterprise, our handheld computers are easy to deploy, easy to use, and easy to support for your customers.

Honeywell Mobility devices are small and lightweight like the PDAs but pack-in a lot of power. They provide targeted functionality, a tactical keypad, and enhanced connectivity, including industry standard...

MICROSOFT® WINDOWS® OPERATING SYSTEM TECHNOLOGY
SMARTSYSTEMS™ DEVICE MANAGEMENT SOFTWARE
SUPERIOR INDUSTRIAL DESIGN AND RUGGEDNESS



Product Overview – Scanning

Meeting Demands Of Varied Industries

Honeywell scanning portfolio offers Handheld, Bluetooth, 1D Hands-free and, 2D Hands-free scanners for both – general purpose and industrial applications. They provide intuitive scanning of the barcodes found in real-world environments, including poor quality and damaged barcodes.

The wearable scanning solutions provide a comfortable and easy-to-implement tool for mobile operators who regularly need to scan barcodes. They are lightweight, durable scanners – comfortable and easy to use, for highly mobile workers who need to keep both their hands free for maximum productivity.

BUILT FOR THE TASK AT HAND



Product Overview – Printing

Delivering Performance For All Applications

The extensive range of Honeywell printers includes a solution for any environment or application.

Desktop Printers: Meant for light-duty labeling applications, this range features quiet, compact, intuitive, and reliable printers with configurations designed to excel in any business environment.

Industrial Printers: The built-in “smarts” of Honeywell industrial printers means greater efficiency and lower cost. Wired and wireless solutions for all high-demand printing needs.

Mobile Printers: Designed to withstand punishing field conditions, Honeywell’s mobile printers allow a full day of printing without recharging.

EASY TO INSTALL AND USE

INDUSTRY-LEADING PRINT PERFORMANCE

ENTERPRISE GRADE MOBILE PRINTING



Customer Success

Hallmark Of Success

Learn about the success stories of our customers. Know how they solved business challenges and transformed their businesses with the help of Honeywell solutions.

Santa Cruz Pasta Factory Cuts Time and Errors with Honeywell Mobile Devices

“After showing the drivers how to work the new system, it was literally about 30 minutes before they were ready to go. It was incredible how easy the Honeywell devices were to use.”

Julian Tile Provides Fast and Accurate Order Fulfilment with the Help of Honeywell

“We have taken our Langley DC to a new level of operational efficiency with the Honeywell mobile devices.”

Mission Foods Boosts Asset Control and Increases Inventory Traceability with an Automated RFID Solution from Honeywell

“The Honeywell RFID solution has done an incredible job to increase the visibility level of our supply chain processes. We’ve eliminated unnecessary costs and really streamlined our way of business. This not only allows us to work on advancing our business, but to offer better customer service as a result.”

G. H. MUMM Tracks Nearly 25 Million Bottles and Filters 100% of the Defects with an RFID Solution from Honeywell

“Now that the Honeywell solution has been adopted by the whole team, it is proving a huge added value, saving management time and reducing the administrative load.”

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APPLYING INNOVATIVE SOLUTIONS
SOLVING BUSINESS CHALLENGES
TRANSFORMING BUSINESSES

San Pellegrino Group Keeps the Water Flowing Thanks to a Consumer Goods Solution from Honeywell

“By using the Honeywell SF51, the promoter can now more easily and quickly check on the status of the cabinet and any faults, submit restock orders, and record data for any monthly sales analysis.”

Trasluz Casual Wear Stitches Up Stylish Efficiency with an RFID Solution from Intermec by Honeywell

“The RFID system offered us everything we were looking for – both for our shops and the company’s overall logistics processes.”

Seattle Seahawks Deploys Honeywell Line Busting Retail Technology in New Pro Shop to Ensure Fans Won’t Miss a Minute of the Game and Drives Record Sales at Grand Opening

“To speed up transactions, we went with the Honeywell Captuvo iPod POS sled, which has a built-in barcode scanner and credit card reader.”

The Sound of Voice Success at Sony of Canada

“We are quite proud of the fact that we pioneered the introduction of voice into the Sony organization and that we have become a benchmark for other Sony operations to see how Vocollect voice is helping us meet our business objectives and maintain high levels of customer satisfaction.”

