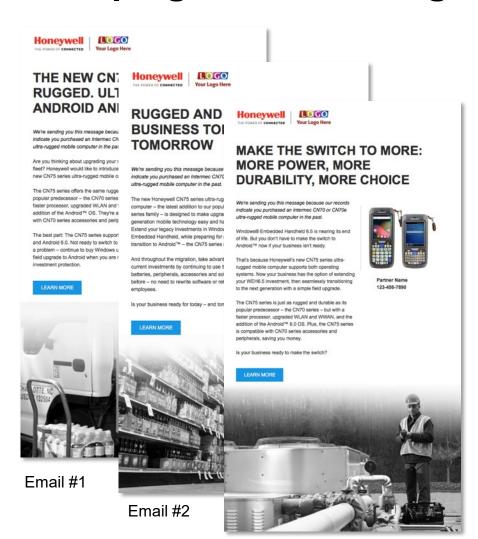
# CN75 CAMPAIGNS

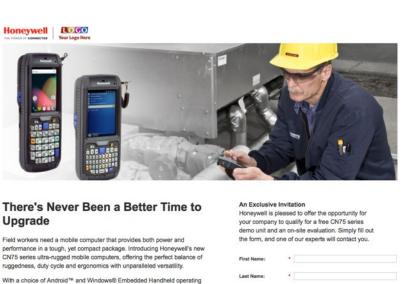
Overview, pricing and marketing support tools



## Campaign Assets – Migration from CN70



Email #3



then seamlessly transition to the next generation with a simple field upgrade when you are ready.

• Flexible: Supports WEH6.5 and Android 6.0 operating systems for flexible application support and future migration

systems, you can continue to benefit from your current WEH6.5 investments.

- Ergonomic Design: Sleek and lightweight, with a faster processor, large keyboard and upgraded WLAN and WWAN
- Rugged: Withstands 2.4 m (8 ft) drops to concrete; IP67 sealing against rain and dust
- Compatible: With CN70 series batteries, accessories and peripherals saving you time and money

For more information, please refer to the CN75 data sheet.

DOWNLOAD NOW



**Landing Pages** 



# **Campaign Assets – Field Mobility**





#### ULTRA-RI Honeywell LOGO **DEMANDI ENVIRON**

Are your current devices rea environments your workers SYSTEMS. they aren't, meet the new Ho

The CN75 is ready for anyth reception. This IP67-rated di concrete from 8 feet and has delivering the industry's high

mobile computer.

And with its flexible radio tec processor, your workers will time data they need to make field and satisfy customers. happier customers - what's





Email #1



#### **ONE ULTRA-R CHOICE OF TV**

Are your field service operations ready to Android™ 6.0? Or, would you prefer to w every last bit of benefit from your investm Windows® Embedded Handheld 6.5?

Now, there's a single mobile computing d you do both. Honeywell's CK75 ultra-rugs computer supports both operating system extend support for WEH, then convert yo devices to the next-generation OS when

Get investment protection in an ultra-rugg leads its class in both durability and ergor



Email #2





#### **FAST, ACCURATE SCANNING IN** ANY LIGHTING CONDITION

Your field workers need to correctly read a barcode even if a package has gotten damaged or dirty while in transit. Manual entries can cause errors and cost

That's why the new CN75 ultra-rugged mobile computer is such an advantage for field service operations. Based on our proven EA30 2D imager, the CN75 delivers fast scan performance and highly accurate scans, even on poor-quality barcodes. This drives greater efficiency in your field mobility workforce, each and every day.

Only the CN75 combines industry-leading ruggedness and reliability with superior scanning performance. Give your field mobility workforce the ultimate device to deliver the best customer service: the new CN75.



123-456-7890



Email #3



#### Introducing the New CN75 Mobile Computer

The Honeywell CN75 and CN75e ultra-rugged mobile computers offer the versatility you demand, providing the choice of a Windows® or Android™ operating system on a single device to meet changing enterprise business demands.

Specifically designed for mobile field service workers who need power and performance in a compact form factor, the Honeywell CN75 mobile computer offers the perfect balance of ruggedness, duty cycle and

#### An Exclusive Invitation

Honeywell is pleased to offer the opportunity for your company to qualify for a free CN75 demo unit and an on-site evaluation. Simply fill out the form, and one of our experts will contact you.

| First Name:             | •        |            |
|-------------------------|----------|------------|
| Last Name:              |          |            |
| Email:                  | •        |            |
| Phone:                  |          |            |
| Company:                |          |            |
| City:                   |          |            |
| Country:                | • Select | <b>;</b> ) |
| roject Timeline:        | • Select | <b>\$</b>  |
|                         | Select   | <b>(</b>   |
| ind-User or<br>eartner: |          |            |

Terms and agree to receive relevant product news, industry research reports, webinar invites and case studies from Honeywell Safety and Productivity

**Landing Pages** 



## **Sales Tools**



CN75 Data Sheet

Request Your
Marketing Campaign



Selecting the OS that best meets your needs. White Paper



Things to consider when using smartphones for data capture.

Application Brief



## **Multi-Touch Campaigns**

### **Multi-Touch Email Marketing**

\$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

#### **Integrated Lead Generation**

\$5,995

- 80 Hours telemarketing and lead qualification
- Three 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**

#### **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



## **Email Marketing Campaigns**

## **DIY Marketing**

**No Cost** 

- Ready to execute co-branded collateral
- HTML emails
- HTML Landing page ready to post on your server
- Support collateral

#### **Product Announcement**

\$895

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

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



## 10 Steps to Successful Lead Generation

- 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 us today to develop your custom marketing campaign

480.349.9263

Honeywell@PartnerConcierge.com

Request Your
Marketing Campaign

