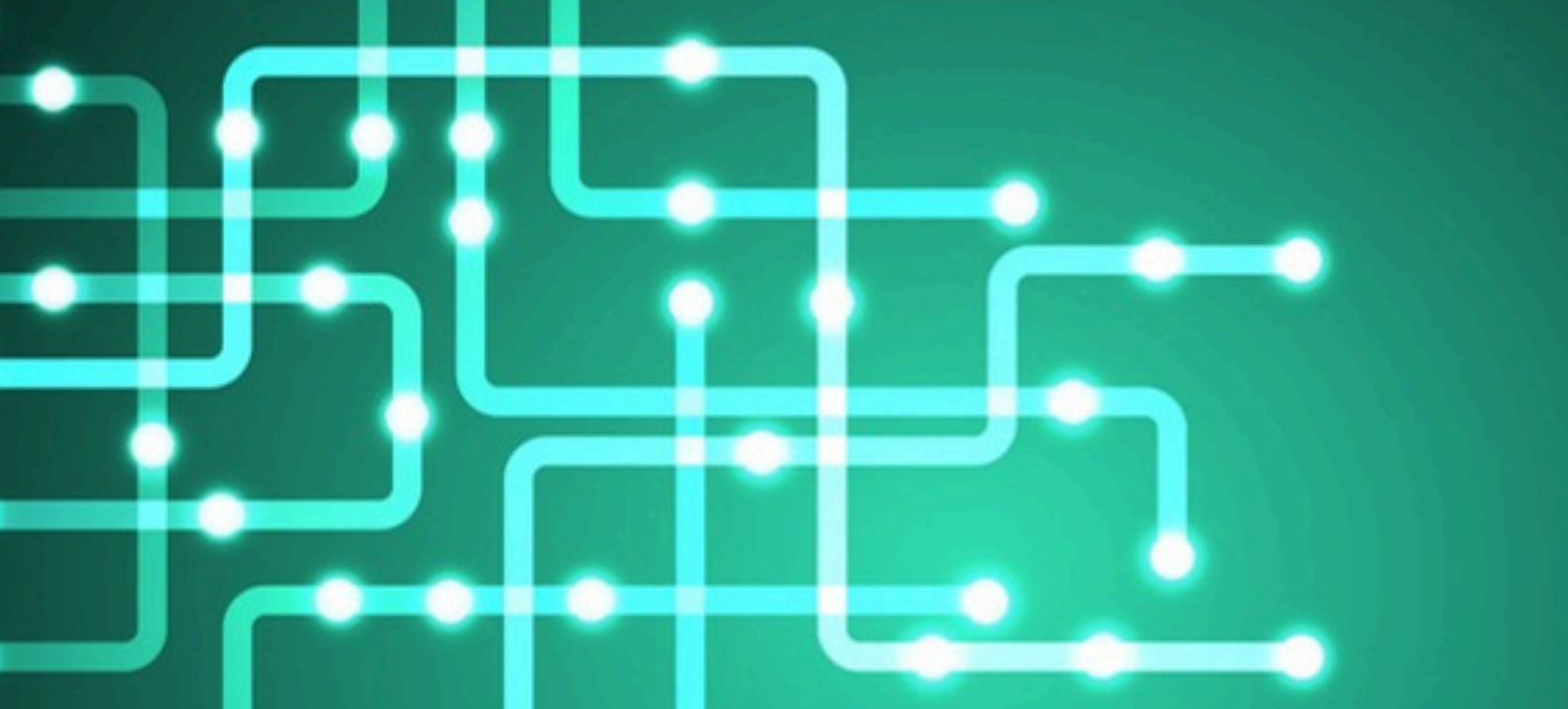




Honeywell Sensing Solutions E-book

A clear overview for engineers and purchasers who work with sensors and products from Honeywell Sensing Solutions

Honeywell



Sensors Are Essential for Any Reliable Application

Those who work with Honeywell Sensing Solutions work with reliable products. However, they also quickly notice that delivery times, minimum order quantities, and item numbers are sometimes more complex than expected. This e-book helps you navigate through this effortlessly.

