



HONEYWELL 2023 EMEA CHANNEL PARTNER FORUM

Frequently Asked Questions Fact Sheet for Channel Partners

What is a Channel Partner Forum?

Channel Partner Forums are held to provide learning and development opportunities for channel partners. Partners learn about latest strategies and products, partner program updates, share best practices and experience Honeywell products.

When is it being held?

The EMEA Channel Partner Forum will take place on November 12-14, 2023.

Where is it being held?

The event venue is the **Van Der Valk Hotel Brussels Airport , Brussels, Belgium.** (See [here](#) for more details)

Please note that you will need to register separately for both the [Channel Partner Forum](#) and your [hotel reservation](#). After you have registered, the hotel reservation link will be included in the confirmation email.

Which categories of partners are expected to attend?

The Honeywell Process Solutions Channel Partner Forum is a business meeting exclusively for Platinum and Gold channel partner leaders and product champions with authorized contracts with Honeywell Process Solutions.

What does the forum offer?

The forum includes:

- All forum general sessions and breakout sessions
- The Channel Partner Forum event app
- Networking breaks and lunches - Monday and Tuesday (forum delegates only)
- Welcome Reception (Sunday), plus access for one adult companion
- Channel Partner Awards Reception and Dinner (Monday), plus access for one adult companion

Can channel partners bring their adult companions?

Yes, channel partners can bring 1-adult companion to the evening social events, on Sunday for the Welcome Reception and Monday for the Channel Partner Awards Reception and Dinner. The adult companion must be indicated on the online registration form and not registered independently. There is no family night at this year's forum and children will not be allowed at the evening social event. Morning and afternoon breaks and lunch are for forum delegates only.

What does the Channel Partner Forum offer to its attendees?

In addition to gaining market and technology insights from Honeywell speakers, you can expect to:

- Attend the general session to learn how to boost your performance with the HPS Channel Program and accelerate business growth with new line of business focused breakout tracks and general session.
- Choose your breakout tracks to keep you on your A-game with the topics on strategic initiatives, roundtable discussions, new technology updates, success stories and more.
- Network with the Honeywell channel partner community face-to-face, have fun and learn best practices shared by your peers.

** The forum will not include any technical product training sessions.*

How do I register?

The registration process is easy and can be completed online. Just visit [here](#) and complete all the relevant fields. You will be asked to select a breakout track when registering which can be viewed [here](#).

- Breakout Track*
 - HTS Thermal Solutions
 - PMC Field & Process Instruments
 - PMC Gas
 - PMC Modular Systems
 - PMC Terminals & Marine
- **Travel** and **accommodation** costs are not included in the forum package and must be arranged and paid for by the attendee.

Where is the nearest airport?

The **Van Der Valk Hotel Brussels Airport** is approximately **5 minutes away from Brussels Airport**.

Hotel Address:

Culliganlaan 4b, 1831 Diegem, Diegem

Hotel Contact:

24hrs, 7 days a week available: **+32 2 277 20 00**

Check-in: 3 pm

Check-out: 11 am

How can I get from the airport to the venue?

Shuttle Service:

Our daily shuttle will take you to and from Brussels Airport in less than ten minutes. Price: EUR 5 p.p.

View the [Shuttle Schedule](#) here.

Find us @Brussels Airport!

Go to level 0, following the 'Hotel Shuttle Bus' sign. The shuttle departs from platform E. For more transportation options please visit [hotel website](#).

