

# **BETTER** **TOGETHER**

Honeywell Process Solutions System Integrator Program



**Honeywell**

# BUILT FOR YOUR SUCCESS

Get your competitive edge through Honeywell's System Integrator Program. We provide direct access to our market-leading portfolio, technical services and business support to help you solve complex customer challenges, deliver projects better and win more business.

Our comprehensive program enables system integrators to deliver sophisticated solutions with Honeywell's expert assistance on-hand at every step. We help from business development, to design, to delivery and servicing. Access to toolkits, sales leads, training and competency management support help enhance efficiency, improve execution, grow sales and optimize day-to-day operations.

The Honeywell System Integrator Program is our platform for collaboration to help scale your business, get more from Honeywell's solutions and deliver for your customers.



# THE BEST SOLUTIONS, THE BROADEST PORTFOLIO



A market leader in a wide range of industries, Honeywell's technology is respected worldwide. As an authorized system integrator, you have access to our broad range of solutions and systems:

## CONTROL SYSTEMS

With outstanding controller design and the proven Experion HMI, Honeywell provides highly scalable, integrated control solutions for every application. From machine operations to complete plant process solutions, we have the answers:

- Unmatched expertise, controls, software and digital technology
- An enterprise-delivery approach to fully realize the potential of software solutions
- Connecting processes, assets and people to continually redefine optimal performance

## SAFETY SYSTEMS

Honeywell's integrated process control and advanced safety systems transforms process control beyond traditional distributed control system (DCS) functionality to unify people with process variables, business requirements and asset management.

Honeywell's future-proofed products ensure safe and secure operations and improve plant performance by reducing the risk of safety incidents, maximizing production uptime and reducing the cost of compliance.

## TERMINAL AUTOMATION

We provide a comprehensive range of products and solutions for inventory management and tank terminal operations, offering open connectivity, modular design and robust migration paths. Honeywell solutions help optimize tank storage capacity, maximize operational efficiency and increase revenues.

## GAS SOLUTIONS



Our industry-leading gas control, measurement and analysis equipment are relied on worldwide by gas utilities and other users. We bring expertise along the entire gas supply chain, with reliable products and systems giving users full control over regulation and measurement. Honeywell solutions bring together leading technologies to satisfy the most demanding application requirements. We help reduce uncertainty, boost reliability, minimize risk and lower maintenance costs.

## SOFTWARE

Our industrial software portfolio is unmatched in its application breadth and depth. Customers across sectors have partnered with Honeywell for their digital transformation journeys to realize the full potential of connected operations. Honeywell's suite of connected devices and software-enabled offerings drives business-critical outcomes, including from condition-based monitoring for instruments, remote monitoring, enterprise asset optimization and autonomous control.

# PROGRAM COMPONENTS

We build our program on five pillars to provide comprehensive support, increase performance, and drive better business outcomes.

	<p><b>BUSINESS COLLABORATION</b></p> <ul style="list-style-type: none"> <li>• Mutual action plan</li> <li>• System integrator day</li> <li>• Annual business conference</li> </ul>	<p><b>TOOLS</b></p> <ul style="list-style-type: none"> <li>• CHAMP access</li> <li>• Standard operating policies</li> <li>• Performance-based incentives program</li> </ul>
	<p><b>SALES ASSISTANCE</b></p> <ul style="list-style-type: none"> <li>• Sales and demo kits</li> <li>• Proposal assistance</li> <li>• Sales leads</li> <li>• Technical sales consulting</li> </ul>	<p><b>TOOLS</b></p> <ul style="list-style-type: none"> <li>• Estimation tools</li> <li>• Webinars</li> <li>• Point of sales analysis</li> </ul>
	<p><b>TECHNICAL ASSISTANCE</b></p> <ul style="list-style-type: none"> <li>• Pre-sales assistance</li> <li>• Post sales assistance</li> <li>• In-project assistance</li> <li>• Annual technical conference</li> </ul>	<p><b>TOOLS</b></p> <ul style="list-style-type: none"> <li>• Competency: Training portal</li> <li>• Industry packs</li> <li>• VM software toolkit</li> </ul>
	<p><b>MARKETING ASSISTANCE</b></p> <ul style="list-style-type: none"> <li>• Joint marketing events</li> <li>• Honeywell website listing</li> <li>• Case study collaboration</li> </ul>	<p><b>TOOLS</b></p> <ul style="list-style-type: none"> <li>• Trade Show and event kit</li> <li>• Marketing campaigns</li> </ul>
	<p><b>SERVICE &amp; SUPPORT</b></p> <ul style="list-style-type: none"> <li>• Services program</li> <li>• Remote migration</li> <li>• Cybersecurity and network consulting</li> <li>• Remote operations</li> <li>• System health audits</li> <li>• Extended warranties</li> </ul>	



## A STRONG BUSINESS AND TECHNICAL SUPPORT ECOSYSTEM

### BUSINESS COLLABORATION

System integrators are our execution partners. We'll collaborate with you to build a mutual action plan defining joint objectives and a business plan at the outset. Together we'll define goals and the support required to achieve them. Systematic reviews, ongoing discussions, our system integrator days and our annual business conference enable us to exchange ideas and tailor support to meet your needs.

