



CHANNEL PARTNER RECOGNITION

(ATR, BGA, D&S)

October 2018

Honeywell
THE POWER OF **CONNECTED**

Recognition Categories

| AWARD CATEGORIES | |
|---|--|
| Award Categories | Award |
| Channel Partner of the Year - Global | Engraved Trophy / Banner / Digital Promotion |
| Regional Channel Partner of the Year - APAC | Engraved Trophy / Banner / Digital Promotion |
| Regional Channel Partner of the Year - EMEA | Engraved Trophy / Banner / Digital Promotion |
| Regional Channel Partner of the Year - AMERICAS | Engraved Trophy / Banner / Digital Promotion |
| Vertical Channel Partner of the Year - D&S | Engraved Trophy / Digital Promotion |
| Vertical Channel Partner of the Year - ATR | Engraved Trophy / Digital Promotion |
| Vertical Channel Partner of the Year - BGA | Engraved Trophy / Digital Promotion |
| Channel Partner of the Year - Dealer - Global | Engraved Trophy / Banner |
| Channel Partner of the Year - Distributor - Global | Engraved Trophy / Banner |
| Channel Partner of the Year - Service Center - Global | Engraved Trophy / Banner |
| 100% Club Winners (tbd) | |
| 100% Awards Club Winners list (<i>Separate tab</i>) | Engraved Plaque |

- Various awards categories for Channel Partners by Vertical, Region, and Globally
- Different levels would receive unique types of trophies (see Trophies slide), Banners and promotion on HON digital channels
- 100% Club (CP's who exceeded 100% of AOP) - TBD
- Regional awards given at regional meetings – global recognition TBD

Recognition Selection Criteria

- Use the five (5) scorecard tenants as criteria for award selection criteria
 - **GROWTH**
 - **Working Capital**
 - **Cost to Serve**
 - **End User Support**
 - **Behaviors**
- The premise is that if these are the metrics that we are using to evaluate the Channel Partner on a regular basis, then these should also be the primary metrics to achieve recognition.
- The 100% Club criteria would be simple linear selection based on achieving or exceeding ones AOP - TBD

Channel Partner Recognition Possibilities

Channel Partner of the Year (x1)

**Regional Channel Partner of the Year (x3)
(Americas / EMEA/ APAC)**

**Vertical Channel Partner of the Year (x3)
(ATR / BGS / D&S)**

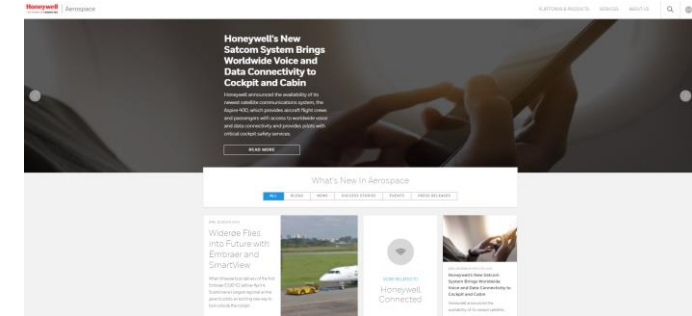
Channel Partner of the Year – Dealer (x1)

Channel Partner of the Year – Distributor (x1)

Channel Partner of the Year – Service Center / MRO (x1)



Banners



Instagram

Digital Promotion