



2019

Dolphin™ CT60

Campaign overview, pricing and marketing support tools

Honeywell
THE POWER OF **CONNECTED**

Partner Concierge

Campaign Assets

Honeywell THE POWER OF CONNECTED | **LOGO** Your Logo Here

LEAVE YOUR COMPETITION

Tired of mobile devices that are too slow and sluggish to run your business – and serving your customers?

Luckily, Honeywell can help – with our new ultra-rugged, high-performance Dolphin™ CT60. This full-touch device features a lightning-fast processor, as fast as the other guys. And as the industry's first enterprise device, it runs quicker and consumes less power, helping your workers get more done.

With the Dolphin CT60 built on Honeywell's new Mobility Edge™ platform, you get the coverage, speed, and the always-on connectivity your workers need. **device that's fast enough to keep pace with the speed of your business.**

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MOBILE INVESTMENT PROTECTION THROUGH ANDROID Q

Dreading your next enterprise mobile device upgrade? Tired of rewriting apps for every platform and device iteration?

Honeywell knows how painful the process can be. That's why we developed the new Mobility Edge™ platform – and the first ultra-rugged, high-performance mobile device on that platform – the Dolphin™ CT60. Validate new apps and updates once, then deploy them everywhere. And take comfort in a device that Honeywell will support through the next four generations of Android™. (Other enterprise solutions can promise only two.)

See how the Dolphin CT60 with Mobility Edge can give your business long-lasting investment protection with a greater ROI and lower TCO.

[LEARN MORE](#)

Multi-touch emails

MEET THE DOLPHIN CT60

Power, Speed, and Connectivity. Forward-Compatible, Future-Proof.

Your Mobile Workers: Connected, Productive, Responsive.

Here's what we're hearing from hundreds of companies. Equipping workers with mobile computing power pays dividends throughout the enterprise. But our voice-of-customer research shows that more and more companies are feeling constrained by the complexities of managing and maintaining inflexible mobile solutions and the endless costs of hardware failure.

What are we doing with these insights? We created the sleek yet ultra-rugged Dolphin™ CT60 mobile computer. With lightning-fast processing and quick, power-efficient memory, you'll be able to run all the apps that are essential to your business.

Built on the Mobility Edge™ platform, the Dolphin CT60 is the first device among a family of mobile solutions built on a common platform that brings simplicity to the deployment of mobile solutions across your enterprise. Faster, with less risk, at lower cost. And better yet, the Dolphin CT60 will offer you mobile investment protection all the way through Android™ Q.

Yes – These are my issues, too. Let's talk.

Please fill out the form for a no-cost session with the Honeywell team.

*First Name:

*Last Name:

*Email Address:

*Company Name:

*Phone Number:

*Country:

By checking the box, you accept the [Honeywell Privacy Terms](#) and agree to receive relevant email updates and offers from Honeywell Safety and Productivity Solutions.

[SIGN UP](#)

Landing Page

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Sales Tools

Honeywell Mobile Computers
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PICK THE RIGHT DEVICE FOR YOUR OPERATIONS

The **Dolphin™ CT60 mobile computer** delivers real-time connectivity and best-in-class data capture capabilities in a highly durable form factor for maximum uptime and productivity.

- Based on the **Mobility Edge™** platform – for faster, easier deployments at lower cost
- Durable, rugged design – ideal for use in many diverse environments (8 ft drop, 1,000 lb mil) tumbles, IP67, -20°C to 50°C operating temperature range)
- OS flexibility – 2.2 GHz Qualcomm® Snapdragon™ 660 octa-core processor enables faster data capture and secure, enhanced worker communications
- Reduced TCO – forward-compatible and future-proof, reducing TCO and minimizing headaches

The **ScanPal™ EDASO enterprise hybrid device** combines reliability, usability, and affordability to provide mobile workers real-time visibility to business-critical information.

- Ability to upgrade to the latest Android™ operating system
- Streamlined design and intuitive end-user interface with enterprise device durability
- Low TCO with purpose-built solutions, hardware, and software


Dolphin CT60 Mobile Computer

The Honeywell Dolphin™ CT60 mobile computer is designed for enterprises that require anywhere, anytime, real-time connectivity to business-critical applications and fast data capture capabilities in a highly durable, long-lasting form factor built for maximum uptime and productivity, out in the field or on the sales floor. Built on the Mobility Edge™ platform, the Dolphin CT60 mobile computer offers an integrated, repairable, and scalable approach based on a common hardware and software platform – unshocking customers from concerns of fast, today around integration and inflexible technologies without sacrificing enterprise security, reliability, performance, or management features.

