

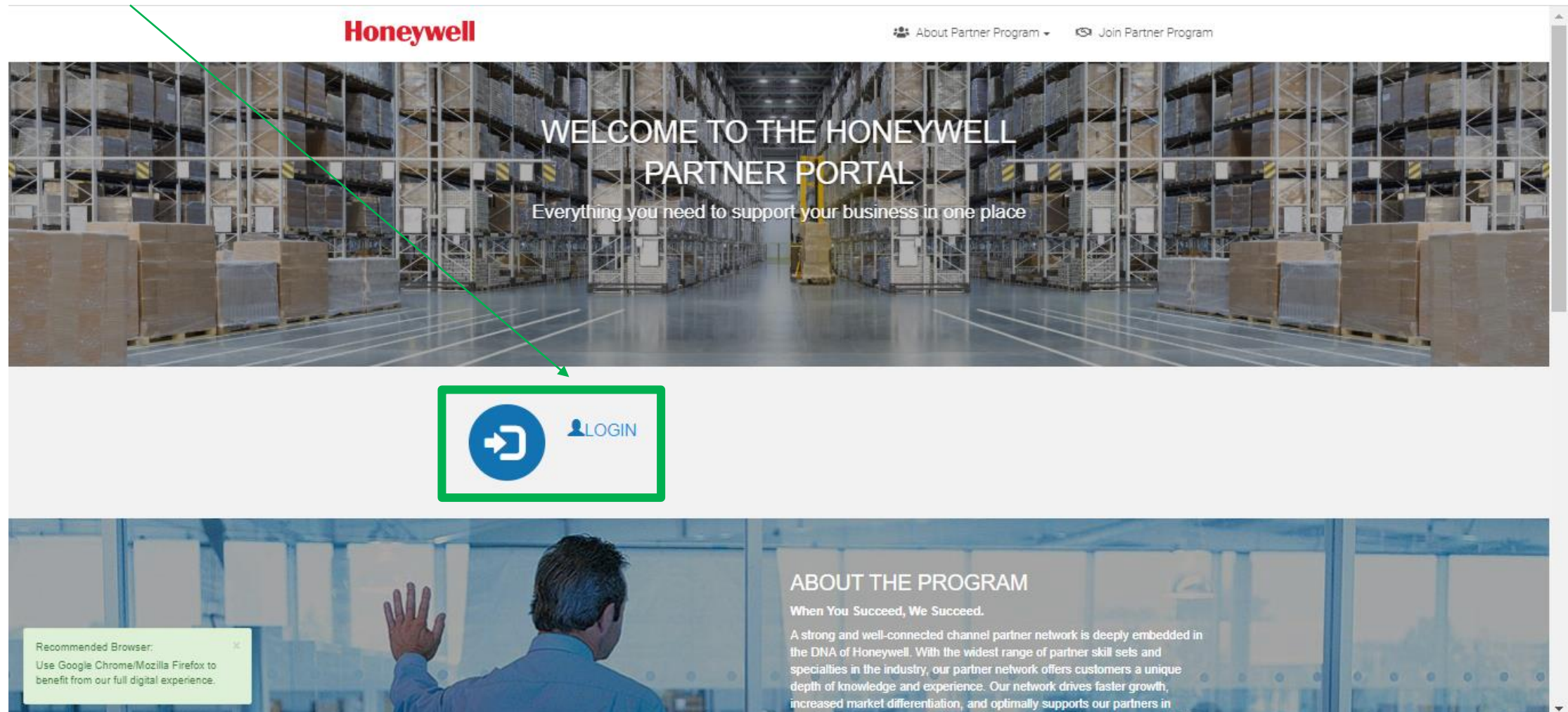


DEAL REGISTRATION IN THE PARTNER PORTAL

Honeywell

HOW TO REGISTER A DEAL

Step 1 – Log in to the Honeywell Partner Portal



The screenshot shows the Honeywell Partner Portal homepage. At the top left is the Honeywell logo. At the top right are links for "About Partner Program" and "Join Partner Program". The main banner features a warehouse background with the text "WELCOME TO THE HONEYWELL PARTNER PORTAL" and "Everything you need to support your business in one place". A green arrow points from the top left towards a "LOGIN" button, which is highlighted with a green border. Below the banner, there is a "Recommended Browser" section and an "ABOUT THE PROGRAM" section.

