



HONEYWELL **DRH SELLING GUIDE**

January 25, 2021

Honeywell

AGENDA



- DRH Portfolio Introduction
- DRH Strategy & Customer Targets
- DRH Product Solution & Value Proposition
- Customer Engagement Questions
- Sales Resources and Tools

PORTFOLIO OVERVIEW

INTRODUCING DISINFECTANT-READY HOUSINGS FOR GENERAL PURPOSE DEVICES:

As our global community is preparing to get back to work, the need for Disinfectant-Ready housing products extends outside of the healthcare industry to help keep workers

SAFER,
PRODUCTIVE,
and **EFFICIENT:**

Product	Product Name	Vertical Market Application	Availability
	Xenon™ XP Black	Retail, Light Duty DC	July, 2020
	Voyager™ XP Black	Retail	July, 2020
	RP2	Retail, T&L, DC, Healthcare	Q4, 2020
	CT60 XP	Retail, T&L, DC, Healthcare	Q3 2020
	EDA51 Black	Retail, T&L, DC, Healthcare	Q3 2020
	CK65 WLAN FlexRange™	DC, Warehouse, T&L	Q3, 2020
	CT40 XP White	Healthcare, Retail	Q3, 2020
	CT40 XP Black	Retail, T&L, Healthcare	Q3, 2020

DRH Products for our Primary Verticals Coming Throughout H2, 2020

DRH STRATEGY & CUSTOMER TARGETS

DISINFECTANT-READY HOUSING FOR GENERAL PURPOSE OVERVIEW

Targeted Segment

The heightened sensitivity to bacteria and virus transmission is global and spans almost all vertical markets.

The Problem

Organizations are implementing more frequent cleaning processes for their shared IT equipment and using harsher cleaning solutions **that degrade standard plastics.**

The Benefits

Enable organizations to clean their products, reducing the potential for the spread of disease/virus, while maintaining the durability of the product.

The Solution

Offer a broader range of PPR products (in standard colors – black, grey, etc.) with **Disinfectant-Ready Housings “DRH”** for general purpose applications.

DISINFECTANT-READY HOUSINGS

EXISTING

NEW!



CUSTOMER CHALLENGES



<10%

Organizations that have robust cleaning protocols for IT equipment



84

Operators may handle the same device in a 2 week period



Risk

Employee health and safety may be at risk



\$135,000

Potential sick leave pay for 1 device not being properly cleaned

<https://www.infectioncontrolday.com/personal-protective-equipment/workers-risking-injury-not-wearing-ppe>
<https://www.forbes.com/sites/tomspiggle/2020/03/19/what-duties-do-employers-have-to-protect-employees-from-the-coronavirus/#125b99c24faf>

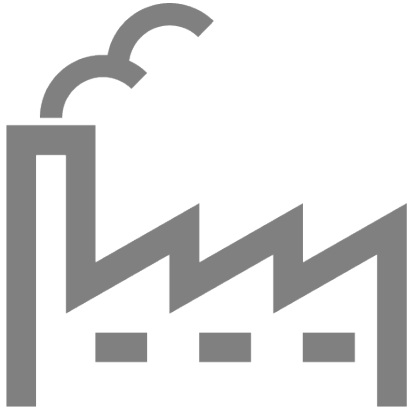
<https://www.advisory.com/daily-briefing/2020/04/29/ppe-supply>

Figures are Honeywell Estimates. 84 people assumes 3 shifts, with one break where a device may be swapped = 6 touches a day x 3 shifts x 14 work days= 84

\$135K = 84 people * 10 days off sick @ \$20/hr x 8 hr shift

Limited Processes, Systems and Equipment For Proper Worker Hygiene & Safety Adds Risk and Increases Operation Costs

CUSTOMER PROFILE – WHO NEEDS DRH?



