Honeywell | Farenhyt™ Series

Date: January 2023 Marketing Bulletin M23.2

To: All Farenhyt Series Distributors

700/800 MHz Portfolio Available Exclusively Through Distribution

Effective March 1, 2023

To provide a more consistent customer experience and leverage our collective strength, we changed the branding of all ERCES-related products (also known as BDA and Fiber DAS) to *Fiplex by Honeywell* with lower pricing on 700/800 MHz, 0.5W to 2W Digital BDAs and BBUs in October 2022.

The 700/800 MHz, 0.5W to 2W ERCES offering covers over 90% of commercial building applications. To provide our Fire Partners easy and simple access to our ERCES portfolio that is used in a majority of projects, we are announcing the below changes effective March 1, 2023:

- 700/800 MHz, 0.5W to 2W ERCES offering (BDA, BBU, Passives including Cable, PCTEL, training tools) will be available exclusively, only through Honeywell Fire key wholesale distributors, starting with ADI and Wesco (formerly Anixter) from March 1,2023. These products have been removed from price lists.
- ERCES iBwave design service will still be offered direct and remain on your price list. All other parts, excluding design, will be removed from your price list
- ESDs requiring portions of the ERCES portfolio not available through distribution (5W BDAs, Fiber DAS, VHF/UHF) for specific projects can work with their Regional Sales Manager to get approval to purchase these parts directly from Fiplex.
- Due to long lead times, RFS parts (cable & connectors) are being discontinued effective January 31 and replaced by Trilogy cable options. NOTE: Any RFS parts backlog remaining on March 1, 2023, will be cancelled.
- New simplified ERCES 700/800MHz BDA Level 1 factory certification training with self-paced modules focused solely on 700/800MHz 0.5-2W BDA systems will be available on My Honeywell Building University (MyHBU) by March 1.
- All new estimates from flexbda.com will show the list price instead of the net price. The discount from the list remains the same at 25% regardless of *catalyst* Partner Program tier level.

Additional ERCES Updates:

New ERCES Sales Team Structure

We have an updated ERCES Sales Team Territory Map effective January 1, 2023, with Jeff DiPeso now leading the ERCES sales team as part of the newly formed Life Safety Services sales team led by Dick Bauer. Please reach out to your local ERCES sales team member if you need any help or have any questions.

We have updated our ERCES Solutions page with new content and a refreshed video to help you support first responders and promote ERCES in your local community. Visit the ERCES Solutions Page.

Price Books have been shared with your designated pricing contact. Please contact your Regional Sales Manager or ERCES Sales Manager with any questions.

We appreciate your continued support of Honeywell and FIPLEX products.

Sincerely,

Mahesh Nanjakla
Offering Management – ERCES Portfolio