Honeywell About Partner Program Join Partner Program

WELCOME TO THE HONEYWELL PARTNER PORTAL
Everything you need to support your business in one place

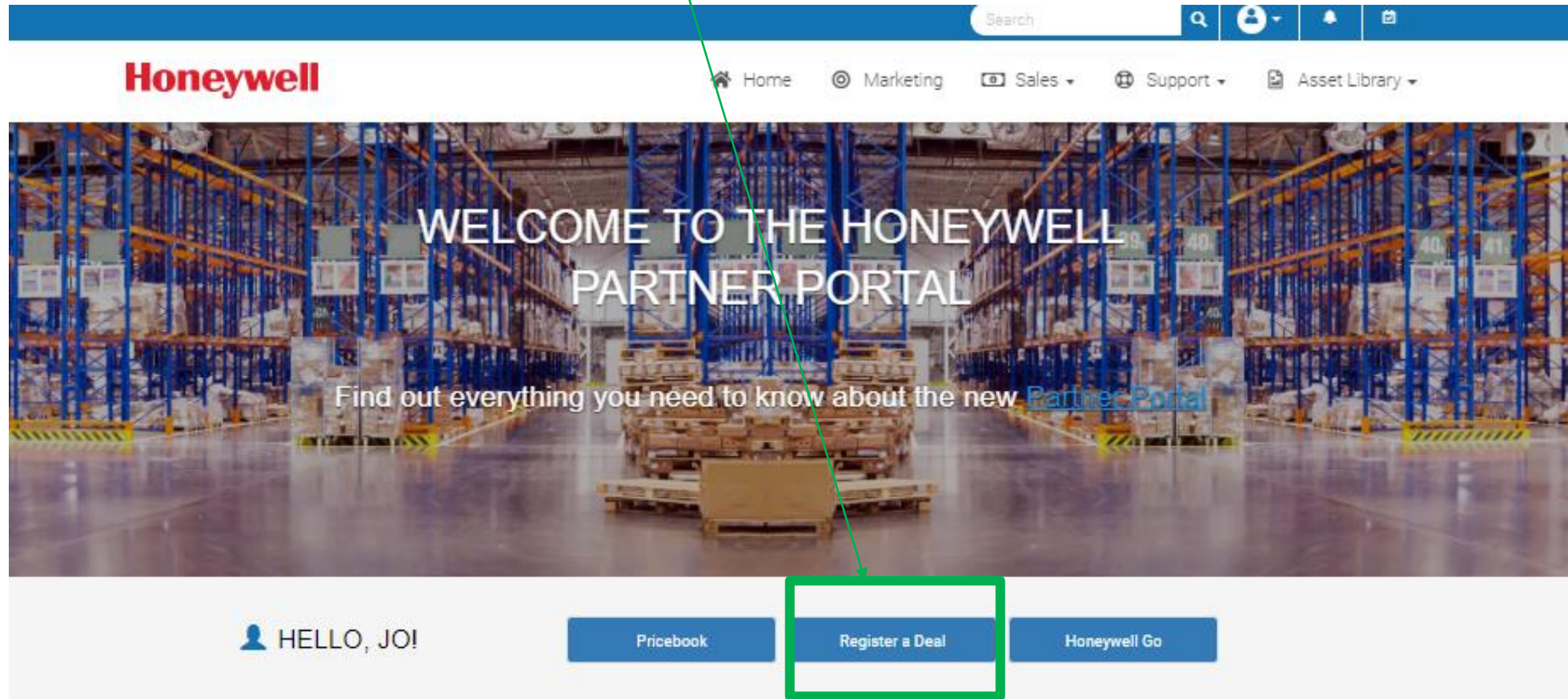
LOGIN

Recommended Browser:
Use Google Chrome/Mozilla Firefox to benefit from our full digital experience.

ABOUT THE PROGRAM
When You Succeed, We Succeed.
A strong and well-connected channel partner network is deeply embedded in the DNA of Honeywell. With the widest range of partner skill sets and specialties in the industry, our partner network offers customers a unique depth of knowledge and experience. Our network drives faster growth, increased market differentiation, and optimally supports our partners in

HOW TO REGISTER A DEAL

Step 2: Select the Register a Deal quick links button



HOW TO REGISTER A DEAL

Step 2.1 – Registering a deal with Project Registration

The default is that you wish to request Project Registration (the box at the top of the form is checked)

Enter the fields (mandatory fields are marked with an asterisk)

Press submit

OPPORTUNITY INFORMATION

Please enter the information for this opportunity.

