



Honeywell Scanner Specialist Program Overview

Welcome to the new Scanner Specialist Program, which comprises part of the Honeywell Performance Partner Program. This program was designed for an exclusive group of focused partners to help drive our mutual scanner business forward.

Partner Specialisms: Recognizing Your Depth of Knowledge and Experience

In addition to partner tiers, the Honeywell Performance Partner Program differentiates and recognizes partners by their specialism, i.e., their type of offering to the market. Partners awarded with a specialism demonstrate a relevant depth of knowledge and experience in offering a particular technology or solution. By promoting the specialist capabilities that exist within our partner network, we highlight that our program offers the widest range of partner skill sets and specialties in the industry. Our 2016 partner network offers customers an unparalleled depth of knowledge and experience, backed by the power of Honeywell partnership.

Scanner Specialist Program

The Scanner Specialist category is for partners that excel in the delivery of solutions focusing on scanning for data capture. By recognizing this specialism within the PPP network, we are able to identify and nurture our Scanner Specialist partners' unique strengths and provide additional support and rewards to grow their business.

We are committed to growing our scanner business with you. To prove this, we are investing in a small number of partners to support and reward that growth with benefits including:

- **12% Up-Front Discount on Scanner Products** (cannot be combined with tier discount; can be stacked with PR)
- Priority access to **"A" category leads** and marketing investment to support your growth plans
- Dedicated **Scanner Sales Specialists**
- Exclusive **webinars and newsletters**
- **Demo Discount** on new product introductions (NPI) for first 3 months of availability
- Priority access to **NPI seed units**
- Use of the **Scanner Specialist logo**
- **And many more benefits to support your growth...**



Requirements: Scanner Specialist Program

Honeywell welcomes all eligible partners to apply for the Scanner Specialist Program; however, only the first 50 approved applicants will be accepted into the program. Honeywell will maintain a wait list and if a partner should drop out of the program or be unable to meet the program requirements, subsequent applicants will be added to the program. All requirements must be met in full before specialist benefits are made available.

Requirements and eligibility include:

- Must sign revenue commitment agreement (see terms and conditions)
- Must apply and be approved to the program
- Must have a clear business focus on scanner sales
- Must have a minimum of 5 specialist salespeople dedicated to scanner sales, or 50% of their workforce dedicated to selling scanners
- Must have a collaborative plan in place aligned to scanner sales growth
- Must be able to hands-on demonstrate Honeywell scanner solutions
- Must take and pass specialism accreditation training
- Must maintain an up-to-date Honeywell scanner demo pool

As a Scanner Specialist Partner, we want to reward you for growing your business with Honeywell. We will track your performance and you will receive regular updates so you know how you are doing and are able to meet and exceed your goals. Please see the Terms & Conditions for full details. If you have any questions about the program, please contact your account manager. We look forward to welcoming you to the Scanner Specialist Program.

For more information

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