



# Honeywell Integrated Security Project Registration Program

## Program Objectives

Honeywell Integrated Security (HIS) encourages HIS integrators to become expertly trained in the design, installation and maintenance of Honeywell security products and solutions. As the Honeywell experts in the field, our HIS integrators are well established to aggressively pursue and educate their local end-user clients as to the technical superiority of Honeywell products.

In recognition of the important role that our HIS integrators play in specifying Honeywell product into end user installations, Honeywell has established this program to reward such efforts. The HIS Project Registration program offers pricing discounts to any HIS integrator who finds, specifies and is the first to register a project that includes \$20,000 or more of Honeywell Pro-Watch® and/or video systems products. This program rewards HIS integrators who generate demand for new Honeywell business. HIS integrators who meet the criteria of the program may register their opportunity with Honeywell using the online project registration website at [www.honeywellintegrated.com/projectregistration](http://www.honeywellintegrated.com/projectregistration).

## Three Steps to Obtain Project Pricing

1. The HIS integrator finds an opportunity to specify a project worth \$20,000 or more in Honeywell Pro-Watch and/or video systems products. Prior to registration, the HIS integrator must engage decision maker(s), quantify budget and define requirements.
2. The HIS integrator completes and submits a project registration application [www.honeywellintegrated.com/projectregistration](http://www.honeywellintegrated.com/projectregistration). Prior to registering a project, the HIS integrator must show proof of specifying Honeywell Pro-Watch and/or video systems product at an end user location. Proof will be determined at Honeywell's discretion. (Examples: Copy of proposal, system diagrams and CAD drawings)
3. The HIS Project Registration program administrator verifies all information is complete. If the HIS integrator meets the program criteria, the program administrator will provide approval. Honeywell will provide a pricing discount\* to the HIS integrator within 48 business hours after completing project registration.

\* See discount restrictions in Clarifications section

## Specification Criteria

Honeywell product will be considered to have been adequately “specified” by the HIS integrator and eligible for the discount when the specification is written based on Honeywell products or services in one or more of the following formats:

- Products or services are specified showing Honeywell part numbers.
- A functional specification with Honeywell listed as the “Base Bid” or only approved supplier.
- A functional specification that clearly describes Honeywell products and/or features.

### Notes

- *Generic specifications that list multiple approved manufacturers or are considered “boiler plate” will not be considered to have been specified.*
- *Only projects for end users based in the United States and served by HIS integrators based in the United States are eligible to participate in the HIS Project Registration program.*

## Clarifications

- The specification discount will only apply to the Honeywell product specified in the original project. The discount applies to software and/or hardware only. **Software Support Agreements (SSA), and/or training do not qualify for discount.**
- The specification discount is in addition to the pre-approved pricing levels of the HIS integrator program and is **not applicable to an otherwise negotiated discount or any other promotional offers.**
- Only the specifying HIS integrator is entitled to the specification discount and under no circumstances will more than one HIS integrator be entitled to a specification discount for the same project. If the specifying integrator is unsuccessful at obtaining the order, but the project is won by another HIS integrator (alternate), the specifying integrator must notify his Honeywell sales representative. The Honeywell sales representative will verify that the project was successfully closed by an alternate integrator and contact the Honeywell project registration administrator.
- In the event that an alternate HIS integrator wins the project, the specifying HIS integrator is entitled to a credit\* based on the qualifying registered project amount.

It is the responsibility of the specifying HIS integrator to apply for the specification credit within ninety (90) days of the project close date. **\* Credit is issued to the HIS integrator’s Honeywell Pro-Watch account and can be used for Pro-Watch hardware, software or training. The account must be in good standing to qualify.**

- If the project is not fulfilled with Honeywell product for any reason, no specification discount or credit will apply.

## Procedures

In order to receive the specification discount on specified Honeywell product, the participating HIS integrator must adhere to the following procedures:

- The HIS integrator must register the project specification with Honeywell through their Honeywell sales representative or register the project online at [www.honeywellintegrated.com/projectregistration](http://www.honeywellintegrated.com/projectregistration) prior to the bid date.
- The Honeywell Compliance Office will review the registration request for policy compliance. In addition, Honeywell standard compliance will be conducted at this time and HIS integrator's participation will be subject to successful compliance review. If the project is outside the specifying HIS integrator's assigned area(s), The Honeywell sales representative will forward a copy to the affected Honeywell sales representative where the project is located.
- Upon receipt, the project specification information will be recorded and a specification number will be assigned to the project. Verification of the entry will be emailed directly to the registering HIS integrator, with a copy to the Honeywell sales representative.
- When the specifying HIS integrator receives an order for a project with a registered specification, he is entitled to a specification discount. To receive the discount, the HIS integrator must add the registered project specification number to their purchase order and forward it to [HISorders@honeywell.com](mailto:HISorders@honeywell.com). The discount will be automatically applied.

**The specification discount is in addition to the pre-approved pricing levels of the HIS integrator program and is not applicable to an otherwise negotiated discount or any other promotional offers.**

## Terms & Conditions

The following terms and conditions apply to HIS integrators participating in the HIS Project Registration program.

- This program is available to HIS integrators in North America only.
- The HIS integrator must be in good standing with the HIS program and the distributor.
- A \$20,000.00 minimum order value (HIS integrator price at normal discount level) is required to qualify.
- The HIS integrator must submit all registration information required using the HIS Project Registration form at [www.honeywellintegrated.com/projectregistration](http://www.honeywellintegrated.com/projectregistration).
- When registering a project, the HIS integrator agrees that all customer interaction and presales have actually been performed by the HIS integrator and the client is a valid end-user.
- The HIS integrator agrees to purchase and install as much Honeywell Pro-Watch and/or video systems product wherever possible at end user-client location.
- The HIS integrator agrees that Honeywell may contact the end user client specified in

the application for information pertaining to the registered project.

- HIS integrators that have not followed program policies will not be eligible to register future opportunities. Honeywell reserves the right to remove an HIS integrator from the HIS Project Registration program at any time for any cause.
- Once a project is approved by Honeywell, it will be valid for a maximum of 12 months from the date of approval. If the registration expires and the HIS integrator has transacted no business, the HIS integrator has one opportunity to re-register the same account/project for an additional 12 months. Honeywell has the right to approve or deny the re-registration.
- If scope of project changes by 20% or more, (i.e. additional products are added to the project or products are removed from project), Honeywell reserves the right to determine if discount pricing is still available.
- Honeywell retains the right to cancel this program with 6 months of prior notice. All projects registered prior to cancellation will be honored.