Becoming a Honeywell Partner – Performance Partner Program (PPP) Introduction & How to Register

Our Partners Are Our Business

At Honeywell, we truly value our channel partner community. That is why we have the [Honeywell Performance Partner Program](#) with the goal to provide you with the ideal set of benefits to meet your business needs.

Why Join Performance Partner Program?

Our commitment to you and our drive for succeeding in partnership with you is reflected in the program benefits that you enjoy:

- Benefit from the reach and reputation of the Honeywell global brand.
- Enjoy equitable discounts and incentives.
- Extend the depth and breadth of your customer offering with our fast-growing network of industry and technology experts, solution providers, and independent software vendors.
- Take advantage of our sales, marketing and technical support resources.
- Gain access to our dedicated partner portal and online resources.
- Connect, collaborate, promote, and grow your business.

Partner Tiers

Moving Up Partner Tiers

As your commitment to Honeywell grows, you have the ability to move up the partner tiers and access additional benefits. Each partner tier features a set of benefits – tools, pricing discounts, incentive rebates and sales, service, and marketing support – designed to help you drive sales revenue and grow your business.



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Achieving Specialism

In addition to partner tiers, you can also achieve specialism that demonstrates a relevant depth of knowledge and experience in offering a particular technology or solution.

- **Printer Specialist:** With your expertise and business offering on printer technology, you have the opportunity to become a Printer & Media Specialist.

- **Scanning Specialist:** By excelling in the delivery of solutions focusing on scanning for data capture, you can demonstrate your unique strengths by becoming a Scanning Specialist.

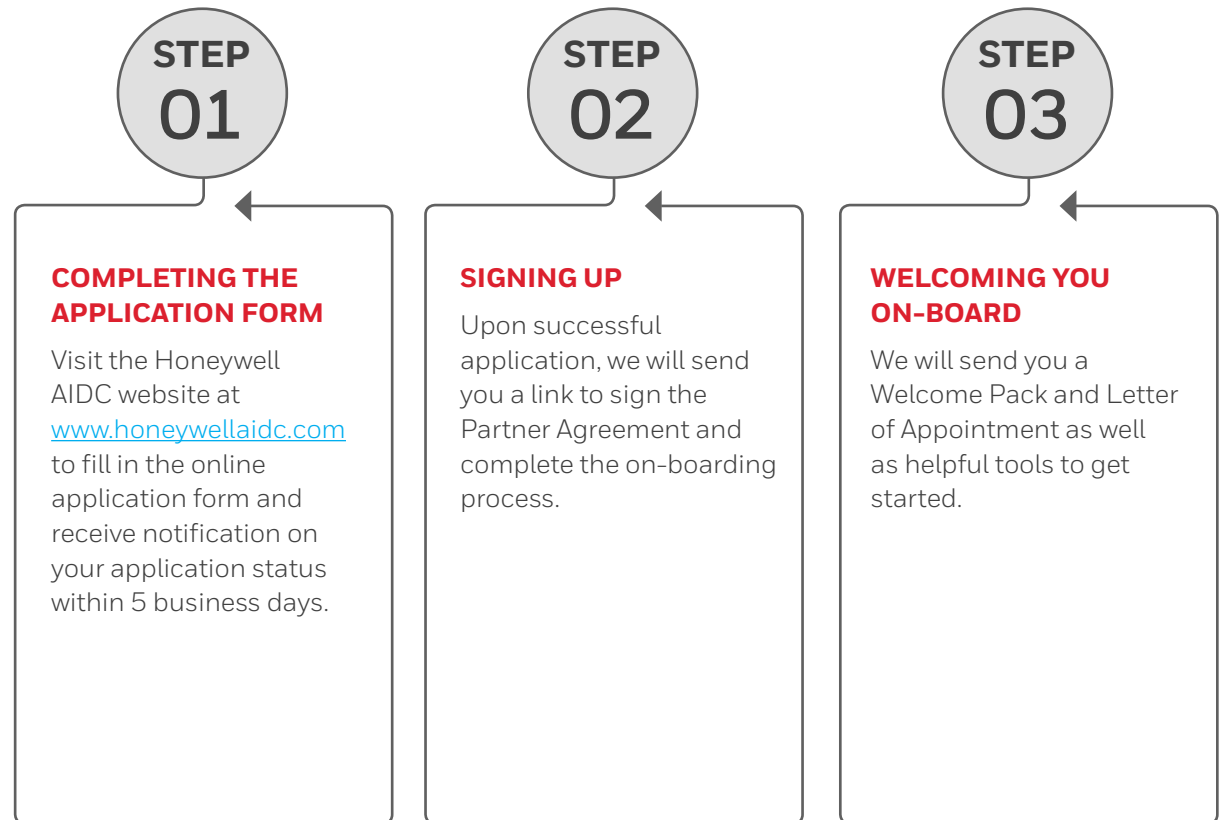
Lastly, selected partners offering solutions and services designed to improve workflow performance across the distribution center have the opportunity to become Workflow Solutions Specialists.