Company size

- Small/medium sized businesses, with as little as five workers
- Medium to large business with a seasonal workforce
- Large businesses with products that need frequent cleaning on tight budget

Markets

Inside the four walls



Outside the four walls



CUSTOMER TARGETS / MESSAGING

All Other Verticals Retail, W/D, T/L



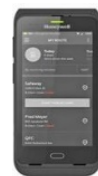
New General Purpose DRH Solutions



Scanning



Printing



Mobility

Customer Targets

- Target any customer who has devices that get frequently shared or touched by multiple people during the day or week
- Any customer or organization that expresses concerns about cleaning products or has new policies for employee health
- Any customer with new cleaning requirements or policies focused on more frequent cleaning



Healthcare Segment

HC Solutions

Customer Targets



Xenon XP
1950/52h



Captuvo™
SL42h



PC23d



EDA51 HC



CT40 HC &
CT40 XP HC

- Target Healthcare customers, professionals and VARs focused on medical and healthcare markets. Position our existing Healthcare product portfolio
- Our HC products are designed specifically for healthcare and include features and software to support healthcare applications and workflows

Honeywell DRH Products are Suitable for a Wide Variety of Markets and Applications

CUSTOMER ENGAGEMENT QUESTIONS

SMALL BUSINESS: CUSTOMER ENGAGEMENT QUESTIONS

- Is your hardware shared amongst multiple employees and/or with your customers?
- Are you implementing more frequent cleaning procedures for your hardware?
- Are your employees and/or customers concerned about the ability to maintain and/or use devices that are frequently cleaned?
- Have noticed your hardware becoming discolored or damaged by frequent cleaning?
- Are you advertising your businesses practices around cleaning and maintaining a clean environment?
- Are you concerned about budget and paying too much for product features you don't need?
- Are you looking for a tool that will enable your staff to work smarter, faster and safer?



TIER 1 ENTERPRISE: CUSTOMER ENGAGEMENT QUESTIONS

- Are you considering new solutions, but want the ability to frequently clean devices without eroding hardware performance?
- Would you be interested in an affordable device that allows you to pick and choose the right set of disinfectant cleaners?
- Does your staff currently use a mobile computer, scanner or mobile printer? If so, are you concerned about lifecycle and frequent cleaning?
- Do you want a DRH solution that seamlessly integrates with Honeywell devices you've already deployed in your business?
- Do you need to support back-to-back shifts with a single device that is capable of being frequently cleaned with harsh solutions?



DRH PRODUCT SOLUTION AND VALUE PROPOSITION

PRODUCTS WITH DRH ARE DIFFERENT THAN STANDARD PRODUCTS

Disinfectant-Ready Housings

- Manufactured with special plastic resin that can be exposed to chemicals
- Designed to be cleaned multiple times per hour with harsh cleaners
- Plastic will not become brittle, break down or become damaged from cleaning
- Can be cleaned by a wide range of cleaning solutions – 34 different solutions have been tested and verified

Standard Plastic Housings

- Are unable to be cleaned regularly with cleaning solutions
- Standard plastics will degrade over time resulting in:
 - **Damaged plastics or broken units**
 - **Discoloration**
 - **Brittle plastics that break easier**
 - **Rough or marred surfaces**
 - **Overall poor appearance**

Honeywell DRH Products Reduce Failures and Avoid Lost Productivity – Saving Customers Money

GENERAL PURPOSE DRH IS A COMPETITIVE ADVANTAGE FOR HONEYWELL

	HONEYWELL	Zebra	Datalogic
Mobility - DRH for General Purpose	✓	✗	✗
Scanners - DRH for General Purpose	✓	✗	✗
Printers - DRH for General Purpose	✓	✗	✗

Excludes Healthcare related offerings

Our Key Competitors Do Not Offer Dedicated DRH Products for General Purpose Applications

