

# Commercial Systems



MORE SOLUTIONS TO HELP YOU SELL

## The Honeywell Advantage

**Honeywell**

# Everything you need to sell more systems.



If you're looking to sell more commercial systems, take a look at the advantages Honeywell can offer. From integration-ready controls, sensors, video and access, keypads and security communications to the industry's only commercial-grade wireless, you'll find that our range of solutions for commercial applications are virtually limitless! What's more, you'll enjoy the advantages of the best technical, marketing and support services in the industry and the power of the Honeywell brand.

## Customized Commercial Solutions



Honeywell's systems are so flexible and sophisticated they can be tailored to meet your customer's needs precisely—whether they manage a restaurant, bank, medical office, warehouse, small retail store or a large, industrial or institutional facility.

Everyday, Honeywell systems are installed in:

- |                    |                                  |                                     |
|--------------------|----------------------------------|-------------------------------------|
| Restaurants        | Office Buildings                 | Warehouses and Manufacturing Plants |
| Jewelry Stores     | Strip Malls                      | Schools                             |
| Department Stores  | Medical Offices/Hospitals        | Government/Military                 |
| Convenience Stores | Banks and Financial Institutions |                                     |
| Gas Stations       |                                  |                                     |

# The Honeywell Advantage

Why choose a Honeywell system? Just take a look at the advantages!

## Easy to Install

Honeywell offers three different installation technologies to maximize efficiency and lower your labor costs, including:

### Conventional wiring:

Ideal for retrofits and traditional installations.



### V-Plex Polling Loop Technology:

Honeywell's patented technology that saves time and material costs by providing signal and power on just two wires.

### Wireless:

The industry's only commercial-grade wireless technology provides cleaner, faster installations, extended battery life, exceptional range and the ability to offer protection in areas where running wire is difficult or cost-prohibitive.



## Easy to Upgrade

With Honeywell's scalable systems, your opportunities grow along with your customer's changing needs—letting you sell more by expanding beyond intrusion and integrating CCTV, access control, long range radio and Internet monitoring whenever you need to.



Honeywell's expansion modules and accessories let you configure a system to meet any installation challenge.

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**Integrator:**  
**Eagle Systems & Security, Inc.**  
**Kirkland, WA**



## Historic Shopping District Goes Wireless!

When Gilman Village was looking for an alternative to a hardwired fire solution to protect their historic shopping center, they turned to Eagle Systems and Security. Thanks to Honeywell's 5800 Series Wireless fire system, Eagle was able to provide a solution that cost tens of thousands of dollars less than the traditional hardwired alternative. And since the installer didn't have to damage the walls to connect the wiring, Gilman Village was able to preserve the historic nature of their buildings.



## Your One-Source Solution

**A single-source provider, we offer the ease of one-stop-shopping—the most convenient, economical way to select from an industry-leading, full-service product line.**

### Intrusion and Fire Protection

Honeywell's line of integration-ready commercial products combine the most advanced technology with simple end-user operation—providing your customers with systems that help safeguard their property and employees from crime, fire and other hazards while providing you with easy-to-install products and additional upsell opportunities.

### Video and Access Solutions

Honeywell's high-quality security solutions enable you to seamlessly and inexpensively integrate intrusion with video and access control—providing your customers with more protection while providing you with more selling options.

### Redefining Price and Performance with V-Plex

By utilizing only two wires, Honeywell's patented V-Plex polling loop technology provides point identification on-site and to central monitoring stations, reduces homerun wiring and offers economical expansion of peripheral devices.

With V-Plex, you'll experience:

- Reduced costs, time and labor
- Reduced power consumption
- Fast, accurate identification and response
- Efficiencies that allows you to be more competitive in bidding situations



### Wireless that Means Business

If you've been thinking about ways to build your business, start thinking wireless. Honeywell's rugged, agency listed commercial grade wireless security solutions are the most flexible, convenient and cost-effective in the industry. They provide unmatched coverage, increased battery life and let you quickly and easily install security and fire devices in areas where wiring has previously been impossible, too costly, aesthetically unacceptable or where hazardous materials are present. Our robust solutions can save time, money and—most importantly—lives.



### Easy-to-Use Interfaces

Honeywell offers the widest variety of feature-rich, user-friendly keypads in the industry—making them that much easier for you to sell. Choose from talking keypads, agency listed commercial fire keypads or revolutionary, menu-driven touchscreen interfaces that reduce false alarms and training time.

### Field-Proven Sensors

Honeywell provides a sensor line that's unsurpassed for quality, design and performance. Our field-proven, installation-friendly products truly extend the boundaries of sensor design while providing you with an excellent upsell opportunity.