Request Project Registration?

* Opportunity Name

Honeywell Home Marketing Sales Support Asset Library

PROJECT REGISTRATION INFORMATION

Please enter the information required to review this project for additional Project Registration discount

* Fulfillment Method Indirect	* Preferred Distributor Search By Distributor Account Name
* Expected Close Date	* Expected Ship Date
Timing of Decision Select One	Primary Decision Criteria Select One
* Time worked with End Customer Select One	Software Application Provider Search By Software Application Provider Name
New Software Application Provider	* Will Honeywell Media be attached? Select One
* Services In Project	* Service Amount
* Mobility Products In Project	
* Mobile Printing Products In Project	
* Stationary Printing Products In Project	
* Scanning Products In Project	
Products Outside PR Program In Project	Value of Non-PR Products

* By checking the "I Accept" checkbox, Partner consents, under the Data Protection Act or similar laws, to Honeywell's receipt and internal use of the information. Partner consents to its selected Distributor's receipt of the information. Partner also acknowledges having accepted read and understood the terms and conditions of the Project Registration Policy and requirements of the Performance Partner Program. Partner further understands that these policies may be subjected to modification or termination at any time for any reason, and entirely within the discretion of Honeywell. Honeywell reserves the right to contact the end customer to validate the project information provided. It is your responsibility to advise the customer accordingly. If it is found after approval that you are offering competitive products not previously disclosed, the PR will automatically be revoked.

I Accept

NOTES
Notes are listed below:
Add a Note:

ATTACHMENTS
Attachments are listed below:
Add an Attachment:

HOW TO REGISTER A DEAL

Step 2.2 – Registering a deal without Project Registration.

If you do not require Project Registration uncheck the box at the top of the form

The fields required for PR processing are removed from the form

Enter the fields (mandatory fields are marked with an asterisk)

Press submit.

OPPORTUNITY INFORMATION

Please enter the information for this opportunity.

Request Project Registration?

Honeywell Home Marketing Sales Support Asset Library

REGISTER NEW DEAL
To register a new opportunity, fill out the form below. Fields with an asterisk (*) are required.

OPPORTUNITY INFORMATION
Please enter the information for this opportunity.

Request Project Registration Discount?

* Opportunity Name Estimated Value

* Deployment Environment - Select One - Product Interest

Lead Source - Select One - MDF ID

Describe the current project situation

END USER COMPANY INFORMATION
Please enter the contact's company information for this opportunity.

* Company

* Address

* Country - Select One - State / Province

* City * Zip/Postal Code

END USER CONTACT INFORMATION
Enter end user contact information

* First Name * Last Name

* E-mail Address * Phone

PROJECT REGISTRATION INFORMATION
Please enter the information required to review this project for additional Project Registration discount

* Fulfillment Method - Indirect * Preferred Distributor Search By Distributor Account Name

* Expected Close Date * Expected Ship Date

* By checking the "Accept" checkbox, Partner consents, under the Data Protection Act or similar laws, to

HOW TO REGISTER A DEAL

Step 3: Editing the deal you submitted

Once submitted, you will receive a confirmation email.

You will find the deal on the Deal Dashboard under the Pending tab with a status of Draft