System integrators have direct access to a wealth of technical and training content through our CHAMP partner portal. Our Performance Score Card enables you to see how you measure up and take advantage of performance-based incentives. Standard, transparent processes and policies ensure efficient engagement between system integrators and Honeywell.

### SALES ASSISTANCE

Our experts can help in all critical sales activities, from product positioning and architecture validations to proposal development and post-sales services. The sales assist model helps integrators confidently engage on large project opportunities and ensures correct positioning of all Honeywell solutions. We'll help you find the right solution and the right price to quote with confidence.

Authorized system integrator status gives access to comprehensive sales kits, including estimation tools and discounted demo kits to help sell complex solutions. The Honeywell sales team is always ready to engage on large projects, while our technical solution consultants can help you develop custom solutions to meet end-user needs.

### TECHNICAL ASSISTANCE

We can assist with end-to-end technical support as needed, with pre-sales, sales, in-execution and post-sales services. The CHAMP portal and our annual conference, meanwhile, offer a wealth of information and training on installation, commissioning and other critical tasks.

Ready to use software toolkits and training software are available for your engineering team for a wide range of Honeywell offerings and product updates. We conduct regular classroom training and offer on-demand, anywhere, anytime training modules through our training portal.

### MARKETING ASSISTANCE

Honeywell marketing campaigns are run throughout the year. We share leads with our authorized system integrators to help generate business and win new projects. All integrators are also listed on our partner locator. Partner logo badges and authorized Honeywell partner logos are provided so you can represent your level of partnership with Honeywell.

With events and marketing campaigns throughout the year, we're always ready to help integrators generate leads and grow demand for our offerings. We also work with our partners to promote project successes through case studies published on our website.

### SERVICES AND SUPPORT

Operators everywhere are seeking to address skills shortages, optimize performance, and mitigate safety or cybersecurity risks. Increasingly, they're also looking to take advantage of remote connectivity for remote implementation, maintenance and operations.

Honeywell is focused on serving system integrators over the long-term to strengthen relationships and develop new business to better protect your customers. Integrators have access to our industry-leading service offerings, including our TotalCare service programs and Assurance 360, ensuring optimized performance and a lower cost of ownership from Honeywell technology.

As well as our modular service range, system integrators can draw on extended warranties, product support, lifecycle and insight tools, and our full range of services on demand:

- Remote migration services
- Cybersecurity and network consulting
- Remote operations implementation, including eServer, Remote Engineering Station Server (RESS) and Augmented Remote Operations (ARO)
- System health audits
- Auxiliary software services (including historians and alarm management)
- Implementation

We bring decades of experience and a global presence to ensure you and your customers can get the services you need, when required, wherever you are located.

# THE HONEYWELL ADVANTAGE

Differentiated technology and support to solve complex customer challenges

## COMPREHENSIVE SUPPORT

- Cloud based training 24x7
- Pre-bid to post-bid estimation, engineering and product support
- 24x7 Global Technical Assistance Centre
- Parts assurance from end-users and OEMs
- Discounted demo kits

## EASY TO DO BUSINESS

- Self service model selection and estimation tool
- Direct online ordering from Honeywell
- Local language options

## RISK-FREE SWITCHING

- Hardware design/fitment support
- Application porting services
- End-user acceptance support
- Engineering advice and consultancy

## WIDE PORTFOLIO

- Control and safety systems, remote telemetry, field instruments, gas metering, terminal management, advanced software
- Tightly integrated systems
- Remote solutions
- Industrial cybersecurity

## PRIVILEGED ACCESS

- Marketing and commercial support
- Early access to new product info
- Specially trained resources
- Leverage executive relationships
- Strong Honeywell Brand

## PREMIUM TECHNOLOGY

- Cloud engineering
- Remote monitoring and collaboration
- Cybersecurity
- OPC connectivity incl. Matrikon
- Universal IO/LEAP

Let our advantages be yours. Partnering with us as an authorized System Integrator, you'll benefit from exclusive access to our know-how, international coverage and a dedicated program to take your business to the next level.

Our System Integrator Program offers comprehensive support. Whether it's a new technology or a complex problem, Honeywell's on-hand support helps integrators win and execute projects with confidence. We also provide dedicated project management and

engineering teams, if required, to help smooth transitions to Honeywell's technology from third party solutions.

We believe in making it easy to work with Honeywell. Authorized system integrators can order through our web portal and access estimation tools and sales kits. With direct access to the industry's most comprehensive portfolio of hardware, software and services, you have the flexibility you need to solve the most demanding end-user challenges and win in new markets.

As an authorized integrator, you also gain privileged early access to new product information and development roadmaps to give you greater visibility when bidding and specifying for projects.

