



How Honeywell Goes To Market

Honeywell International (www.honeywell.com) is a Fortune 100 diversified technology and manufacturing leader, serving customers worldwide with aerospace products and services; control technologies for buildings, homes and industry; automotive products; turbochargers; and specialty materials. Based in Morris Township, N.J., Honeywell's shares are traded on the New York, London, and Chicago Stock Exchanges.

Headquartered in Minneapolis, Honeywell's Automation and Control Solutions division delivers comfort, energy savings and advanced cost-effective technology for building owners, managers and tenants. Honeywell products are proven in more than ten million buildings worldwide.

Honeywell is:

- 128,000 employees in more than 100 countries
- Among the world's leading patent holders with over 100 patents related to building controls
- The global leader in automation and business solutions for industrial facilities
- Proud to have nearly 50% of its product portfolio linked to energy efficiency
- The inventor of R-410A refrigerant, the new industry standard for today's energy efficient air-conditioning systems

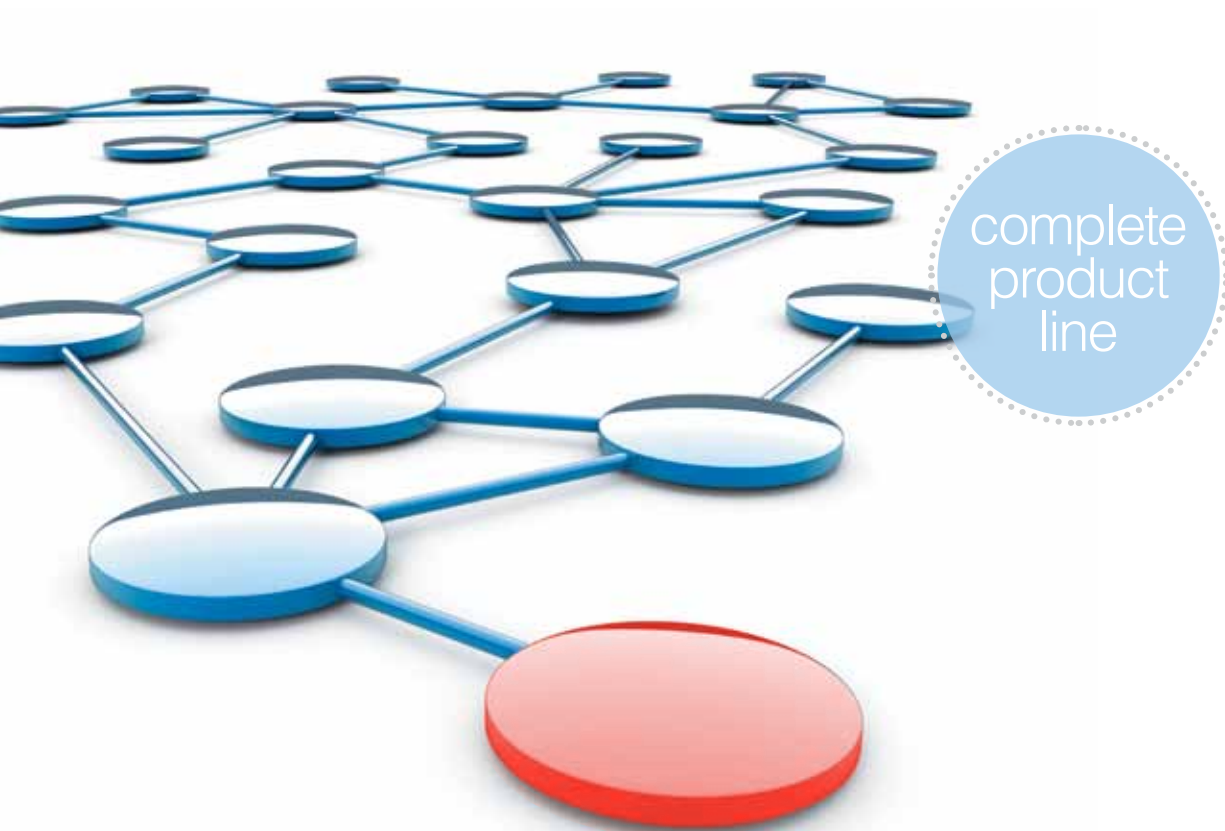
“ By 2012, Honeywell will have reduced its greenhouse gas emissions by 30% and increased its energy efficiency by 20%, both from a 2004 baseline. ”



Channel Distribution

Honeywell distributes its building control products through independent contractor and distributor channels throughout North America, segmented by level of expertise, training and building size/complexity. A network of company-owned branch offices is also available to provide facility solutions directly to building owners.

