

“ My goal is to build the best network of control and systems integrators. I am very proud of our contractors integrator network and the Honeywell Solutions they deliver everyday. ”
- Mike Keller

Contractor Programs

Honeywell Authorized Controls Integrators (ACI) have access to Honeywell's complete portfolio of commercial buildings products and systems. ACI Contractors are authorized to sell and install Honeywell WEBS-AX systems as well as SymmetrE™ and XL5000 products. The WEBS-AX product line is based on Tridium's Niagara^{AX} Framework®, allowing contractors to integrate multiple protocols for HVAC controls as well as security and lighting integration. Each ACI contractor is required to have two trained and certified employees on staff to support the products and systems they are installing. They are also required to meet minimum annual volume requirements to maintain their ACI status and product access with Honeywell.

Honeywell Automation & Control Specialists (ACS)/Building Control Specialists (BCS) have access to Honeywell's complete portfolio of commercial buildings products and systems. The ACS contractor name will migrate to Building Control Specialists (BCS) throughout 2010 with the full transition happening in January of 2011. The name change will occur to further differentiate the Honeywell contractor programs and make the go to market strategy more logical and intuitive. ACS contractors also must meet training requirements by having at least one trained and certified employee on staff to support the products they are installing. They also have a smaller annual volume requirement to maintain their status and product access with Honeywell.

Honeywell Commercial Automation Contractors (CAC) have access to Honeywell's WebVision™ Controller, which will be available in the second quarter of 2010. In conjunction with the WebVision launch, Honeywell will launch this new contractor program. It is intended for contractors that are interested in commercial controls and need a Web-based solution for varying commercial equipment types. WebVision is an appliance built on the Niagara^{AX} Framework, however, Niagara certification is not necessary to sell and install WebVision.

Honeywell Building Solutions (HBS) are the network of corporate-owned Honeywell branch offices that are located throughout the US and Canada. Additional details on their products and services can be found in the chart on page 8.



Honeywell Buildings Product Portfolio

	CAC	ACS/BCS	ACI	HBS
Buildings				
Small	•	•	•	
Medium	•	•	•	•
Large		•	•	•
Multi-location			•	•
Product Offerings				
Communicating Thermostats	•	•	•	
Commercial Zoning	•	•	•	
WebStat®	•	•	•	
LCBS (Light Commercial Building Solution)	•	•	•	
WebVison™	•	•	•	
Spyder®		•	•	
Honeywell WEBS-AX™		•	•	
Energy Analytics		•	•	
WEBS-AX™ Security 2.0		•	•	
WEBS-AX Enterprise Security 2.0		•	•	
SymmetrE™		•	•	
Excel 5000/Excel 5000 Open™		•	•	•
Enterprise Building Integrator™ (EBI)				•
ComfortPoint®				•
Training Requirements				
HVAC Products	•	•	•	•
NiagaraAX Certification		•	•	
WEBS-AX™ Security 2.0 Certification		•	•	
NiagaraAX Enterprise Security Certification		•	•	
SymmetrE™		•	•	
EBI				•
ComfortPoint® - Certification				•
Technical Staff Requirements				
No minimum	•			
1 trained/certified technician		•		
2 or more trained/certified technicians			•	•

