

HONEYWELL **PROCESS SOLUTIONS** **OEM PROGRAM**

Driving business collaboration and success



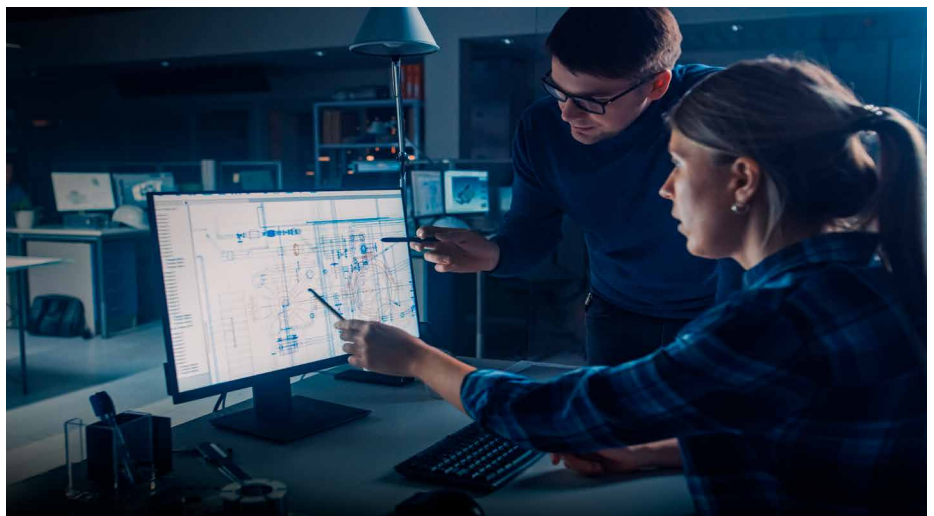
Honeywell

CREATING VALUE TOGETHER

Honeywell Process Solutions program for Original Equipment Manufacturers (OEMs) helps you improve your business bottom line. Using a structured, long-term engagement model to deliver unique cost and sustainability benefits, the OEM program ensures that you always have access to Honeywell's end-to-end technology portfolio and a broad range of industry applications.

Accelerate your time-to-market with Honeywell toolkits. Benefit from our strong technical expertise, execution capabilities, and structured business ecosystem. Cut costs, boost your performance and reduce your maintenance overheads.

The program provides you with a single platform from which you can efficiently maintain and support your entire infrastructure and access additional technical skills and capabilities. In addition, as a partner OEM you can leverage Honeywell's full portfolio of process automation solutions, from advanced software solutions to application-specific offerings and secure connected IIOT solutions.



KEY ADVANTAGES OF THE HONEYWELL OEM PROGRAM

**RISK-FREE
CONVERSION
TO HONEYWELL
SOLUTIONS WITH
EXPERT HONEYWELL
CONSULTING,
ENGINEERING
AND PROJECT
MANAGEMENT
SERVICES**

**SEAMLESS
BUSINESS
COLLABORATION
THROUGH A
STRUCTURED,
STREAMLINED
ENGAGEMENT
MODEL**

**IMPROVED
OPERATIONAL
EFFICIENCY
THROUGH
STANDARD
PROGRAM
TOOLKITS**

**INCREASED WIN
RATE THROUGH
DIFFERENTIATED
OFFERINGS, THE
POWER OF THE
HONEYWELL
BRAND AND
HONEYWELL SALES
AND MARKETING
RESOURCES**

