

Dealer Certification Program: Gaming

Honeywell

- **Gaming Industry Requirements**

- Video surveillance and security installations in the Gaming industry are consistently the largest and most complex installations of Honeywell's Video Systems products
- Projects require a level of operational sophistication and Gaming commission licensure is unique to the industry
- Honeywell developed a dealer certification program to drive the delivery of product quality, its consistency and to minimize Honeywell support cost of installation

- **Dealer Certification Program Goals**

- Define integrator capability tiers
- Align access to products with training and certification
- Provide valuable benefits to dealers as incentive to participate
- Provide incentive that drives integrator loyalty to Honeywell product

Program Prerequisites

	Gold	Platinum
Discount	56%	58%
Product Availability	All Honeywell Video Systems	All Honeywell Video Product
Product Training		
MaxPro-Net Certification	3 System Technicians	5 System Technicians, or 33% of Technicians
Enterprise NVR Cert	3 System Technicians	5 System Technicians, or 33% of Technicians
MAXPRO VMS Certification	3 System Technicians	5 System Technicians, or 33% of Technicians
Certifications/Business Capability		
CCNA Certification	1 Staff Member	1 Staff Member
MS 2003 Server & SQL 2000 Trained	1 Staff Member	
MCSE Certification		1 Staff Member
MCDBA Certification		1 Staff Member
PMP Certification	1 Staff Member	
CSPM Certification		1 Staff Member
CAD Capabilities	*	1 Staff Member
Testing Facilities		On site facilities or evidence of full time QC organization

*Gold members must have demonstrated access to CAD capabilities

- Product Training prerequisites are defined on a per-site basis
- Certifications/Business Capability will be audited annually by Honeywell personnel

Loyalty Incentive Program

	Gold	Platinum
Loyalty Incentive Program		
Integrator incentive for driving Honeywell Product	Yes	Yes

- The Loyalty Incentive Program rewards integrators for driving the specification of Honeywell’s Video Systems products in the Gaming industry. Rewards are established based on the Honeywell share of overall specifications sold into the Gaming industry and will be measured as a percentage of the participating dealer’s overall video product spend.
- To qualify for the Loyalty Incentive Program, all specifications developed must be registered with Honeywell. Registration includes: project description, expected delivery date, and a copy of the project bid specification
- Honeywell gaming purchase share of dealer’s overall gaming products spend will be calculated on a rolling prior twelve month basis as the dollar value of Honeywell’s Video Systems product purchases for gaming application vs. the total video products dollar spend for gaming application by the dealer in such time frame
 - Between 50% and 70% of total video product spend for gaming application results in a 1% credit on next quarter of Honeywell video product purchases
 - Between 71% and 100% of total video product spend for gaming application results in an additional 2% credit on next quarter of Honeywell video product purchases
- To Validate the share calculation, financial records must be reviewed under Non-Disclosure Agreement by the Honeywell finance team. The Loyalty Incentive Program reward will be provided quarterly in the form of a credit within 30 days of quarter close. Accounts must be current to receive the Loyalty Incentive.
- The credit will be issued to the integrator’s account and can be considered to offset equipment costs, support advertising and promotion campaigns and sales contests, utilized for demo equipment or for any other purpose the integrator chooses. Credit on Honeywell video product purchases will be calculated net of any returns or other credits.

More Information



For more information, contact Honeywell's Video Systems support line at:

1-800-796-2288