Whilst in the Pending tab, it has not been processed/reviewed/approved

You are able to edit values on the form whilst still in the Pending tab

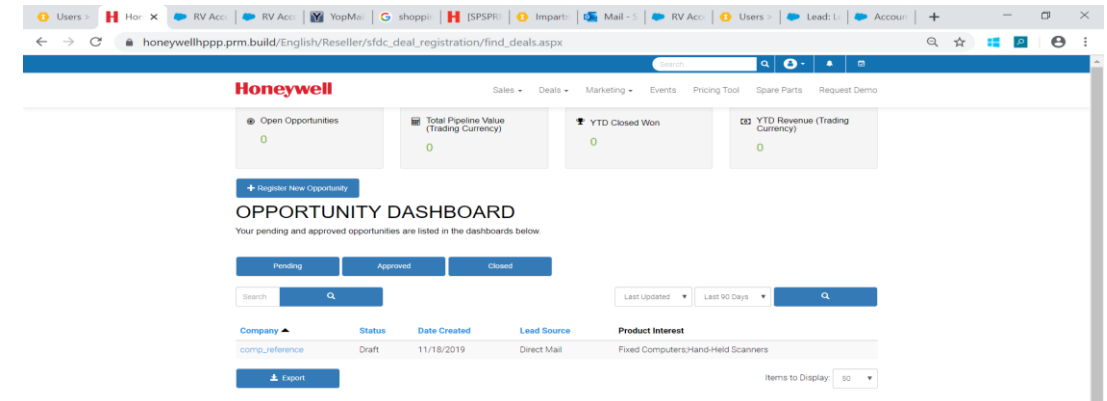
Dear

Your deal registration has been received. It will remain in **Draft status** on the **Pending tab** of your **Deal Dashboard** until we have processed your request. Once submitted for PR approval, it will move to the **Accepted tab**. We will review your request within the next 48 hours. Upon acceptance or denial, you will receive a separate confirmation email and be advised of the **Project Registration ID**, if accepted.

Sincerely,

Honeywell Partner Program Team

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115 Tabor Road, Morris Plains, New Jersey, 07950, United States



The screenshot shows the Honeywell Opportunity Dashboard. At the top, there are four summary cards: Open Opportunities (0), Total Pipeline Value (Trading Currency) (0), YTD Closed Won (0), and YTD Revenue (Trading Currency) (0). Below these is a '+ Register New Opportunity' button. The main section is titled 'OPPORTUNITY DASHBOARD' and includes a sub-header 'Your pending and approved opportunities are listed in the dashboards below'. There are three tabs: 'Pending', 'Approved', and 'Closed', with 'Pending' selected. A search bar and filters for 'Last Updated' and 'Last 90 Days' are present. A table lists opportunities with columns for Company, Status, Date Created, Lead Source, and Product Interest. One row is visible with the following data:

Company	Status	Date Created	Lead Source	Product Interest
comp_reference	Draft	11/18/2019	Direct Mail	Fixed Computers:Hand-Held Scanners

At the bottom, there is a 'Report' button and a 'Items to Display' dropdown set to '50'.