**ACCESS TO
STATE-OF-THE-
ART HONEYWELL
TECHNOLOGIES,
PRODUCTS AND
SERVICES**

**IMPROVED
EQUIPMENT
DELIVERY BY TAKING
ADVANTAGE OF
OEM APPLICATION
SPECIFIC
TOOLKITS**

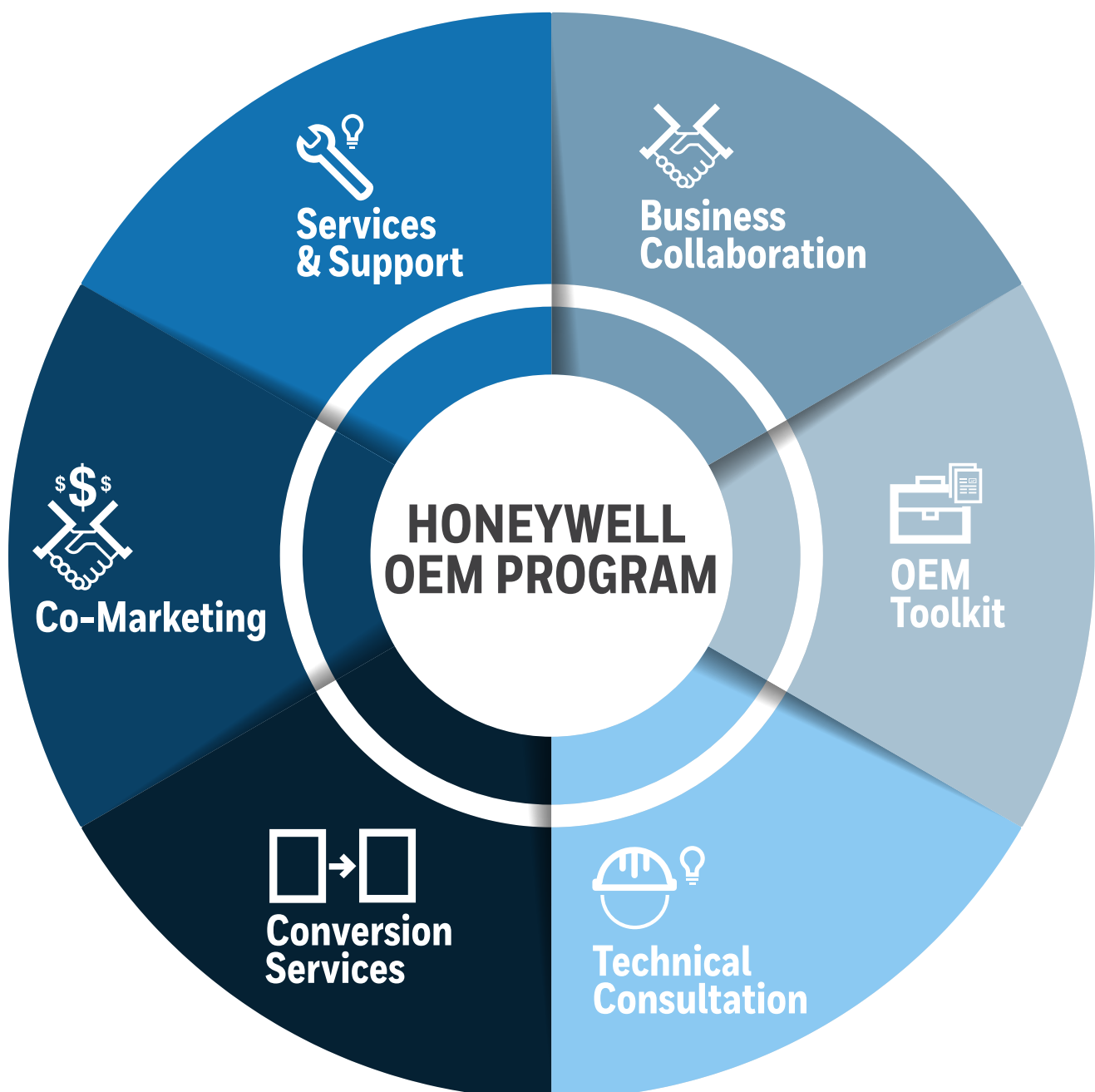
**RAPID SOLUTION
DEVELOPMENT,
DESIGN AND
TECHNICAL
RESOLUTION
WITH HONEYWELL
TECHNICAL
SUPPORT**

**PEACE OF MIND
THROUGH AWARD
WINNING CYBER
SECURE SOLUTIONS
AND EXPERTISE
WITH THE BACKING
OF HONEYWELL'S
GLOBAL SERVICE
AND SUPPORT
ORGANIZATION**

PROGRAM COMPONENTS

Benefit from Honeywell's engineering and project management expertise wherever you do business globally.

Take advantage of the Honeywell OEM Program as a partner OEM. Meet short and long-term business objectives by supporting your product or service offerings throughout their lifecycles, sharpening technical competencies, enabling growth into new markets, and generating new business opportunities.