Utilizing the distributor/contractor channel, Honeywell's building control products are made available to serve engineers and building owners with varying size and complexity needs. As the accompanying chart on page 8 shows, ACI contractors have access and authority to offer Honeywell's complete product line in order to create the best possible solution to meet the needs of each individual customer, with an emphasis on integration in medium, large and multi-location buildings.



Contractor Programs

Honeywell Authorized Controls Integrators (ACI) have access to Honeywell's complete portfolio of commercial buildings products and systems. ACI Contractors are authorized to sell and install Honeywell WEBS-AX systems as well as SymmetrE™ and XL5000 products. The WEBS-AX product line is based on Tridium's Niagara^{AX} Framework®, allowing contractors to integrate multiple protocols for HVAC controls as well as security and lighting integration. Each ACI contractor is required to have two trained and certified employees on staff to support the products and systems they are installing. They are also required to meet minimum annual volume requirements to maintain their ACI status with Honeywell.

Building Control Specialists (BCS) have access to Honeywell's complete portfolio of commercial buildings products and systems. Formerly known as Automation & Control Specialists (ACS), the name was changed to better represent the range of capabilities offered by these contractors, make the market strategy more logical and intuitive, and to better differentiate the Honeywell contractor programs. BCS contractors must meet training requirements by having at least one trained and certified employee on staff to support the products they are installing. They also have a smaller annual volume requirement to maintain their status with Honeywell.

WEBS is a new category added this year, representing BCS-Introductory contractors who have met the training and certified staffing requirements but are still working toward the annual BCS volume requirement. WEBS contractors receive product access, and once they meet the annual volume threshold will be elevated to full BCS status in the following program year.

Honeywell Commercial Automation Contractors (CAC) have access to Honeywell's WebVision™ and WebStat® Controllers. This program is intended for contractors interested in commercial controls and need a Web-based solution for varying commercial equipment types. WebVision and WebStat are appliances built on the Niagara^{AX} Framework®, but Niagara certification is not necessary to sell and install WebVision.

Honeywell Building Solutions (HBS) are the network of corporate-owned Honeywell branch offices that are located throughout the US and Canada. Additional details on their products and services can be found in the chart on page 8.



Honeywell Buildings Product Portfolio

The following chart outlines the contractor program levels and the product offering, training, technical and purchase requirements associated with each level.

	CAC	WEBS	BCS	ACI	HBS
Buildings					
Small	•	•	•	•	
Medium	•	•	•	•	•
Large		•	•	•	•
Multi-Location		•	•	•	•
Product Offerings					
Communicating Thermostats	•	•	•	•	
Commercial Zoning	•	•	•	•	
WebStat®	•	•	•	•	
LCBS (Light Commercial Building Solution)	•	•	•	•	
WebVision™	•	•	•	•	
Spyder®		•	•	•	
WEBS-AX™ Building Automation		•	•	•	
WEBS-AX™ Energy Analytics		•	•	•	
WEBS-AX™ Security		•	•	•	
WEBS-AX™ Compact Security		•	•	•	
WEBS-AX™ Enterprise Security		•	•	•	
SymmetrE™			•	•	
Excel 5000/Excel 5000 Open™			•	•	•
Enterprise Building Integrator™ (EBI)					•
ComfortPoint®					•
Training Requirements					
HVAC Products	•	•	•	•	•
WebVision™ Training	○	○	○	○	
Niagara ^{AX} Certification		•	•	•	
WEBS-AX™ Security Certification		•	•	•	
WEBS-AX™ Compact Security Certification		•	•	•	
Niagara ^{AX} Enterprise Security Certification		•	•	•	
SymmetrE™			•	•	
EBI					•
ComfortPoint® Certification					•
Technical Staff Requirements					
No Minimum	•				
1 trained/certified technician		•	•		
2 or more trained/certified technicians				•	•
Annual License Fees					
No License Fees	•				N/A
Annual WEBS License Fee		•	•		N/A
Annual WEBS License Fee Waived				•	N/A
Purchase Requirements					
No Minimum	•	•			N/A
\$50K in Honeywell commercial control products			•		N/A
\$200K in Honeywell commercial control products				•	N/A

• = Required ○ = Optional, but Highly Recommended