With over 50 years of experience as a Honeywell Authorised Distributor, we provide you with insight into how the system works and how to order, plan and select smartly. Practical, technical and without surprises. If you still have questions, we are available to help you.

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Honeywell Sensing Solutions & Teleson in Brief

Why Choose Honeywell and Teleson?

For over 100 years, Honeywell has developed reliable sensor technology. What began with the MICROSWITCH™ has grown into a broad portfolio of pressure sensors designed to perform consistently. Solutions tailored for a wide range of applications, from medical equipment to heavy industrial applications.

Teleson Has Been Honeywell's Authorised Distributor Since 1973. This Means:

- Best protection for large installations
- Direct lines to the specialists and factories
- Insight into lead times, inventory levels and assembly plant schedules

Who Is This E-book For?

For anyone who works with or plans to work with Honeywell Sensing Solutions products. We work primarily with engineers and buyers who produce in series. Consider OEMs and machine builders who require an annual recurring demand. Not the occasional market, but rather structural and recurring applications.

Why Does This Matter?

- We build stock based on forecasts with relationships
- We offer delivery terms to match your supply chain requirements
- We monitor trends so you won't face surprises

So rest assured, if you can build on sensors that are always available on time, delivered consistently, and fit for your application.



Delivery Times

Why Honeywell Delivery Times Are Different

Ordering a sensor is simple, but at Honeywell there are things to consider. Honeywell products are produced to order and the standard lead time from factory is on average two months or longer..

For some products, the process can run faster, whilst other sensors sometimes take even longer. An exact lead time is usually quickly established, but can indeed be influenced afterwards.

Delivery times are influenced by:

- Production series in the queue
- Available production capacity
- Transport and customs procedures

What You Can Do to Stay in Control

Working with Call-offs

With call-offs, the forecast is agreed with us and we do not wait for delivery times from the factory. With call-off planning, we hold a revolving stock on time.

Expediting

48 hours after receiving the order confirmation, we can request an expedited delivery from Honeywell. From that moment, the expedited delivery options are investigated.

Escalation

In urgent cases, we provide an escalation request at Honeywell. This good working relationship is reviewed by management and handled with appropriate priority.



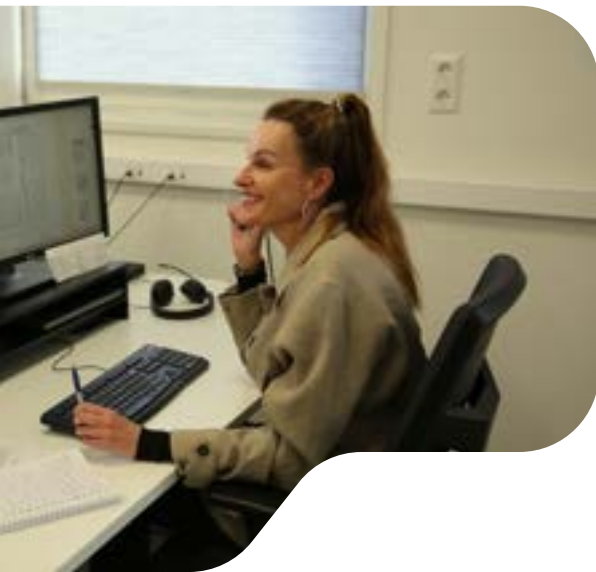
Example Delivery Step by Step

- 1 A customer of ours has ordered 255 MIP pressure transducers.
- 2 The standard delivery time from factory is 16 weeks.
- 3 85 pressure transducers are actually already needed within 12 weeks.
- 4 We send the Honeywell order confirmation 48 hours later with an expedite request.
- 5 Two days later we receive confirmation that delivery will be within 10 weeks.
- 6 We inform the customer and everyone is satisfied.
- 7 We continue to monitor the production status and double-check a few weeks before the promised delivery from Honeywell.





Order Quantities



Minimum Order Quantities (MOQ), Packaging Units (INCR) and Samples

Many engineers come to us with an initial enquiry for a sensor they need in the prototype phase but only require a few units, which appears to be available only with a minimum order quantity. Frustrating, but there are often solutions.

