



CLAIM YOUR REWARDS HONEYWELL OEM CONNECT

Join the rewards program designed to help you grow faster

Honeywell OEM Connect Loyalty Program

Honeywell

HONEYWELL OEM CONNECT LOYALTY PROGRAM

From actuators and sensors to IP controllers, you know that smart, precise components lead to better performance for your equipment – and your business. And we know that when you succeed, we do too.

That's why we want to show our appreciation for your loyalty with rewards that take your success further.

START NOW

Enrolling is simple.

1. Any OEM is eligible
2. Complete the participant agreement
3. Every BMS purchase counts towards your rewards

If you use and resell Honeywell technology in your equipment, there's simply no reason not to enroll.

EARN REWARDS

The rewards you earn are recognition of your business achievements. They're also designed to extend the success of your integrated solutions.

Testing and Certification Funds

Awarded as a percentage of your year-over-year growth revenue to help defray the costs of testing Honeywell components with certification and regulatory bodies (such as UL) as you integrate those components into your equipment.

Market Development Funds (MDF)

Awarded as a percentage of your total revenue for the prior year. Calculated at the beginning of each year and provided to help you develop the market for your solutions that integrate Honeywell components.

RAISE YOUR GAME

As a program member, you earn rewards based on your purchases with Honeywell BMS during each calendar year from January to December (this is the annual program period).

Gold

Annual minimum of US\$3M

Silver

Annual minimum of US\$500K

Bronze

Annual minimum of US\$100K

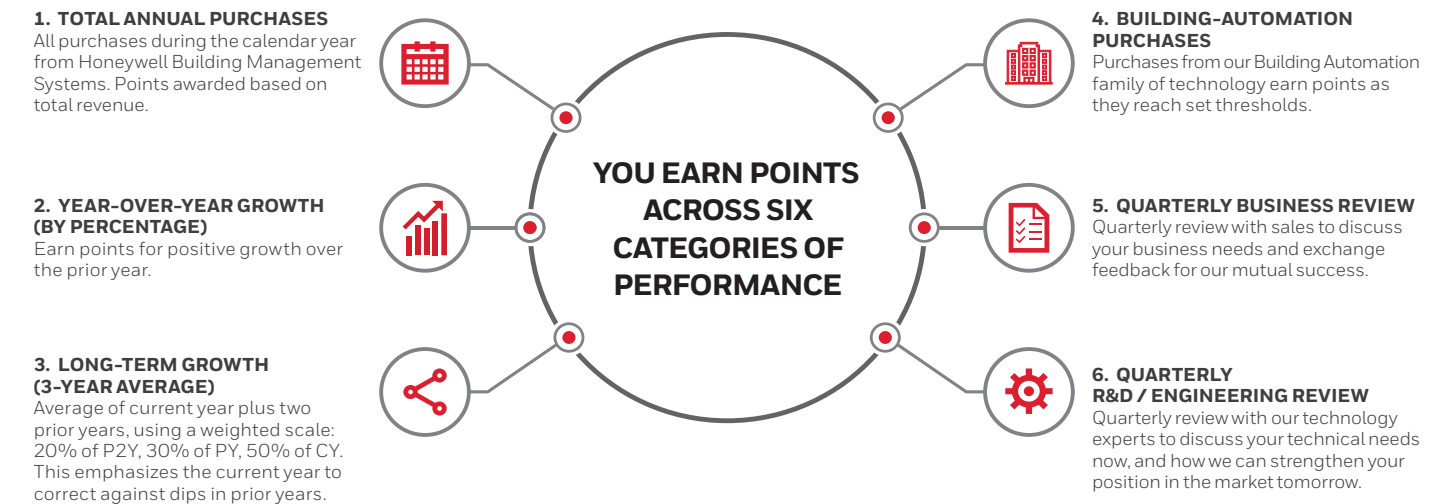
Each status level has its own qualifications and rewards. Once you reach a level, we automatically upgrade your status and rewards: You receive rewards at that level for the remainder of that year, and also for a full annual term in the next year. To retain a status level, its purchase qualification must be met each year.



HOW TO WIN

As soon as you reach a level, you start receiving those rewards.

We also update you quarterly with a scorecard showing your status, and your progress toward the next level. In Q4, we update you monthly so you can take steps to retain your status for the next year, or reach a higher one.



SAMPLE SCORECARD

HONEYWELL OEM CONNECT LOYALTY PROGRAM GOLD SCORECARD – 2020 RESULTS						
			Results	Score	Points	Total Points
1	Total Annual Purchases	5. > \$9.0M 4. \$6.0M to \$8.9M 3. \$4.5M to \$5.9M 2. \$3.0M to \$4.49M 1. < \$3.0M	\$6,800,000	4	5	20
2	YoY Growth	5. > 10% 4. 8% to 9.9% 3. 5% to 7.9% 2. 3% to 4.9% 1. < 3%	9.68%	4	5	20
3	Long-Term Growth (3 Year Average)		3 Yr Growth is			
	Simple average of the past two years plus the current year performance using an associated weighting scale of 20% P2Y, 30% PY, 50% CY to determine the final growth average.		9.71%	3	5	15

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Contact your Honeywell OEM Sales Representative, or complete the participant agreement now to get started:

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Honeywell Building Controls

BuildingControls.Honeywell.com

Product information and cross-reference guides

Customer.Honeywell.com

The Configure, Price, Quote tool (CPQ Select tool)

www.CPQ.Honeywell.com

Honeywell Building Technologies

715 Peachtree St NE

Atlanta, Georgia 30308

buildings.honeywell.com

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**THE
FUTURE
IS
WHAT
WE
MAKE IT**

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