

Glossary for APAC Project Registration Form



FIELD NAME	DEFINITION	MANDATORY
PARTNER INFORMATION		
Honeywell Partner ID	Unique Honeywell Partner ID issued to all Performance Partner Program members. If unknown, please check with your Honeywell Channel Business Manager or enter "99999".	Yes
Partner Company Name	Company Name of partner	Yes
Partner Requestor First Name	First name of person submitting PR	Yes
Partner Requestor Last Name	Last name of person submitting PR	Yes
Partner Requestor Phone	Mobile Phone number of person submitting PR	Yes
Partner Requestor Email	Email address of person submitting PR Note: All emails regarding this PR e.g. PR approval notification, PR rejected notification, expiry alerts will be sent to this email address provided	Yes
END USER INFORMATION		
End User Company	Company name of end user	Yes
Address Line 1	Street address of end user's office Note for ANZ: Please enter the head office address of the customer in the country	Yes
Address Line 2	Street address of end user's office	
City	City of end user's office	Yes

Country	Country of end user's office. Select from drop-down menu.	Yes
State/Province	State/Province of end user's office. Select from drop-down menu.	Yes
Zip/Postal	Zip/Postal code of end user's office	Yes
Phone	Phone number of end user's office	Yes
Vertical Market	Select the most appropriate market that the end user company is in from drop-down menu.	Yes
PROJECT INFORMATION		
Opportunity Name	Recommended format: End user company / Project name / Main products proposed E.g. DHL / NSW Warehouse refresh / CN51_CK3	Yes
Expected Ship Date	Enter the date that the order is expected to ship from Honeywell warehouse in order to meet customer's deployment schedule	Yes
Decision Date	Date that customer is expected to announce which vendor will win the project	Yes
Distributor Fulfillment	Enter the name of the Distributor that you wish to fulfil this project through. Note: The nominated distributor will also receive a notification (without end user information) when your PR has been approved. Please approach your nominated distributor for a quotation when your PR is approved.	Yes
Software Application Provider Company Name	If a third-party software application provider is involved in this project, enter the name here. Otherwise, leave blank	
No Software Application Provider Involved	Check the box if no third-party software application provider is involved in this project	
End User Project Contact	Name and email address of the end user contact person in charge of this project	Yes
Describe Current Situation	Brief description of the project e.g. what are the current issues faced by customer, the type of solutions the customer is looking for, what are the current products/solutions customers are using, what are the key criteria for decision-making by customers	Yes

PLANNED HONEYWELL PRODUCTS		
Mobility Products	Check the box if mobility products are part of the solution	Must select at least one Product Option
Printer Products	Check the box if printer products are part of the solution	
Scanner Products	Check the box if scanner products are part of the solution	
Estimated Total Value of SPS Products & Services	Estimated total opportunity value	Yes
Partner's Planned SPS Products & Services	Enter the proposed part numbers and quantities if available	
What is the Software Solution for this Project?	If a software solution is required, provide a description of the software solution and the name of this software solution and the supplier of this software e.g. customized software created in-house or by third-party ISV, ERP, TE etc.	
ACCOUNT HISTORY		
How long have you worked with End User?	Select from drop-down menu	Yes
BUSINESS CASE FOR PROJECT REGISTRATION		
Competitor Name	Enter name of the competitor e.g. Zebra, Datamax	
Competitive Products, Models and Price	Enter competitor's product models and price	
ACKNOWLEDGEMENT & ACCEPTANCE		
I Accept	Please review the acceptance statement and check box for 'I Accept' if you agree	Yes