<p>How often are these events held?</p>	<p>The Channel Partner Conferences or Forums are held annually. The 2023 Americas Channel Partner Conference was held in June in Orlando, Florida, and the 2023 APAC Channel Partner Conference was held in August 2023 in Bangkok, Thailand.</p>
<p>Do you need an Invitation Letter to request a Visa to enter Belgium?</p>	<p>If you need an Invitation Letter to request a Visa to enter Belgium, please contact Gabriel.Vercesi@Honeywell.com</p>
<p>Where can I find the event agenda?</p>	<p>The overview agenda can be found here on 2023 EMEA CP Forum website. Registrants will also have access to the forum app approximately 1-month before the event.</p>
<p>Please explain the different elements of the agenda?</p>	<p>General Session: this session is suitable for all conference delegates. The topics presented are of general interest about the HPS Channel Program and strategic initiatives.</p> <p>Breakout Sessions: a learning session focused on strategic initiatives, accelerating new revenue growth, new technology updates, and best practices sharing based on real life examples.</p> <p>Roundtable Discussions: an informal discussion between the audience and the speaker(s) in a breakout room, typically there is a moderator and a Honeywell expert, who led the discussions.</p>
<p>Where can I find out further information about the forum</p>	<p>To find out more details regarding the conference please visit the 2023 EMEA Channel Partner Forum website. The website contains up-to-date information regarding all the relevant topics on: Registration, Agenda, Reasons-to-Attend, and other hotel logistics.</p>
<p>What is the cost to attend?</p>	<p>Attending the conference is free but travel and accommodation costs are <u>not included</u>. This is the responsibility of the attendee.</p>
<p>Will Honeywell arrange the hotel reservation for channel partners?</p>	<p>Honeywell ensures that the conference attendees receive specials rates at the Van Der Valk Hotel Brussels Airport, but the channel partner is responsible for making the reservation and paying for the room.</p> <p>Honeywell has reserved rooms at the hotel for this event but there are limited rooms available. We recommend you book early to get your preferred hotel and rate.</p>
<p>What is the accommodation cost?</p>	<p>The standard room rate is between 130€ and 175€ per night if booked by the deadline of October 23. This includes the hotel fee and excludes local taxes. The Channel Partner Forum takes place Sunday through to Tuesday, November 12-14. Please book your hotel accommodations accordingly. Please reference the forum agenda for more details.</p> <p>The hotel fee includes:</p> <ul style="list-style-type: none"> • Complimentary Breakfast • Complimentary internet • Complimentary Fitness Center open until 11 PM • E-Bike rental to discovery the nearby bike trails • Tesla Superchargers for Electric Vehicles • Ironing facilities on all floors.

<p>How many nights of accommodation do I need to book?</p>	<p>The Channel Partner Forum takes place Sunday through to Tuesday, November 12-14. Please book your hotel accommodations accordingly. Please reference the forum agenda for more details.</p>
<p>What if I need to cancel or change my registration?</p>	<p>Send an e-mail to Gabriel.Vercesi@Honeywell.com</p>
<p>I've registered but I can no longer attend, can I transfer my registration to a colleague?</p>	<p>Yes, you can transfer your registration to a colleague. Make sure to send an e-mail to Gabriel.Vercesi@Honeywell.com. Please include the name, e-mail address and emergency contact details of the new delegate. The complete registration will be copied to the new delegate. This will also include the selected breakout sessions.</p>
<p>What is the Channel Partner Forum event app?</p>	<p>The Channel Partner Forum event app is available October 16th. We strongly recommend that those attending the forum event download the Honeywell Global Events App for a fuller conference navigation tool. Starting October 16th, the app will show all scheduled sessions by day, their start times, and location. It will also provide detailed schedule, speaker pictures, and floor plans. You can also personalize your schedule to show My Schedule for all your events that have been added to your schedule.</p> <p>Since the schedule may be subject to change, please follow the app as your primary guide when in Brussels.</p>
<p>How do I add the channel partner event app?</p>	<p>Please make sure to download the 'Honeywell Global Events' App available in Android and Apple (iOS). It may take up to 2-days for your credentials to be added to the app after registration. The event name is '2023 EMEA Channel Partner Forum'. Please allow notifications so you can receive push notification reminders while at the event.</p>
<p>Is training offered during the event?</p>	<p>No. This year's forum format is line of business meetings focused on strategy and business growth and will not include any technical product training.</p>
<p>Are there any social events included?</p>	<p>Yes. Networking and social events are also key highlights of any Channel Partner Forum. The event offers an excellent opportunity to socialize during the evening events, as well as during breaks throughout the day.</p>
<p>Will my Channel Business Manager be there?</p>	<p>Please check with your Channel Business Manager to see if they will be attending the Channel Partner Forum.</p>
<p>What is the Dress Code?</p>	<p>The dress code for the event is business casual.</p>
<p>What do I do on arrival at the forum venue?</p>	<p>Please go to the Honeywell Registration Desk to collect your conference badge. A form of identification is required (i.e., driver's license or passport). Please wear the badge visibly during the entire forum.</p>
<p>Where can I access the forum presentations?</p>	<p>All presentations will be made available in the Channel Portal (CHAMP) to all channel partners after the forum.</p>