Honeywell's technology is a true differentiator in the marketplace. We have a leading brand and track record of giving system integrators a first-mover advantage with advancements in technologies such as cloud engineering, cybersecurity and universal IO.

## BE A CHAMP

The Channel Partner Automation Portal is Honeywell's everyday communications platform for critical, confidential communications with our trusted partners. Based on Salesforce Communities and Honeywell's SF.com customer relationship management solution, it gives system integrators access to a wealth of information and resources to boost their business:

- The latest product information and sales tools
- A comprehensive library of technical documents, specifications, service news, quality and delivery notifications
- Competitive analysis
- Quote tools
- Promotions
- Sales leads and opportunity pipelines
- Training and webinars
- Collaboration tools
- Help request links

Integrators have 24/7 CHAMP access through [www.honeywellprocess.com](http://www.honeywellprocess.com). Information in CHAMP is filtered based on the Honeywell products the system integrator uses.

## BECOME AN AUTHORIZED SYSTEM INTEGRATOR

- CHAMP access
- Sales leads and marketing support
- First-look product development information
- Technical assistance and advice
- Estimation and pricing tools
- Direct ordering
- Training and competency management
- Listing on Honeywell website
- Performance-related incentives
- Additional benefits for Gold and Platinum integrators



# PROGRAM LEVELS

The Honeywell System Integrator Program has three tiers, with integrators evaluated annually using our scorecard. Measuring business performance, development and behaviors, the scorecard determines the program level and benefits enjoyed:

**Honeywell**  
**AUTHORIZED**  
**HPS**  
 INDUSTRIAL  
 SOLUTION PROVIDER

**Authorized system integrators** deliver at least a minimum threshold and demonstrate strong abilities to execute projects with Honeywell offerings. Authorized demonstrate solid performance across each evaluation area and benefits from a wide range of support and assistance.

**Honeywell**  
**GOLD**  
**HPS**  
 INDUSTRIAL  
 SOLUTION PROVIDER

**Gold level integrators** make up 20% of partners and benefit from all Authorized services and support, as well as additional benefits. They are renowned for their strong performance and capabilities and demonstrate the potential to scale their business for large projects.

**Honeywell**  
**PLATINUM**  
**HPS**  
 INDUSTRIAL  
 SOLUTION PROVIDER

**Platinum system integrators** are our top 10% of partners delivering the highest performance and broadest capabilities.



## PLATINUM

### GOLD AND AUTHORIZED BENEFITS PLUS

- Preferred execution partner for HPS projects
- Value-added Global Engineering Services support

## GOLD

### AUTHORIZED BENEFITS PLUS

- Participation in System Integrator days
- 10+ sales & marketing leads
- Co-marketing funds to support value-added sales efforts
- Access to additional verticals (as supported by regional strategy)

## AUTHORIZED

### BUSINESS COLLABORATION

- Mutual action plan
- Joint Business Council
- Annual business conference
- CHAMP access
- Standard operating policies
- Performance-based incentives program

### SALES ASSISTANCE

- Sales & demo kits
- Proposal assistance
- Sales leads
- Technical sales specialists
- Estimation tools
- Webinars
- Point of sales analysis

### TECHNICAL ASSISTANCE

- Pre-sales with technical sales consultant
- Post sales – through the Technical Assistance Center
- In-Project technical assist
- Competency training portal
- Industry packs
- VM software toolkit

### MARKETING ASSISTANCE

- Joint marketing events
- Promotion programs
- Honeywell website listing
- Case-study collaboration
- Trade show and events kit
- Marketing campaigns

### SERVICE & SUPPORT

- Services programs
- Remote migration
- Cybersecurity and network consulting
- Remote operations
- System health audits
- Extended warranties

# WHY HONEYWELL?

The Honeywell brand is one of the world's most recognized and respected. We have a track record of delivery and decades of experience across industries. A culture of innovation in software, systems and connected devices delivers market-leading, cutting edge technology used by sector leaders worldwide. Our broad portfolio of solutions spans industrial measurement, control and safety systems, thermal solutions, terminal automation, analytics, cybersecurity, industrial software and connectivity.

With a global reach, we have a greater, wider presence than any other industrial company, serving customers in more than 125 countries. Across industries, across continents, we help system integrators everyday win business, serve customers more effectively and build their businesses.

Talk to us today about how we can work together to fulfil your objectives.



System Integrator Program participant acknowledges and agrees that the qualification criteria, entitlements, roll-out plans, and other details of the Honeywell System Integrator Program are subject to change at any time at Honeywell's discretion and without notice, unless otherwise noted in a signed agreement between Honeywell and the System Integrator Program participant.

### **For more information**

To learn more about Honeywell's  
System Integrator Program,  
please visit  
[www.HoneywellProcess.com/SystemIntegrator](http://www.HoneywellProcess.com/SystemIntegrator)

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BR-21-13-ENG | 06/21  
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**THE  
FUTURE  
IS  
WHAT  
WE  
MAKE IT**

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**Honeywell**