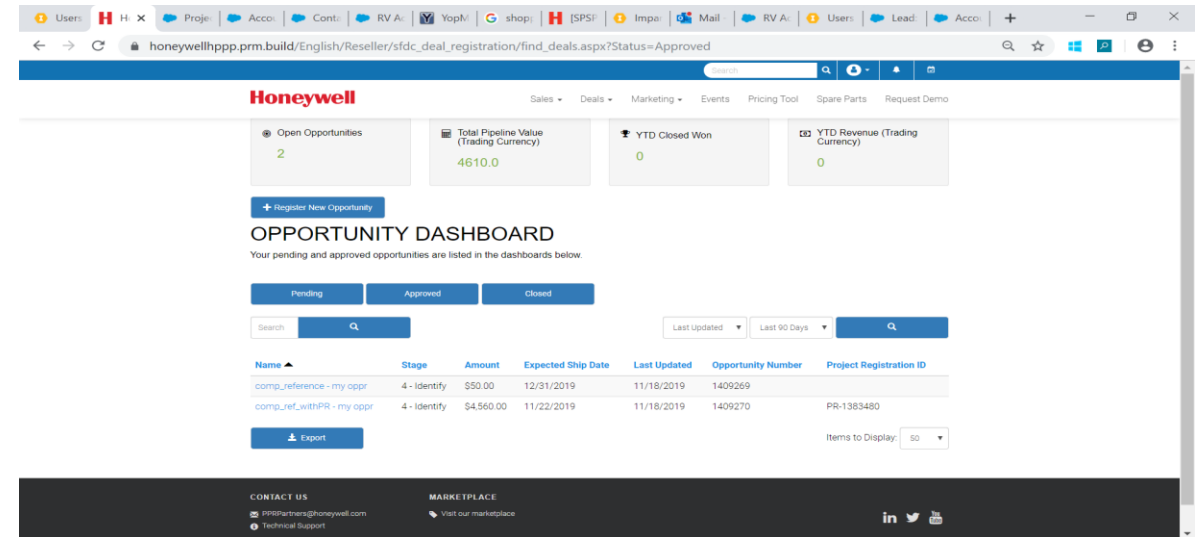
HOW TO REGISTER A DEAL

Step 4: Reviewing the deal

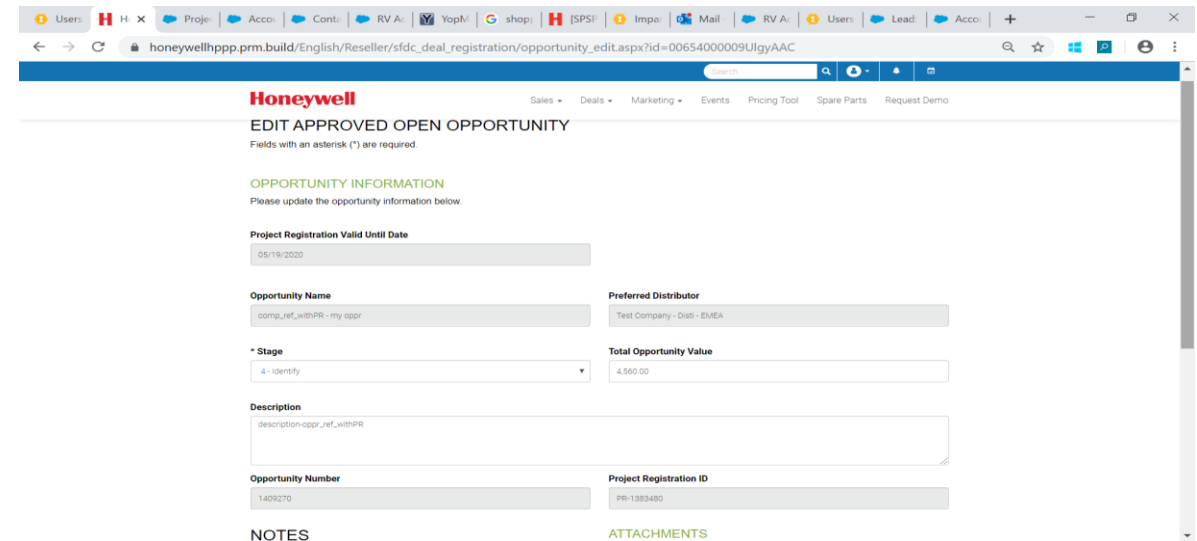
Once reviewed/processed, you will be able to see the deal in the Approved tab of the Deal Dashboard

You are then able to edit certain values, such as stage of project, to progress the deal

As and when PR discount has been approved, you will receive a confirmation email and the PR ID will appear on the Deal Dashboard and on the deal itself



The screenshot shows the Honeywell Opportunity Dashboard. At the top, there are four summary cards: Open Opportunities (2), Total Pipeline Value (4610.0), YTD Closed Won (0), and YTD Revenue (0). Below these is a '+ Register New Opportunity' button and the title 'OPPORTUNITY DASHBOARD'. A note states: 'Your pending and approved opportunities are listed in the dashboards below.' There are three tabs: Pending, Approved, and Closed. A search bar and filters for 'Last Updated' and 'Last 90 Days' are present. A table lists opportunities with columns: Name, Stage, Amount, Expected Ship Date, Last Updated, Opportunity Number, and Project Registration ID. Two rows are visible: 'comp_reference - my oppr' and 'comp_ref_withPR - my oppr'. An 'Export' button and 'Items to Display' dropdown are at the bottom of the table. The footer includes 'CONTACT US' and 'MARKETPLACE' links.



The screenshot shows the 'EDIT APPROVED OPEN OPPORTUNITY' form. It includes a note: 'Fields with an asterisk (*) are required.' The form is titled 'OPPORTUNITY INFORMATION' and asks to 'Please update the opportunity information below.' Fields include: 'Project Registration Valid Until Date' (05/19/2020), 'Opportunity Name' (comp_ref_withPR - my oppr), 'Preferred Distributor' (Test Company - Dist - EMEA), '* Stage' (4 - Identify), 'Total Opportunity Value' (4,560.00), 'Description' (description-opp_ref_withPR), 'Opportunity Number' (1409270), and 'Project Registration ID' (PR-1383480). There are sections for 'NOTES' and 'ATTACHMENTS' at the bottom.