Honeywell works with **minimum order quantities (MOQ)** which differ per product series. Some are 10 units, some 100, and for specific variants even thousands.

How Does Honeywell Handle MOQ, INCR and Samples?

Minimum Order Quantity (MOQ)

The minimum order quantity is set and determined here by Honeywell, not by us as a supplier or discussed over samples. Read on to learn how this works.

Packaging Unit (INCR)

The packaging unit is not the same as the minimum order quantity. The MOQ can be 10 and the INCR can be 1, meaning you can then order 11 units.

Samples

Honeywell offers the possibility to request samples. This is a separate process and is only available when viewed against a larger order with future perspective.



Pricing

Standard Price List from Honeywell

Honeywell has a standard price list with volume discounts. At Honeywell, the rule applies: the larger the volume, the lower the price. Many products have tiered pricing, where the price per unit decreases as the order quantity increases. The tiers vary per product group, sometimes a tier starts at 10 units and sometimes at 100, but there is no universal structure.

Special Pricing: When Does This Come Into Play?

For new business opportunities or recurring volumes, we can request special pricing. Consider for example:

- An annual purchase from €10,000
- For increasing annual quantities
- Special projects with future potential

The exact price varies and depends on, amongst other things, the product series and the order quantity.

Please note! Each request is individually assessed by Honeywell. There is thus no fixed threshold or price guarantee, but we are happy to help assess whether a request is likely to succeed.

What Do Special Prices Include?

- Better prices than in the standard price list
- Validity usually 6 to 12 months
- Tied to the end customer and any tolerances
- Only available via the assigned distributor

Example Calculation (Indicative)





How Does the Process for Special Pricing Work?

- 1 A customer of ours wants to order 1000 HSC pressure sensors.
- 2 Standard unit price at tier 1000 units is €25.00.
- 3 Request for special price of €18.00 submitted to Honeywell.
- 4 Approval received from Honeywell within two weeks. The special price is now locked within Honeywell and tied to the end customer and any tolerances. Honeywell Authorized Distributors are obliged to share Point Of Sales, so this is monitored afterwards.
- 5 Quote from Teleson to the customer.
- 6 When ordering from Honeywell, this must be done in an alternative way to be able to benefit from the special price.

Questions?

Would you like to know whether your project qualifies for special pricing? Please do get in touch. We're happy to think along with you.

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Available Variants

Searching for a Product? How to Prevent Wasted Time and Delays

The Honeywell portfolio is extensive. With thousands of active part numbers, plus customer-specific variants, it's logical that you can get lost in old datasheets, variants, or non-available configurations.

Where It Often Goes Wrong:

- You want an inactive or not yet released part number
- You request a variant for which Honeywell knows better alternatives
- You select based on an outdated datasheet

The Result?

Immediate delay in the search for an integrated solution
Additional work in engineering specification
Discussion with production about feasibility or availability

Active Part Numbers, Inactive Part Numbers and Not Yet Released Part Numbers

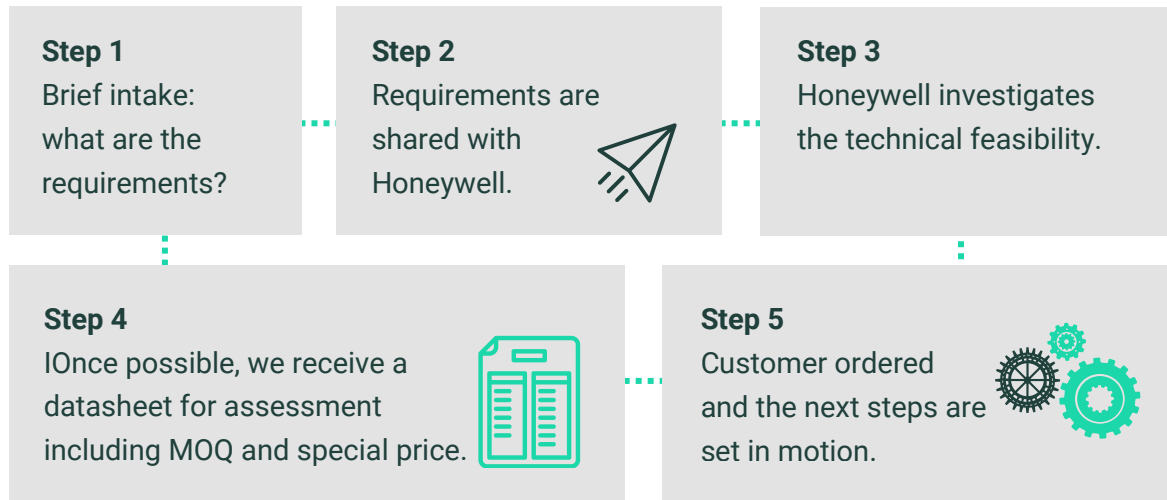
At the time of writing, Honeywell has approximately 15,000 active part numbers in the standard price list. These can simply be ordered under standard conditions.

