

# DOLPHIN CN80 CAMPAIGNS

Overview, pricing and marketing support tools



# Campaign Assets



## YOUR ANDROID AND 4G TRANSITION PLAN STARTS HERE

The end of support for Windows® Mobile and 3G networks means the 4G transition is well underway. So what's a smart and savvy way to board the 4G train with little disruption? Honeywell suggests upgrading to a mobile solution built on a modern OS, powered by LTE. Not only will this move get you where you need to be, it will allow you to tap into faster speeds, an improved user experience, heightened control over security upgrades and position you to take advantage of benefits from the IoT.

To ease your 4G transition, we recommend a staggered approach with the Dolphin™ CN80. It blends both a keypad and large modern touchscreen allowing you to migrate to a more modern OS and still use the key centric applications of today plus be ready to transition to full touch screen applications in the future. And of course, because the CN80 is built on the Mobility Edge™ platform, and is supported through Android™ R, it offers a repeatable, scalable, approach for deploying and managing mobile solutions across your enterprises, with less risk and less cost

Want to learn more about how migrating to the CN80 can be the key to easier deployments, optimized performance, extended lifecycle and better ROI on your mobile computer investments?

Contact us today.

## Start Your Migration Today

Please complete the form to qualify for a no-cost demonstration of the Dolphin CN80.

\* First Name:

\* Last Name:

\* Business Email:

\* Company:

\* Phone:

\* Country:

\* State:

\* By signing up, you are providing consent for Honeywell International Inc. and its affiliates and subsidiaries (and third parties that distribute our products and other trusted business partners) to send marketing communications. You can withdraw your consent at any time. Please refer to our [Privacy Policy](#) for more details.

[MIGRATE NOW](#)

Landing Page

**Request Your Marketing Campaign** >>>

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**CN80**  
Ease into Android

**MOVE TO ANDROID. KEEP THE KEYPAD**

With Windows® end-of-life officially announced, it's time to start thinkin Android™. Many businesses are adopting a staggered approach – sta support keypad-dependent apps.

The Dolphin™ CN80, built on Honeywell's Mobility Edge™ platform, fe and keys, giving you additional time to write new apps and interfaces b also facilitates the move to full touchscreen; no need to replace the har touch centric operations.

Up to 60 words customization copy here...

**Want to learn more about the Dolphin CN80 or call**  
Partner Name  
123-456-7890

[SHOW ME MORE](#)

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Email #1

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**CN80**  
Keys to an Easy Transition

**TWO WAYS TO ENTER DATA, MORE WAYS TO DRIVE EFFICIENCY**

Let's face it. Some workers using mobile computers are more comfortable using keys. So as technology transitions to touchscreens, you may be hesitant to lose the keypad entirely. Or what if you plan to transition to touchscreen but your application won't be redesigned for some time?

Rest easy. Honeywell's handheld Dolphin™ CN80, built on the Mobility Edge™ platform, brings the best of both worlds. With full touch and keys, employees can work the way they want to.

Up to 60 words customization copy here...

**Click to learn more about Dolphin CN80 or call**  
Partner Name  
123-456-7890

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Email #2

**EASE INTO ANDROID. KEEP THE KEYPAD. GET SUPPORT THROUGH ANDROID R.**  
The Dolphin™ CN80

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[TRY TODAY](#)

Banner Ads





# Sales Tools

**Honeywell**

**Dolphin CN80 Computer - Configuration Guide**

CN80 N6603E R Extended Range - 4G WWAN

GLOBAL

4GB 4G LTE / GPS Wi-Fi BT Non-Incendive

**CN80 Numeric Android Nougat 7.1.1 - 4G WWAN**

CN80-LL1N-SEC10x CN80 Numeric Android 7.1.1, WWAN/GPS, 2x2 MIMO 802.11 a/b/g/n/ac/r/n/xt, 10/20/30 Image SR, 16GB/32GB, 4GB/8/20GB Memory, 13MP Camera, BT 5.0, NFC, Zigbee 3.0, Battery 5,800 mAh

CN80-LL1N-SEC11x CN80 Numeric Android 7.1.1, WWAN/GPS, 2x2 MIMO 802.11 a/b/g/n/ac/r/n/xt, 10/20/30 Image SR, 16GB/32GB, 4GB/8/20GB Memory, 13MP Camera, BT 5.0, NFC, Zigbee 3.0, Battery 5,800 mAh, Non-Incendive (NE)

**CN80 QWERTY Android Nougat 7.1.1 - 4G WWAN**

CN80-LL1N-SEC10x CN80 QWERTY Android 7.1.1, WWAN/GPS, 2x2 MIMO 802.11 a/b/g/n/ac/r/n/xt, 10/20/30 Image SR, 16GB/32GB, 4GB/8/20GB Memory, 13MP Camera, BT 5.0, NFC, Zigbee 3.0, Battery 5,800 mAh

CN80-LL1N-SEC11x CN80 QWERTY Android 7.1.1, WWAN/GPS, 2x2 MIMO 802.11 a/b/g/n/ac/r/n/xt, 10/20/30 Image SR, 16GB/32GB, 4GB/8/20GB Memory, 13MP Camera, BT 5.0, NFC, Zigbee 3.0, Battery 5,800 mAh, Non-Incendive (NE)

(Note: x = Domain, select appropriate Domain from Configuration Map on page 6)

**Honeywell Repair Services**

SVCN80-5FC3 CN80 PLUS, 5 Day Turnaround, 3 Year, Day One

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Configuration Guide

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Presenter Name | **Honeywell Dolphin CN80**  
Date | Subtitle if Needed

Honeywell Internal

Sales Training

Presenter Name | **Honeywell Dolphin CN80**  
Date | Subtitle if Needed

**Honeywell**  
THE POWER OF CONNECTED

Honeywell Internal

Customer Sales Presentation

# Email Marketing Campaigns

## 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

**Request Your  
Marketing Campaign >>>**

## 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

# Multi-Touch Campaigns

## Solution Announcement

**\$1,895.25**

- Two 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*

# 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 us today to develop your custom marketing campaign

480.349.9263

[Honeywell@PartnerConcierge.com](mailto:Honeywell@PartnerConcierge.com)

**Request Your  
Marketing Campaign >>>**