HOW TO RENEW A PROJECT REGISTRATION

One month before the PR is due to expire, you will receive a reminder email and a button will pop up in the deal dashboard, offering you the chance to renew the PR.

Performance Partner Member: **Reseller Hello EMEA**
Opportunity Name: **comp_deal_reg_wPR_3 - my oppr**
Record link: <https://honeywellsps-sf0.cs69.my.salesforce.com/0062D000004lHoL> (Platinum and Gold Partners: Please first login to the SFDC Partner Portal)

Project Registration Approval Number: **PR-1333918**
Valid until: **12/20/2019**

This project registration approval is valid until the date specified above which will be reached in **30** days. If you are aware that final decision on this project will extend beyond this date, please contact your Honeywell Channel Manager, Jo Brookes to discuss renewal of this project registration.

As noted in the Project Registration program document, renewals will be considered with proof of account progress since the time approval was granted.

Thank you for your partnership!

Regards,
Honeywell Project Registration Team

EDIT APPROVED OPEN OPPORTUNITY

Fields with an asterisk (*) are required.

OPPORTUNITY INFORMATION

Please update the opportunity information below.

Opportunity Name	Preferred Distributor
Long description	New total distributor
* Stage	Total Opportunity Value
3 - Qualify / Evaluate	20,000.00
Description	