#### Glassbreak Detectors:

Honeywell manufactures the world's best-selling line of glassbreaks—the ones dealers continually rely on as a first line of defense by helping keep the intruder outside. They provide such a high level of detection and false alarm immunity, they should be used on every job!



#### DUAL TEC® Sensors:

Powerful K-Band technology provides superior detection and fewer false alarms in the most basic commercial to the most robust industrial environments.

#### Wireless Environmental

**Sensors:** Helps reduce customer expenses and losses associated with spoilage and flooding and provide you with greater ability to add value.

#### High-Security Magnetic

**Contacts:** Ideal for banks, vaults, safes and government applications.

#### Request-to-Exit Access

**Control Sensors:** These quick-install sensors are extremely flexible, provide a generous amount of wiring room and guard against tampering.



5821 Wireless Temperature Sensor and Flood Detector

**An Industry First—Simultaneous Temperature and Flood Detection!**

Did you know that Honeywell offers the only wireless sensor products on the market capable of monitoring cold temperature and flood detection simultaneously? Ideal for basements, kitchens, restrooms, freezers and laundry areas, these unique, dual-purpose sensors have a battery life up to 10 years and offer you a tremendous new sales opportunity.



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## Your One-Source Solution

### High Security and Back-up Communications

When you're looking for more than just digital communication, Honeywell's got you covered with the industry's most complete line of products and services for supervised alarm signal transport applications—radio and Internet-based!

**Commercial Fire:** A suite of security communications solutions that meet listings for commercial fire right out of the box, receiving the approval of AHJs nationwide.

**Commercial Burglary:** Meets the demands of High-line security certification.

**Monitoring via the Internet:** All of your commercial customers with a broadband connection can benefit from the industry's most secure, hassle-free Internet monitoring and VoIP solution.



### Client Software

Designed exclusively for commercial end-users, our network-compatible software package lets you provide your customers with a quick and easy service for planning, designing and communicating with Honeywell's control panels.

### Wiring and Cabling

Honeywell's Genesis series offers a full range of commercial-grade wiring and cabling solutions for security, fire, sound, voice and data, video and more.

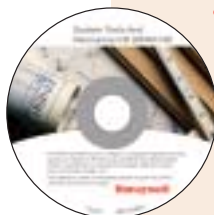
## Marketing Support Services

**Honeywell provides an extensive line of support materials to help you grow your business. Whether using our informative demo kits or our professionally designed end-user brochures or data sheets, we're confident your business will benefit.**

### Electronic Media

Honeywell's award-winning STAR (System Tools and Resources) CD is a comprehensive training and support tool packed with all the information you need to provide your customers with a completely integrated commercial security system, including:

- Product specifications for intrusion, fire, CCTV and access control
- Links to A&E documents, products and system applications, compliance listings, AutoCAD drawings and Honeywell's online resources
- Convenient schematic design tool to help the sales professional and engineer create a simulated security system onscreen
- Customizable PowerPoint™ templates that help you sell every size job.



### Commercial Website

Created exclusively for dealers, installers, consultants, architects and engineers, this site is an invaluable informational resource for Honeywell's entire commercial security product line.

Highlights include:

- Quick links to agency listings and listing cards
- AutoCAD drawings
- VISTA commercial power budget calculator
- Data sheets
- A&E specs
- Battery calculator

Visit us at <http://www.security.honeywell.com/hsce/solutions/commercial/index.html>.



### Customized Collateral

Thanks to Literature XPress, it's never been easier to get your company's name out there. Honeywell's innovative dealer program lets you instantly customize polished, professionally designed marketing materials with your own company logo, address, telephone number and salesperson's name. High quality brochures, sell sheets, posters and door hangers are available. Visit [www.security.honeywell.com/hsce/](http://www.security.honeywell.com/hsce/) and click on Literature XPress to get started.



### Commitment to Quality

Honeywell equipment complies with all ISO-9001 protocols—an internationally recognized standard that defines a quality assurance system.

### Customer and Technical Support

At the heart of our business is our people. Our team of experienced, dedicated customer and technical support specialists are always at your service. Whether your question deals with technology, product selection and compatibility or troubleshooting, they have the solution.

### Partner with a Winner

Make the right choice for the future of your business by partnering with Honeywell. Together, we can win by building a world that's safer and more secure while creating more opportunities for you and your business. To learn more about why we should be your "partner of choice," call us today at 1-800-467-5875.

## Why make Honeywell your partner of choice in commercial security?

- We're committed to you, our security dealers and integrators
- We deliver the newest innovations, technologies and products
- We provide the best technical support in the industry
- We bring you the power of the Honeywell brand



**Honeywell Security & Custom Electronics**

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