



HONEYWELL KITS AND ENHANCEMENTS PROGRAM

Protecting and Enhancing Your
Investment in Honeywell Systems

Honeywell



KEEP YOUR PROCESS CONTROL SYSTEMS CURRENT WITH HONEYWELL'S KITS AND ENHANCEMENTS PROGRAM

The Honeywell Kits and Enhancements program (K&E) enables you to keep your process control systems current by providing update and migration packages for existing Honeywell installed equipment. The Honeywell K&E program is a cost-effective and low risk path forward to update older hardware and to migrate to current technology which maximizes the return on your automation control and information technology investment. These upgrades and migrations to current Honeywell platforms and technologies are available at specialized pricing which protects your initial investment in Honeywell systems.

Honeywell offers a range of Kits and Enhancements for users' hardware to help them take advantage of the

most advanced technology solutions available, such as the Experion® Process Knowledge Solution (PKS) platform. The Honeywell K&E program includes a wide variety of hardware upgrades for controllers, flat panel displays, user stations and more, as well as migrations to newer Honeywell technologies. This leads to multiple benefits, including reduced incidents, improved operator effectiveness, productivity and usability improvements, increased security while optimizing user effectiveness, better decision-making, and improved plant reliability. This is achieved through creation of packages referred to as "kits" delivered either as a complete new node or managed as an upgrade providing all the required components along with instructions to guide the installation and minimize downtime.

THE K&E PRICING STRUCTURE

The K&E program offers predefined packages covering a wide range of products and degrees of change. The deliverables of these K&E offerings will vary based on the kit type. Some are essentially restricted to a hardware deliverable while others are a combination of hardware, software and system licensing. Because these are predefined packages, the deliverables are kitted to support specific hardware and software configurations upgrades and migrations.

The K&E program discounts the hardware and software from what a user would pay for procuring the same material individually, with the added benefit of providing a complete kit with instructions, thus taking the guess-work out of putting together your own upgrade or migration kit.

K&E PREFERRED PRICING – AN SESP ENTITLEMENT

As a bonus, customers with a Solution Enhancement Support Program (SESP) contract (both SESP Plus and SESP Flex) will receive additional discounts on K&E deliverables.

Although they may be viewed as one in the same, SESP is an annual site service contract that enables users to enhance system capabilities on an ongoing basis and obtain support when required, while benefitting from preferred pricing and flexible funding options, whereas K&E is an upgrades and migrations convenience program and a preferred pricing entitlement which SESP customers receive.

K&E is a focused program with packaged deliverables to assist customers with their upgrades and may be independent from other Honeywell offerings. There is no requirement to have an SESP contract in place to be eligible to benefit from a K&E offering. However, an SESP contract customer will see significantly reduced prices across many of the K&E offerings and see increased value for their contract if they leverage K&E options when available.

UPGRADES AND REPLACEMENT STATIONS

One of the most common K&E offerings is workstations. These are either an upgrade of an older computer platform with the current version or a replacement of a board set to the latest technology.

In the upgrade of a computer platform, Honeywell supplies the current computer complete with the relevant boards (i.e. LCNP4 boards, dual NIC, etc.) installed within the machine with the expectation that the external materials that are already present (i.e. MAU assembly, MAU cable, tee connectors) will be reused.

In some cases, adapters are also required to allow existing keyboards and touch screens to function with the new platform. Those adapters may be included, or a separate solution based on age/model of the existing platform. In the case of a replacement station, to migrate from a board

set to a computer-based node, the deliverable is treated like supplying a new node from Honeywell to the site. This complete replacement station also offers the opportunity to change furniture types at minimal cost.

K&E PROGRAM GUIDELINES

K&E offerings have been created exclusively to provide increased value for the Honeywell systems customers have previously purchased. The packaged deliverables and special pricing structures are not available for new installations or expansions.