(These specialisms are applied in addition to your partner tier.)

How To Register

**Become a Honeywell Partner
in Just 3 Easy Steps**

DRIVING SALES REVENUE
TRAINING AND CERTIFYING COMPETENCY
GROWING YOUR BUSINESS



If you would like to be a **Honeywell Performance Partner**, please contact a Honeywell Channel Business Manager or email to HSMPartnerSupport@Honeywell.com.

Becoming a Honeywell ISV – Introduction & How to Register

Partner with Honeywell to Promote Your Software Solution

The Independent Software Vendor (ISV) Program enables solution vendors to successfully develop, bring to market, sell and deploy a differentiated AIDC and mobility solution. The program connects you with the network, the know-how, and the resources you need to grow your business. As a Honeywell ISV, you will gain an edge over your competitors and exclusive opportunities to enhance your profit and maximize your reach.

Program Benefits

- You can jointly promote your software solution offering with Honeywell.
- You will receive support to ensure that your solution interoperates with Honeywell mobile computers, scanners, and printers.
- You can seize opportunities to collaborate with our extensive partner ecosystem to drive sales revenue and grow your business.

Harness the Power of End-to-end Portfolio

Our connected solutions help your customers run a better business and change the way they work by leveraging Global Tracking, Movilizer Cloud Solution, Omni-Channel Solution, Pickup and Delivery, Search and Rescue, Vocollect Voice for Data Centers, Voice Maintenance and Inspection, and Enterprise Mobility.

Tap into Sales & Business Development Benefits

- **Work with a dedicated Honeywell ISV Manager:** Connect with individual departments within Honeywell and pursue joint sales with Honeywell sales team and channel partners.
- **Annual Business Planning Support:** Offered to key ISVs by invitation only.

Becoming a Honeywell ISV – Introduction & How to Register

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- **Collaborate with Honeywell's Extensive Partner Ecosystem:** Work with reseller partners specializing in mobility, scanning, printing, and voice solutions, as well as distributors and national broad-line resellers who can offer you broader coverage, hardware support and services, and new routes to market.
- **Get Technical Support and Software Expertise**
 - **Join Demo Program:** Take advantage of exclusive discounts on products for use in application development, customer and event demonstrations, demo centers, training and proof-of-concept activities.
 - **3rd Party Developer Events:** Participate in key developer events to empower and up-skill your developers.
- **Access to Global Software Development Team:** Facing problems to integrate your solution with Honeywell infrastructure solutions? [Help is only a click away.](#)
- **Knowledge Base:** A [live forum](#) where you can access global experts with quick answers for your solution needs.

Becoming a Honeywell ISV – Introduction & How to Register

Partner with Honeywell to Promote Your Software Solution

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Access to Strong Marketing Support

- **Demand Generation Tools / Co-Branded Assets:** Get best-in-class marketing tools to help you generate highly effective marketing campaigns.
- **Participation in 3rd Party / Industry Events:** Jointly participate in targeted activities to drive awareness and interest of joint solution, subject to local requirements and conditions.
- **Market Development Funds up to 50% Co-Funding:** Key ISVs with highly-demanded solutions are selectively engaged and provided

with joint marketing funding support on by-invitation-only basis.