There are also thousands of part numbers that are inactive. These are variants for which the global demand was minimal and therefore no longer profitable to keep active. Inactive part numbers can only be reactivated, but only if a potential order is large enough. This is assessed on a case-by-case basis.

Finally, there are also millions of possibilities that are not yet released. These are possibilities from datasheets that have not yet been sold. New part numbers are also only possible if a potential order is large enough. This too is assessed on a case-by-case basis.

What Are the Possibilities for Specials (X-listings)?

For applications that do not fall within the standard range, you can start a customisation process with us. At Honeywell this is also known as an X-listing. A customisation project might be needed, for example, for a pressure sensor to achieve optimal accuracy. This is roughly how such a process looks:



How Does the Process Work?

- 1 A medical equipment manufacturer wants an RSC pressure sensor with specially calibrated pressure range. Expected annual quantities are 500 units.
- 2 Request is submitted to Honeywell.
- 3 Honeywell is prepared to make the variant and shares the preliminary datasheet, MOQ and special price.
- 4 We share the information with the customer, so they can make a choice.
- 5 Customer has not yet shown interest but wants samples for test purposes first.
- 6 Honeywell produces samples for test purposes, but only if the customer also agrees to the MOQ and special price.
- 7 After a positive test phase, the customer orders the X-listing based on the MOQ and special price.

Cancellations and Returns



Ordering with Certainty; What You Should Know Beforehand

Honeywell produces its sensors to order. This means: no standard stock and in many cases a direct link between your order and the production planning at the factory. In many cases, the flexibility for cancellations or returns is limited after the order confirmation.

Therefore, it's important to check the part number, quantities and delivery time from the factory carefully before ordering. We're happy to think along with you.

What If Something Goes Wrong?

Cancellations or returns are possible in exceptional cases, depending on the situation and the stage in the process. Some examples:

What IS Possible:

- Cancellation if the original delivery from factory is delayed significantly
- Returning products that are defective on receipt or within warranty
- Returning incorrectly delivered products
- Administrative routes that are reported directly after the order

What Is Generally NOT Possible:

- Changes in forecast or planning
- Delaying an external project
- Choosing a different part number without technical coordination