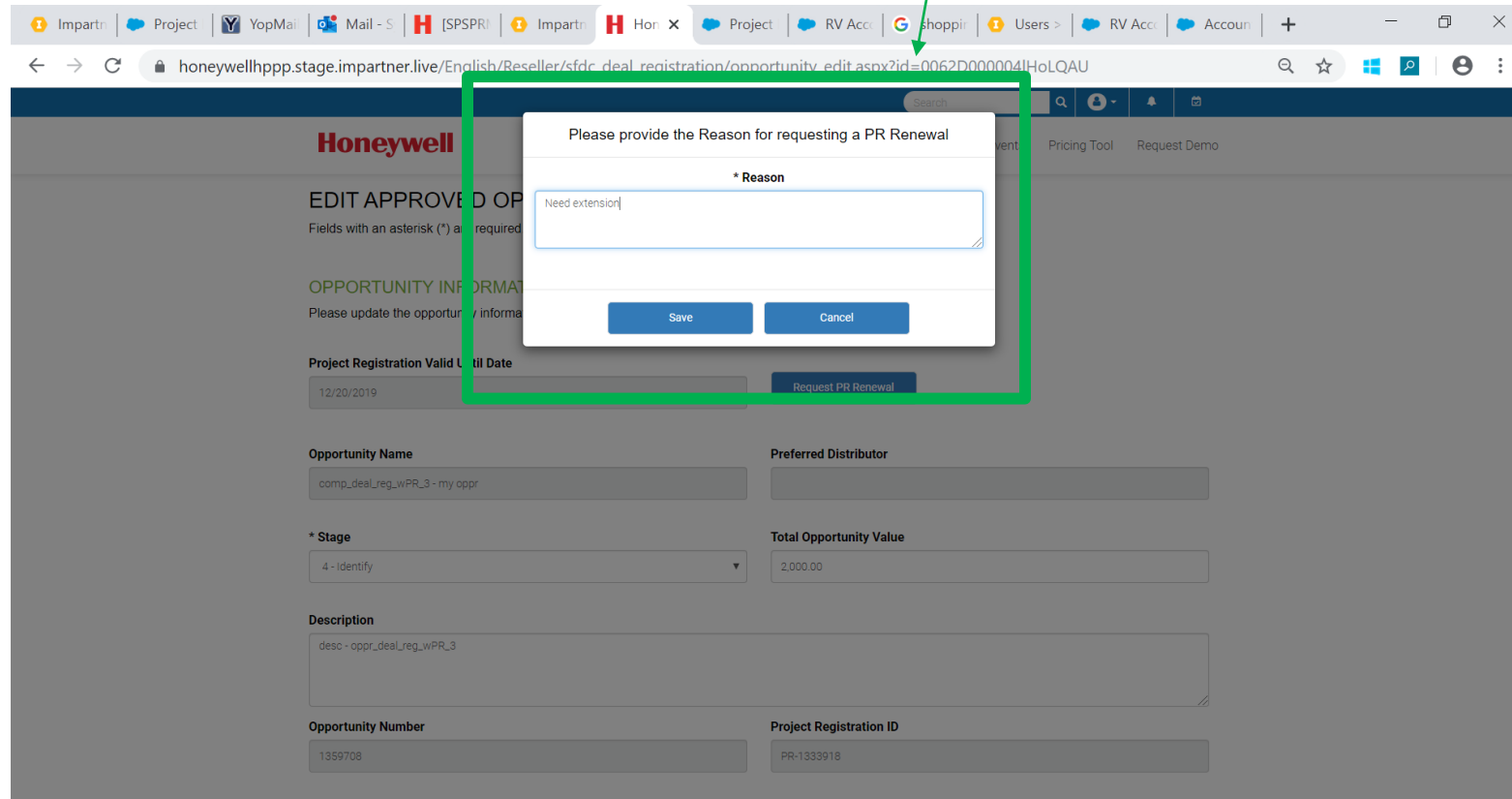
END USER INFORMATION

Please review the opportunity information below.

Name	E-mail Address
Panda,Pandolina	joo@imvagnoprogramming.com
Phone	
8002019226	
END USER COMPANY INFORMATION	
Please enter the contact's company information for this opportunity.	
Company	
Long Description (nc)	
Street Address	
51 Washburn Ln S	
City	State/Province
Lombard	IL
Country	Zip/Postal
United States	60149
PROJECT REGISTRATION INFORMATION	
Please review the opportunity information below.	
Request PR Renewal	
Opportunity Number	Fulfillment Method

HOW TO RENEW A PROJECT REGISTRATION

Select that button and enter a reason for the extension request.



The screenshot shows a web browser window with the URL `honeywellhppp.stage.impartner.live/English/Reseller/sfdc_deal_registration/opportunity_edit.aspx?id=0062D000004IH0LQAU`. The page displays the Honeywell logo and a form for editing an opportunity. A modal dialog titled "Please provide the Reason for requesting a PR Renewal" is open, with a text input field containing "Need extension" and "Save" and "Cancel" buttons. A green box highlights the "Request PR Renewal" button on the page and the modal dialog.

Honeywell

EDIT APPROVED OP
Fields with an asterisk (*) are required

OPPORTUNITY INFORMATION
Please update the opportunity information

Project Registration Valid Until Date
12/20/2019 [Request PR Renewal](#)

Opportunity Name
comp_deal_reg_wPR_3 - my oppr

Preferred Distributor

*** Stage**
4 - Identify

Total Opportunity Value
2,000.00

Description
desc - oppr_deal_reg_wPR_3

Opportunity Number
1359708

Project Registration ID
PR-1333918

HOW TO RENEW A PROJECT REGISTRATION

Once request is submitted, the button disappears and you are notified you have requested renewal. The request will go through the same approval process and the expiry date will be updated if approved.

The screenshot shows a web browser window with the URL `honeywellhppp.stage.impartner.live/English/Reseller/sfdc_deal_registration/opportunity_edit.aspx?id=0062D000004IH0LQAU`. The page title is "EDIT APPROVED OPEN OPPORTUNITY" and it includes a navigation menu with "Sales", "Deals", "Marketing", "Events", "Pricing Tool", and "Request Demo".

The main content area is titled "EDIT APPROVED OPEN OPPORTUNITY" and includes a note: "Fields with an asterisk (*) are required." Below this is the "OPPORTUNITY INFORMATION" section with the instruction "Please update the opportunity information below." The form contains several fields:

- Project Registration Valid Until Date:** A date field showing "12/20/2019" with a message "You've already requested a PR Renewal" overlaid on it. A green box highlights this message, and a green arrow points from the text above to it.
- Opportunity Name:** A text field containing "comp_deal_reg_wPR_3 - my oppr".
- Preferred Distributor:** An empty text field.
- * Stage:** A dropdown menu showing "4 - Identify".
- Total Opportunity Value:** A text field containing "2,000.00".
- Description:** A text area containing "desc - oppr_deal_reg_wPR_3".
- Opportunity Number:** A text field containing "1359708".
- Project Registration ID:** A text field containing "PR-1333918".