Juggling multiple devices across the enterprise introduces time- and cost-intensive complexities for Enterprise IT to manage and maintain. The Dolphin CT60 mobile computer, with the Mobility Edge platform, enables customers to accelerate provisioning, certification, and deployment across the enterprise. The Dolphin CT60 mobile computer offers an extended product lifecycle across five generations of Android™ to maximize return on customer investment and provide a lower TCO. And it's validated by Android Enterprise Recommended, a Google-led initiative that helps businesses confidently select, deploy, and manage the Android devices and services best suited to their enterprise needs.

The Dolphin CT60 mobile computer is packed with features to keep workers connected and productive all day long. The industry-leading advanced network connectivity facilitates large file transfers, video streaming, and quick remote access to business applications with enough battery power to last an entire shift. Fast, accurate 1D/2D scanning and data capture is possible even on the most damaged barcodes.

The rugged design withstands accidental drops and falls, yet is ergonomic and lightweight for comfortable, everyday use. A vivid, 1.85 mm (6.7 in.) Corning® Gorilla® Glass touch-resistant display is easily read indoors and out, and can be used with finger, glove, or stylus.



Product Name	Dolphin CT60	ScanPal EDASO
PLATFORM	Feature	Star™ for
OPERATING SYSTEM	Android 7.1.1 (upgradable through Android)	Android 8.0
CPU	2.2 GHz Snapdragon 660 octa-core	Snapdragon
DISPLAY	4.7" ALH1380A72E	5.4" HD 1380
SIZE	180 mm x 62.5 mm x 13 mm (6.7 in x 2.5 in x 0.5 in)	153 mm x 71 mm x 13 mm (6.0 in x 2.8 in x 0.5 in)
WEIGHT	192 g (6.8 oz)	249 g (8.8 oz)
SCANNING	N/A	1D & 2D
OPERATING TEMP	-20°C to 50°C (-4°F to 122°F)	-20°C to 50°C
STORAGE TEMP	-20°C to 70°C (-4°F to 158°F)	-40°C to 70°C
HUMIDITY	5% to 85% non-condensing	5% to 85% a.c.
DROP	Maximum 2 m (6.6 ft) to concrete	Maximum 1.5 m (4.9 ft) to concrete
SHOCK	1,000 G, 6 ms	1,000 G, 6 ms
SEALING	IP67 (NEMA 4)	IP67 (NEMA 4)
BATTERY	3410 mAh	4174 mAh
RUNTIME	12 to 18 hours	14 hours
WIRELESS CAPABILITY	WiFi (802.11a/b/g/n) 4x4 MIMO (2x2 MIMO), 4x4 MIMO (2x2 MIMO), LTE Advanced, LTE, Bluetooth 4.2, NFC, GPS, A-GPS, GLONASS, Galileo,北斗, BeiDou, QoS, IEEE 802.11ac (13.3 Gbps), IEEE 802.11n, IEEE 802.11g, IEEE 802.11b, IEEE 802.11a, IEEE 802.11n-11ac, IEEE 802.11n, IEEE 802.11g, IEEE 802.11b, IEEE 802.11a	WiFi (802.11a/b/g/n) 4x4 MIMO (2x2 MIMO), LTE, Bluetooth 4.2, NFC, GPS, A-GPS, GLONASS, Galileo,北斗, BeiDou, QoS, IEEE 802.11ac (13.3 Gbps), IEEE 802.11n, IEEE 802.11g, IEEE 802.11b, IEEE 802.11a
WIRELESS LAN	IEEE 802.11a/b/g/n, Wi-Fi certified (IEEE 802.11a/b/g/n/11ac) 11a/b/n/nac/11n/ac/11g/11b	IEEE 802.11
WIRELESS PAN	Bluetooth 4.2 BLE supported	Bluetooth 4.1
NFC	Yes	Yes
SENSOR	Accelerometer, Proximity Sensor, Accelerometer, Gyroscope, Magnetometer, Ambient Light Sensor, Barometer, Ambient Light Sensor	Light Sensor
ACCESSORIES	Single-Bay, Quad-Bay, Quad-Bay Charge, Mobile Box, Mobile Charge, USB Charge, Hand Strap, Battery	Single-Bay, Quad-Bay, Mobile Box, Mobile Charge, USB Charge, Hand Strap, Battery

FEATURES & BENEFITS

- Common hardware platform and enterprise lifecycle tools drive an integrated, repairable, scalable approach for accelerated and secure development, deployment, performance management, and lifecycle management.
- Support for five Android generations starting with Android 7.1 (NFC). Additionally, customers using Windows-based operating systems can upgrade to Android without sacrificing reliability, performance, or management features.
- The Dolphin CT60 mobile computer is the first enterprise-grade device with LTE Advanced and carrier aggregation for speeds up to 300 Mbps (through carrier network coverage, speed, antenna, signal strength, and device complexity).
- Advanced 2D image sensors based on data capture on linear and 2D barcodes.
- Optional scan handle for flexibility to work in complex work environments and prevent slip-and-fall incidents to reduce user fatigue.
- Sleek, lightweight, and rugged. Fits easily into a pocket. IP67 and IP67 ratings against dust/water spray; use with third-party protective covers to enhance and 1,000 lb (453 kg) tumbles.