Access to Technical Support Portal and Helpline

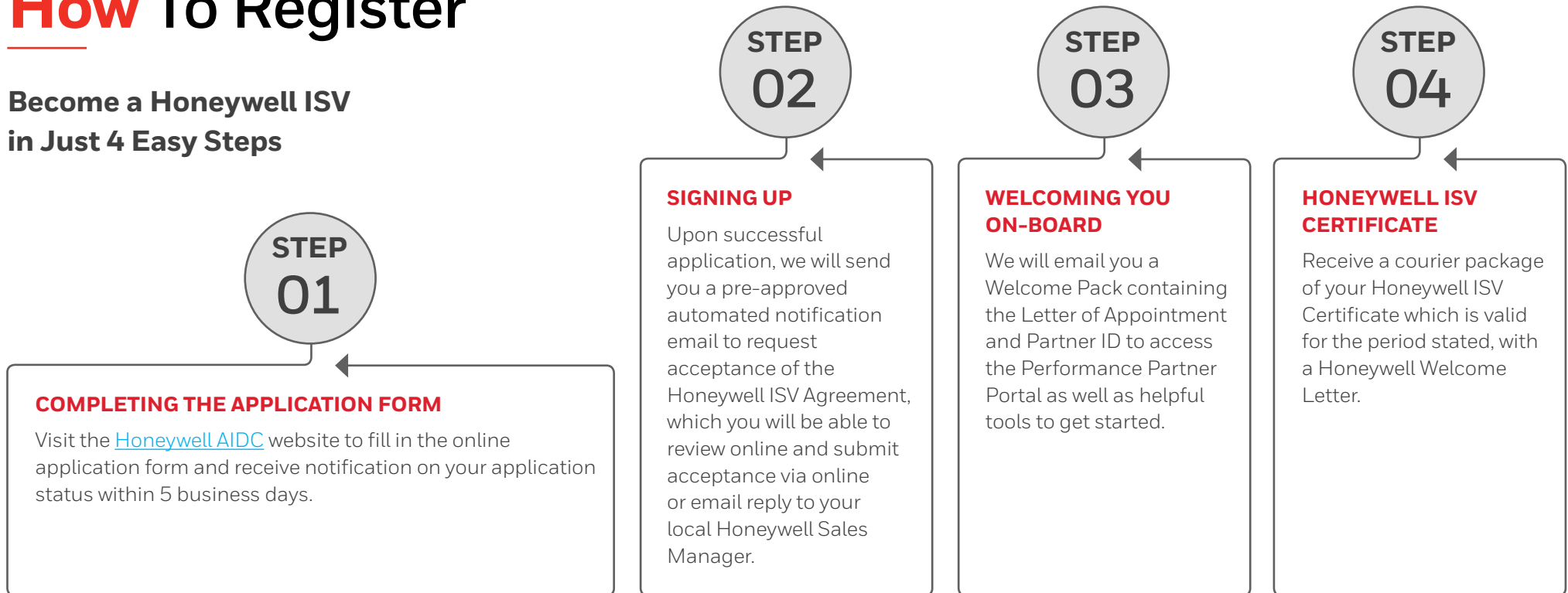
- **As our ISV,** you are eligible to receive technical support from our experts to help you resolve issues or find solution to a technical problem. Visit the Technical Support Portal at <http://www.hsmsupportportal> to request technical assistance by opening up a support ticket, search our knowledge base, participate in our forum, and much more.

Contact our technical specialists in these countries:

Australia, 02-8278 1255
India, 0008004402247
Indonesia, 001-803 442 285
Japan, 03-6743-9810
Korea, 023-4834879
Malaysia, 03-7724 0147
New Zealand, 09-9-690 758
Singapore, 6818 5378
Thailand, 001-800 441 3842

How To Register

**Become a Honeywell ISV
in Just 4 Easy Steps**



For more information or clarification, please email to HSMPartnerSupport@Honeywell.com.

For more information

www.honeywellaidc.com

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www.honeywell.com

The content in this playbook is correct of the time of printing. It is not intended to be a legally-binding or contractual document. Honeywell reserves the right to change or update the content without notice.

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