EXCLUSIVE ACCESS TO SIX PROGRAM COMPONENTS



BUSINESS COLLABORATION

A structured engagement model that aligns business goals annually to create a winning market position. Enable seamless business collaboration to reduce lifecycle cost and complexity through our engagement model and business ecosystem.

Benefits

Special discounts, incentives, exclusive previews of new products and access to premium Honeywell events.



OEM TOOLKITS

Designed for OEM needs, standardized engineering toolkits include drawings, documents and applications, plus evaluation and demo hardware and software.

Benefits

Accelerated time-to-market and improved operations efficiency through the use of Honeywell toolkits, evaluation kits, development software and demo kits at special prices.

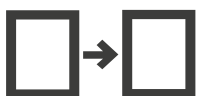


TECHNICAL CONSULTATION

Take advantage of Honeywell product and domain expertise for custom designs, proof of concept for new solutions, sales pursuits and product training.

Benefits

Reduced risk and engineering costs related to custom designs and the adoption of new products. Develop timely, differentiated solutions for sales activities.



CONVERSION SERVICES

Honeywell's engineering and project management team will develop an equivalent or better solution when an OEM switches to Honeywell products or technologies.

Benefits

Risk-free switch to Honeywell. Peace of mind through extensive functionality and stability tests.



CO-MARKETING

Partner OEMs can use the Honeywell brand in conjunction with promotions, or brand Honeywell products with their own name. Honeywell will co-invest in joint marketing activities and events. Support Honeywell product registration in key accounts.

Benefits

Partner OEMs can create a differentiated offerings and drive business growth with the support of Honeywell branding, awareness building and demand generation efforts.



SERVICE AND SUPPORT

Leverage Honeywell's global presence, service contracts and extended warranties, global technical assistance centers and outcome-based services.

Benefits

Ensure end customer satisfaction and high equipment availability with Honeywell engineering expertise and global service and support infrastructure

HONEYWELL OEM PROGRAM LEVELS

Honeywell OEM Program has two tiers: Gold and Platinum.

- A Gold OEM is a company that adopts two or more Honeywell product lines as part of their offering and collaborates on technical and commercial activities.
- A Platinum OEM is a company that standardizes on two or more Honeywell product lines and collaborates on technical, commercial and marketing activities.

The following outlines the entitlements of the Gold and Platinum tiers.

	GOLD	PLATINUM
BUSINESS COLLABORATION		
Common sales goals	✓	✓
Discount on HUG event registration fee	✓	✓
Demand planning	✓	✓
OEM Business Week	✓	✓
New product previews		✓
OEM TOOLKITS		
Discounted hardware and software for exhibition equipment	✓	✓
Evaluation kits: try before you buy	✓	✓
Generic engineering templates	✓	✓
Virtual engineering platform access		✓
CO-MARKETING AND SALES		
Sales collaboration	✓	✓
Sales training	✓	✓
OEM brand labeling**		✓
Joint events		✓
Joint technical solution videos		✓
CONSULTATION		
Priority access to technical sales consultants	✓	✓
Proof of concept support	✓	✓
Solution design and customization		✓
ENGINEERING SERVICES		
Conversion services	✓	✓
Conversion project management	✓	✓
Technical product training	✓	✓
Pilot product test support		✓
Competency management		✓
SERVICES AND SUPPORT*		
Extended hardware warranty	✓	✓
Global technical support	✓	✓
On-Site technical support	✓	✓

*Services and Support are paid entitlements

**Will be evaluated case-to-case basis

WHY HONEYWELL?

A few reasons to join the OEM Program:

- The Honeywell brand is one of the world's most recognized, thanks to a track record of innovation across multiple industries over 100 years and a culture of innovation in software and IIOT.
- Honeywell has more global reach and presence than any other industrial company. Over 8,000 Honeywell service technicians support customers in 67 countries.
- Honeywell offers the broadest portfolio of application solutions for OEMs, spanning industrial measurement, control systems, thermal solutions, analytics, cybersecurity, industrial software and connectivity.
- Honeywell has a successful track record helping OEMs to meet their business objectives.

BECOME A HONEYWELL OEM PARTNER

Join the Honeywell's OEM Partner Program today and improve your business efficiency and performance. We're looking forward to working with you.

Please contact us at oem-hps@honeywell.com

For More Information

To learn more about Honeywell's OEM Program, please contact us at oem-hps@honeywell.com

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