DRH SOLUTION OVERVIEW

Disinfectant-Ready Housings for General Purpose Applications

DRH Products

- Plastics that can withstand multiple cleanings per hour with harsh chemicals
- DRH products are available for the most popular models
- Unique Part Numbers have been created for DRH products – listed in price book
- Product labels will contain a new “Water Droplet” logo which indicates product is DRH
- Many products will have White accents added to the plastics or screen to help highlight it as DRH



DRH Products Have Unique Part Numbers, Accents and Label Markings

DRH CLEANERS

DRH Cleaning Solutions and Information

- Use only approved cleaning solutions to wipe down DRH products (see list of 34 cleaners)
- Follow specific cleaning guidelines contained in the product's User Manual for cleaning instructions and limitations
- Consult Honeywell's website for detailed information on cleaning DRH products
- Articles exist on our website with helpful information including:
 - "Honeywell Instructions for Cleaning General Purpose Disinfectant-Ready Housing Devices"
- Note - DRH housing are not anti-microbial and do not kill germs and bacteria

34
Options

- 1) PDI Sani-Cloth AF3 Germicidal Disposable Wipe
- 2) PDI Super Sani-Cloth Germicidal Wipe
- 3) PDI Sani-Cloth Plus Germicidal Disposable Cloth .
- 4) PDI Sani-Cloth HB Sani-Germicidal Disposable Wipe
- 5) Diversey Oxivir Tb Wipes
- 6) Diversey Dimension 256 Neutral Disinfectant Cleaner
- 7) Clorox Formula 409 Glass and surface Cleaner
- 8) Isopropyl Alcohol Wipes 70%(IPA 70)
- 9) Sodium hypochlorite 0.55% (Sani-Cloth Bleach)
- 10) Ethyl alcohol 54%-66v/v + N-propanol 9% -11% v/v
- 11) Medicinal alcohol 75%
- 12) Peracetic Acid Solution 0.2%
- 13) Medical hydrogen peroxide 3%
- 14) Sodium hypochlorite solution 0.05%(500PPM)
- 15) Dimethyl benzyl ammonium chlorides0.14%
- 16) Isopropyl alcohol 55%
- 17) Dimethyl benzyl ammonium chlorides0.125%
- 18) 3%Hydrogen Peroxide and 97% Water solution(3%)
- 19) 10% Bleach (Sodium Hypochlorite 0.55%) and 90%Water Solution*
- 20) Azowipe
- 21) Clorox Dispatch Hospital Cleaner Disinfectant Towels with Bleach
- 22) Clorox Healthcare Bleach Germicidal Wipes
- 23) Clorox Healthcare Hydrogen Peroxide Wipes
- 24) Clorox Healthcare Multi-surface Quat Alcohol Wipes
- 25) Diversey virex II 256 One -Step Disinfectant Cleaner
- 26) Medipal Alcohol Wipes
- 27) PDI Easy Screen *Cleaning Wipe
- 28) PDI Sani-Cloth Bleach Germicidal Disposable Wipe
- 29) Progressive Products Wipes Plus
- 30) Sani Professional Disinfecting Multi-Surface Wipes
- 31) Sani-Hands*instant Hand Sanitizing Wipes
- 32) Sterets Alcowipe
- 33) Veridien Viraguard
- 34) Clorox Healthcare Hydrogen Peroxide Cleaner Disinfectant Wipes

Large Selection of Name Brand Cleaners are Supported

DRH CLEANERS AND GUIDELINES



500+
HOURS

DRH Products Have Passed Rigorous Chemical Testing!

What Customers Can Expect from DRH products

- DRH plastics have passed continuous chemical exposure tests exceeding 500+ hours!
- DRH products can be cleaned multiple times per hour, every day, for more than 5 years!
- In most cases, the environmental performance of the product, including drop and tumble specifications, is the same as the non-DRH version. Consult product datasheets for any stated differences.
- The warranty of the product is the same as the standard, non-DRH version.

DRH Products Can Be Cleaned Multiple Times Per Hour, Every Day!