The discounts for K&E are quoted up front. A requirement for the program and the discounted pricing is the return to Honeywell of all displaced material due to the upgrade. This is true whether the kit is purchased at standard K&E prices or a discounted SESP pricing level.

REPLACEMENT STATIONS VS. UPGRADES

Replacement stations provide for a completely new node similar to ordering a new system from the factory. The difference from a new build is the upgrades to the software model, and any of the furniture options may be selected regardless of existing furniture at the site. A replacement station provides qualified and supported configurations for the new node, and includes all the necessary cables and connectors.

Upgrades are normally upgrades on the electronics, make use of existing on-site furniture, will include all adapters and cables, and include installation instructions.

| K&E OFFERINGS | |
|--|---|
| TDC to Experion | <ul style="list-style-type: none"> TDC to Experion PKS Replacement Stations (US/UxS/AM/AxM to ES-T) US/UxS/AM/AxM to ESVT Replacements TPS Convergence to ESVT Upgrades AM/AxM to Experion APP Replacement Stations |
| TPS to Experion | <ul style="list-style-type: none"> GUS to ES-T Upgrades UGUS to ES-T Replacement Stations TPS to ESVT Replacement Stations APP to ACE-T Upgrades TDC to Experion Replacement Bundles (Non-Redundant ESVT) TPS APP to Experion APP Upgrades |
| Experion to Experion (LCN connected) | <ul style="list-style-type: none"> ES-T to ES-T Upgrades ESVT to ESVT Upgrades ACE-T to ACE-T Upgrades Experion APP to Experion APP Upgrades |
| Experion to Experion (non LCN connected) | <ul style="list-style-type: none"> Experion Station to Station Upgrades (non-LCN connected) Experion Server to Server Upgrades (non-LCN connected) |
| UHIO Upgrade Kits | <ul style="list-style-type: none"> Data Hiway to C300 Upgrades with UHIO |
| C200 to C300 Upgrade | <ul style="list-style-type: none"> ETN Upgrade Kits |
| Experion/TPS | <ul style="list-style-type: none"> Experion/TPS Bare Metal System to Experion Virtualization System |
| EHB Upgrade Kits | <ul style="list-style-type: none"> Hiway Gateway to EHB Upgrade Kits |
| EHPM Related Upgrades | <ul style="list-style-type: none"> PM/APM to EHPM HPM to EHPM with IO Link NIM to ENIM Network Kits for EHPM NIM to ENB HPM to EHPMX HPM/EHPM to C300PM |
| Servers and Workstations | <ul style="list-style-type: none"> Dell TPM and non TPM servers Dell workstations HP servers and workstations Gen3 virtualization server |
| Other Upgrades | <ul style="list-style-type: none"> Disk Drive Upgrade Kits Single Board History Module Upgrades (Must be TPN R500 or later) K4LCN processor upgrade kits Mounting Hardware for Honeywell supplied workstation platforms xPM Related Upgrades PMIO Firmware Upgrades QCS Systems Upgrade Kits Server Upgrade Options LCN to ELCN Upgrades CPU and Server Memory Upgrades HART enabled PMIO IOP and FTA to allow for customers to access HART data directly from the EHPM controller |

RETURN POLICY

Return of displaced material to Honeywell is a requirement of utilizing the K&E program offerings. The sell prices are set based on the upgrade of specific existing node types and the return of that displaced material whether in working condition or not. Return instructions are sent out with each K&E order providing details on the type of material expected back

and the return process. In many cases, there is material that may be handled locally rather than shipping to another location for disposal. Honeywell proprietary boards and equipment are always to be returned, so always check with your Honeywell representative for confirmation of return needs.

If displaced material is not returned, then a fee will be charged to bring the kit deliverables in line with what

would be paid for a new system order for the material rather than the discounted upgrade price. This is not the listed K&E price as that too is discounted from new system pricing.

For More Information

To learn more about how Honeywell's Kits and Enhancements, visit www.process.honeywell.com or contact your Honeywell Account Manager.

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FUTURE
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