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October 2022

ERCES (BDA) Rebranding, Updated Parts & Lower Pricing - Effective **October 3, 2022**

To provide a more consistent customer experience and leverage our collective strength, we are changing the branding of all ERCES-related products (also known as BDA and Fiber DAS) to ***Fiplex by Honeywell***. We are also offering our partners lower pricing on 700/800 MHz, 0.5W to 2W Digital BDAs and BBUs on any new orders placed on or after October 3, 2022. Please reference the new part numbers and new lower pricing on your most current price list.

Key Highlights:

- Rationalized portfolio and SKUs enable better stocking and pricing
- Common Fiplex by Honeywell Product Branding with Part Numbers – HONBDA-xxx
- BBU (Battery Backup Unit) with the option to install a monitor module in the field for FACP integration by ESD

Please contact your Regional Sales Manager or BDA Business Development Manager if you have any additional questions. Updated marketing collateral and images will be shared over the coming weeks.

Below are the current lead times for our ERCES portfolio:

Product Line	Lead Times for New Orders
700/800 BDA	One week
700/800 Fiber DAS	Two weeks
VHF/UHF BDA	Three weeks
VHF/UHF Fiber DAS	Three weeks
BBU (Battery Backup Unit)	One week
Remote Annunciator	One week
Passives	One week (excluding Cable)
Trilogy Cable	Six to Eight weeks

Additional ERCES Updates & Reminders:

New ERCES/BDA Sales Team Structure
We recently announced an updated ERCES/BDA Sales Team Territory Map effective August 1, 2022. We have realigned the ERCES sales team to smaller territories to provide more focus on your local jurisdictions and effectively support your local needs. Please reach out to your local ERCES sales team member if you need any help or have any questions.

Co-Op 2022
BDA training tuition will continue to be covered as part of the 'Training' activities reimbursement of up to 100%. BDA Training Tools will be covered under 'Demo Equipment' reimbursed as follows: up to 50% for Silver Partners, 75% for Gold Partners, and 100% for Platinum Partners.

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Design Transition Promotion
For qualifying ERCES projects using a competitor design: ESDs can transition the design to our portfolio and receive a discount for the BDA design cost on purchasing the BDA equipment for the project. Please refer to the design transition flyer for more details.

NICET BDA Certification Promotion
Are you interested in the new NICET In-Building Public Safety Communications (IB-PSC) certification? Qualifying ESDs can take advantage of our promotion extended for 2022. You can find promo details in the bulletin – discounts, deadlines, products, and more!

New ERCES Video & Solutions Page: Visit the ERCES Solutions Page

Our top priority remains to maintain the best system delivery performance. Thank you for your loyalty and continued support.

Please note the price updates have been shared with your company's Pricing Contact. Please reach out to your RSM with questions.

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