DRH SCANNING PRODUCTS

Xenon XP & Voyager XP DRH Offering

- Xenon XP DRH products will be available in NA and Europe at launch
- Voyager XP DRH products will be available in NA, Europe and APAC at launch
- Xenon XP & Voyager XP DRH will be available in black housings only
- The DRH versions can be identified in the price book by a “-6” in the Part Number ie. 1950GSR-6-N or 1470G2D-6-R
- Please refer to the price book for a list of available DRH SKUs

Xenon XP DRH
in Black



Xenon XP DRH products will feature a Honeywell brand label on the top of the unit with a white background for easy identification

Voyager XP
DRH in Black



The water droplet logo will be present on the product label

The Standard Version of the Products Without DRH Housings will Remain Available

DRH PRINTER PRODUCT

RP2E DRH OFFERING

- RP2E DRH product will be available in NA and Europe at launch
- RP2E DRH will be available in BLACK housing only
- The DRH versions can be identified in the price book by a “D” in the Part Number i.e. RP2A0000B0D or RP2A00N1B00D
- RP2E DRH will feature a Honeywell brand label on the top of the unit with a white background for easy identification.







White accents will be visible on the DRH version



The water droplet logo will be present on the product label

ALL Non-DRH Versions of these RP2E Products will Remain Available

DRH MOBILITY PRODUCTS

<p>CT60</p> 	<p>EDA51</p> 	<p>CK65</p> 	<p>CT40</p> 
	<p><u>Existing</u></p> <ul style="list-style-type: none"> EDA51 HC (white) 		<p><u>Existing</u></p> <ul style="list-style-type: none"> CT40 HC (white)
<p><u>New SKUs</u></p> <ul style="list-style-type: none"> CT60 XP DRH general purpose (gray) EU, NA Other regions by PCR 	<p><u>New SKUs</u></p> <ul style="list-style-type: none"> EDA51 DRH general purpose (gray) EU, NA, APAC, MERTA 	<p><u>New SKUs</u></p> <p>FlexRange only STD environment only Numeric and alpha EU, NA Other regions/options by PCR</p>	<p><u>New SKUs</u></p> <ul style="list-style-type: none"> CT40 XP DRH general purpose (gray) CT40 DRH general purpose (gray) CT40 XP HC (white) All regions

No Change to Ruggedness or IP Rating if Cleaning Instructions are Followed

SALES TOOLS AND RESOURCES

SALES ENABLEMENT TOOLS

Internal HON Tools	Partner Tools	External Tools
Updated Product Datasheets (Mobility, Scan & Print)	Updated Product Datasheets (Mobility, Scan & Print)	Updated Product Datasheets (Mobility, Scan & Print)
Application photography (post launch)	Application photography (post launch)	Customer presentation
Selling guide presentation	Selling guide presentation	DRH Product Page on HoneywellAIDC.com
DRH General Purpose Product Guide	DRH General Purpose Product Guide	DRH General Purpose Product Guide
Battlecard(s)	Battlecard(s)	
Product descriptions	Product descriptions	Top 5 Reasons to buy
Partner Top 5 Reasons to Sell	Partner Top 5 Reasons to Sell	
SPS University training modules	SPS University training modules	DRH Blog and Cleaning Instructions on AIDC.com
DRH SKUs & Pricing in Price Book	DRH SKUs & Pricing in Price Book	
	Disti Files for New SKUs	

DRH RESOURCES

Marketing Reference Material

Partner Portal: www.productivity.honeywell.com

DRH Product Home: [Disinfectant-Ready Product Landing Page](#)

DRH Cleaning Blog: [DRH Cleaning Guidelines](#)

Services: www.honeywellaidc.com/products/support-services

SPS University Portal: www.sps-university.com

Developer Tools: www.honeywellaidc.com/products/software/developer-library

Mobility Edge: www.honeywellaidc.com/solutions/platforms/mobility-edge

Support: www.support.honeywellaidc.com

THANK YOU