

Honeywell | BUILDING TECHNOLOGIES

PARTNER
catalyst
PROGRAM

Eastern Europe
Fire & Security

WELCOME

Let's build the future you want

Buildings impact every moment of every day, and Honeywell Building Technologies is transforming the way every building operates to improve the quality of life of the people who use them. We support buildings of every type from commercial offices, stores and schools to hospitals, airports and arenas.

Our diverse technologies and brands enable us to create holistic solutions, improving virtually every aspect of a building's environment, experience and efficiency. Building data can guide business decisions and help achieve these goals.

We believe our channel partners play an important role in our business. That is why our goal is to support you with tools and services you need to make buildings more than an address.

The catalyst Partner Program

The **catalyst** Partner Program transforms the way we support channel partners. It builds on our belief and supports common growth. It creates a tiered approach to rewards and recognition in order to achieve better results. At the same time it allocates resources to partners who share our belief, and increasingly provide our technologies to customers.

PARTNER **catalyst** PROGRAM



PROGRAM

Our value proposition for you

If you want to be successful and grow in the buildings sector, you need trustworthy expert support. For decades, we have provided channel partners with innovative products for fire protection and security applications. We support our partners to transform the way buildings operate to improve our lives.

Your participation in this program allows you to distinguish yourself as a partner. Our new **catalyst** partner program lifts our support to the next level, especially in a digitized world. It is designed for us to be successful together. The program helps you to:

- Attract existing customers and gain new ones by leveraging Market Development Funds (MDF)
- Simplify business operations and gain new efficiencies with our digital partner portal
- Enjoy concierge-level technical support by getting fast lane support, digital self-service and much more as the programme develops over time
- Turn your customers into innovators and be the first to offer new Honeywell building technologies

Developed for mutual success

The **catalyst** Partner Program consists of Silver, Gold and Platinum membership tiers. The level of your membership is based on performance. Performance measures include your revenue with our products and services, the growth of revenue compared to the prior year and the consistent record of on-time payments that meet the agreed-upon invoice terms. Your performance in these criteria will decide your status and progression towards the next tier.

As you build on your achievements, our level of support increases in the form of account management and reviews at each tier. Additional benefits follow this same route, with growth accelerators including access to MDF, service levels, early access to new products, and more. These benefits differentiate the program tiers and help you sell at prices that deliver the best returns, promote value, drive demand generation, and support high-quality delivery of Honeywell products and solutions in your market.

All requirements and benefits can easily be accessed via the new digital catalyst partner portal. For more information on your specific membership details please see the additional flyer and visit the catalyst partner portal.

SILVER

You meet all the necessary requirements to be a valued Honeywell partner.

GOLD

You have established yourself through your performance and separated yourself from Silver partners.

PLATINUM

You have achieved the highest level of performance to set yourself apart. Over time you can expect your level of support and benefits to grow.



For more information from Fire and PA/VA Solutions

www.hls-austria.com

For more information from Commercial Security

www.security.honeywell.com/ee

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**THE
FUTURE
IS
WHAT
WE
MAKE IT**

Honeywell