Honeywell Integrated Security

Exclusive Partnership

Honeywell

The Honeywell HIS Program

The HIS Program is an exclusive partnership between Honeywell and experienced integrators. It promotes the very best equipment that Honeywell has to offer to the very best customers and end users around the world. That level of service requires very strict evaluations and Technical Audits of the partners that provide our products. With the right investment in key places, a company can be extremely successful as a Honeywell Integrated Security provider. Generally a good candidate for application to the HIS program would have a sales structure, technical staff and facilities built to engage an integrated systems sales environment.

Honeywell encourages a sales driven partnership. Everything from our products, marketing materials, inside and outside sales teams, Roadshows and HIS events are built to increase short-term and long-term growth. The contract between our partners and Honeywell contain the amount of expected sales per year. The agreement also outlines the investments Honeywell is willing to make on behalf of partners to promote their sales.

The HIS program not only requires proficiency in wiring and installing Access Control hardware, but a proficiency with Software Level Integration and at times, programming level adjustments to integrated systems. This point is reinforced by our measure of both the Honeywell Training Certifications and other Professional Software Certifications our dealers acquire. Honeywell understands that Mission Critical end users require their vendors to possess knowledge of not just the products provided, but also the other software and hardware systems that may be adjacent to or integrated to the Honeywell Integrated Security Platform.

The typical sales cycle for a highly integrated system is longer than a typical security sale. So, HIS partners must also have strong project management skills and the infrastructure to support projects that may last 6-12 months between commitments to completion. This also requires adequate test and staging facilities where products can be assembled and tested prior to being deployed. Once designed and after deployed, we also measure our partners' ability to document and professionally draw their installed systems to keep as a record for their customers. All of this is audited and collected in our partners' digital binders for recommendation and lead generation to end users looking for an appropriate custodian to their security.

We value end-user feedback and record customer satisfaction surveys as part of our Dealer Service Certification Program (DSCP).

Honeywell Integrator/Dealer Approach:

Sales	Plan to sell at least 3 New Pro-Watch systems per year, and set goals to sell one per month
Sales	Consider the Blended spend agreements and make sure your pipeline is strong enough to support the commitment
Training	Have technicians be factory certified in Honeywell products AND other Professional Products (Microsoft, Cisco, VMWare)
Customer Satisfaction	Have we done everything possible to satisfy the end user?
Project Management	Have a defined system
Test Facilities	Have the ability to pre-configure the system prior to installation
Engineering Capabilities	Draw and plot the Honeywell systems as they are installed.

Prospective Honeywell Integrators/Dealers:

Make the choice to promote the Honeywell Brand.

We offer many excellent products through distribution today. WinPak®, MAXPRO® and Honeywell Security are all available to most installers around the world. Selling all of these lines as an integrated system will help move your company towards an integrated sales mindset.

Invest in your business.

Creating staging areas, test facilities and investing in training will only make you and your company a stronger partner to your customers. Implementing and training your staff in Project Management systems will streamline the sales process and improve productivity. Send technicians to Honeywell Certified training classes and other Professional classes such as Microsoft Windows Server, VMWare virtualization or Cisco Networking.

Develop integrated solutions.

With security customers wanting more and more efficiency, have a Network Engineer on staff to truly design proper security networks. Train a technician, engineer or developer on database management and start to offer automated database integration between systems. Start to learn how WinPak uses its database to hold and manage the Access Control data and become familiar with how much companies use the same personnel data in many different places. This Data and its security are where Pro-Watch can offer the greatest level of integration beyond our other products. And this is why it is crucial for our partners to have both Hardware and Software installation confidence.

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For more information:

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