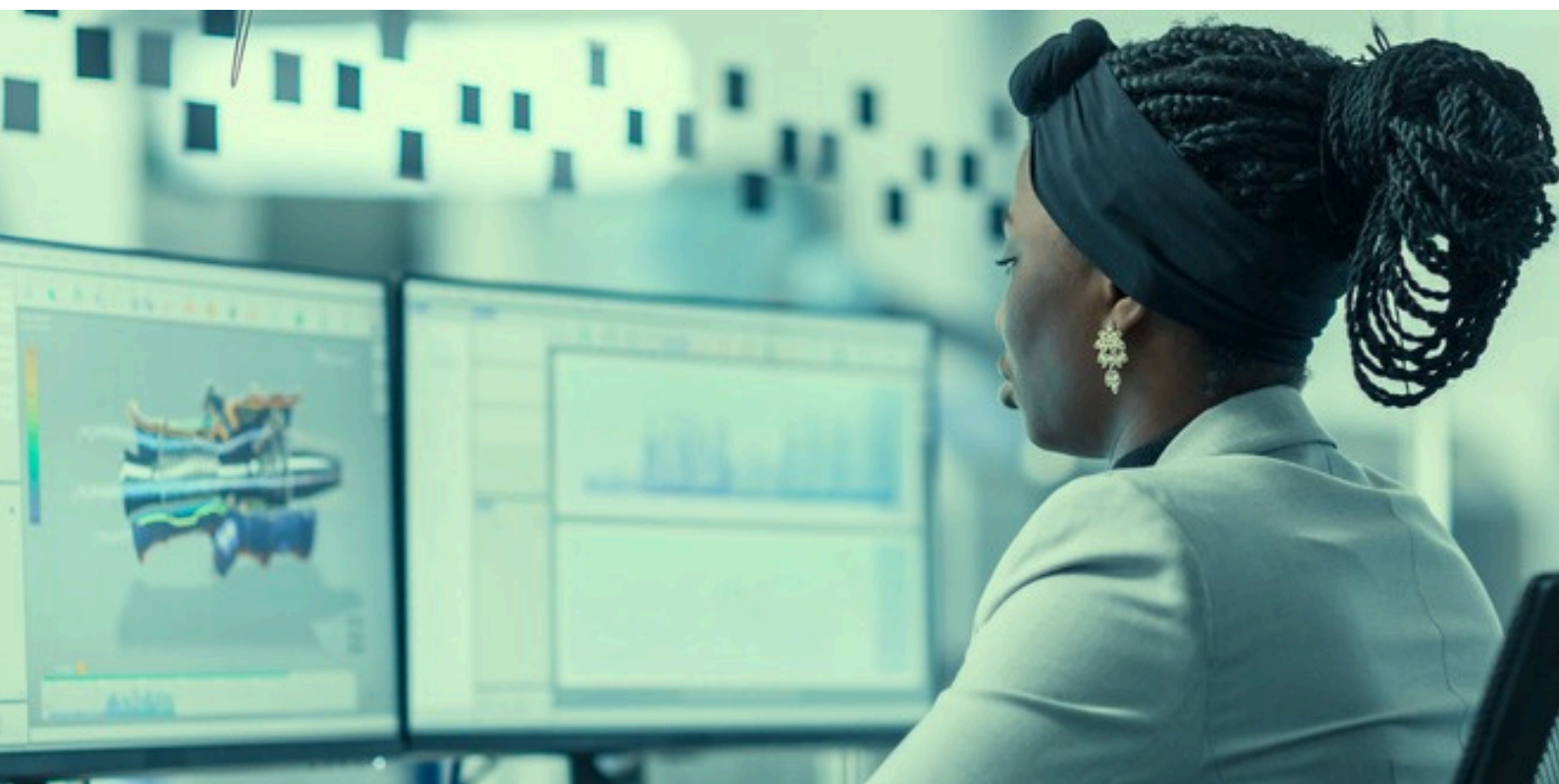
In these cases, the order is already part of a production process and adjustments or cancellations are no longer possible.

Please note: If you contact us in good time, cancellation may still be possible before production starts at the factory in some cases, depending on the order status and production planning. Therefore, always contact us as soon as possible if something changes, so we can look at what is still possible together.



Our tip: order with certainty

Unsure about a part, quantity or delivery time? Take time before submitting your order to contact us. We're happy to help you check part status, expected delivery time and technical specifications. This prevents surprises and unnecessary costs.





Efficient Collaboration with Teleson

The More Complete Your Enquiry, the Better Our Response

At Teleson, we work with a number of fixed questions to process your enquiry quickly and efficiently. This can save us quickly the right advisory solution, a suitable quote, and where necessary, contact with Honeywell for planning or escalation.



Use this short checklist for your enquiry:

- *What do I want to measure or know?*
- *What are the requirements and constraints of the solution?*
- *What quantities do I need in the short term?*
- *When will this ultimately be needed?*
- *What are the quantities on an annual basis?*

We Ensure a Reliable System

Through preliminary work from discussions to agreements, we avoid delays. Whether it's standard deliveries, customisation or technical support. We ensure that you not only have the right sensor, but that your system is truly reliable.

Want to Get Your Enquiry Through Quickly and Smoothly?

Send the answers from the checklist to us or take direct contact with your regular contact point.



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