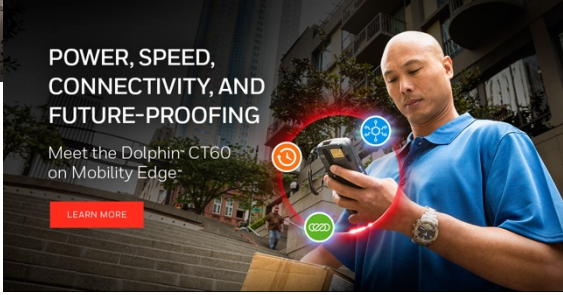
Data Sheets & Sales Tools

Request Your Marketing Campaign >>>



MOBILE INVESTMENT PROTECTION THROUGH ANDROID Q
Meet the Dolphin™ CT60 on Mobility Edge™

LEARN MORE



POWER, SPEED, CONNECTIVITY, AND FUTURE-PROOFING
Meet the Dolphin™ CT60 on Mobility Edge™

LEARN MORE



MOBILE INVESTMENT PROTECTION THROUGH ANDROID R
Meet the Dolphin™ CT60 on Mobility Edge™

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Banner Ads

Campaign Options

Solution Announcement

\$1,995

- Three email blasts to your target list
Each email executed twice to maximize penetration
- Campaign landing page
- Detailed reporting for sales follow-up
- Co-branded collateral
- Program development and management

DIY Marketing

No Cost

- Download campaign assets and collateral
- HTML emails and HTML landing page
- Support collateral and tools

Additional Marketing Tools

Lead Nurturing **\$1,995** *per month*

6 Month program

- Up to 2,500 prospects / leads
- Monthly variable data email blast featuring sales rep name and contact
- Landing page content and graphics
- Monthly telemarketing follow-up
- Detailed reporting and status updates
- Program development and management

Prospect Profiling **\$2,500**

Up to 150 prospects

Campaign Options

Integrated Lead Generation

\$5,995

- 80 Hours telemarketing and lead qualification
- Four email blasts to your target list
- Campaign landing page
- Detailed reporting and daily leads distribution
- Co-branded collateral
- Program development and management

Additional Marketing Tools

Blog Post Copy <i>Up to 400 words</i>	\$350 to \$475
Digital Marketing <i>Up to 7 posts</i>	\$375 to \$595
Database Append <i>Per contact</i>	\$0.40 to \$1.00
New Database <i>Per contact</i>	\$0.25 to \$0.75
SEO and PPC	Starts at \$500

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Marketing Campaign** >>>

Campaign Options

Account Based Marketing

\$8,995

- Targeting up to 300 companies
- Database append with targeted contact names
- 100 Hours telemarketing & lead generation
- LinkedIn posts
- Multi-touch email executions
- Solution focused campaign landing page
- Co-branded video and collateral
- Detailed tracking and reporting
- Program development and management

Additional Marketing Tools

Blog Post Copy <i>Up to 400 words</i>	\$350 to \$475
Digital Marketing <i>Up to 7 posts</i>	\$375 to \$595
Database Append <i>Per contact</i>	\$0.40 to \$1.00
New Database <i>Per contact</i>	\$0.25 to \$0.75
SEO and PPC	Starts at \$500

**Request Your
Marketing Campaign** >>>

10 Steps to Successful Lead Generation

1. Define goals & objectives (*complete PDW*)
2. Define call to action / offer to prospects
3. Review and prioritize prospect database
4. Partner sales review and approval
5. Honeywell CMM/VPM review and approval
6. Sales training and readiness
7. Demo units or supporting collateral (*infographics, white papers*)
8. Campaign tactics and timeline
9. Lead tracking, reporting and feedback to HPC
10. Plan lead nurturing and management activities

Lead Definitions

Phone Appointment

Prospect has agreed to a phone appointment with a sales rep.

Prospects should be contacted by sales professional and nurtured until they are ready to purchase.

A Lead

Leads with a project, budget and a timeline OR a prospect requests a sales rep to contact them with specific information and may not have shared budget or timeline.

Prospects should be contacted by sales professional and nurtured until they are ready to purchase.

B Lead

Leads with a project, may or may not have a budget or defined timeline.

Prospects should be contacted by sales professional and nurtured until they are ready to purchase.

C Lead

Leads with revenue potential in the future. They are interested in receiving information and communication in the next 30 to 90 days. Prospects should be contacted by telesales and nurtured until they transition to an A or B lead.

D Lead

Email click-through, individuals who downloaded a whitepaper or prospects who requested specific information sent to them. Prospects should be contacted by telesales and nurtured until they transition to an A or B lead.



Contact HPC to develop your custom marketing campaign

480.349.9263

Honeywell@PartnerConcierge.com

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