



2023 HONEYWELL CHANNEL PARTNER ASIA PACIFIC CONFERENCE

Frequently Asked Questions Fact Sheet for Channel Partners

What is a Channel Partner Conference?

Channel Partner Conferences are held to provide learning and development opportunities for channel partners. Partners learn about latest strategies and products, partner program updates, share best practices and experience Honeywell products.

When is it being held?

The Asia Pacific Channel Partner Conference will take place on August 21-23, 2023.

Where is it being held?

The event venue is the **Shangri-La Hotel, Bangkok, Thailand**.
(See [here](#) for more details)

Please note that you will need to register separately for both the [Channel Partner Conference](#) and your [hotel reservation](#). After you have registered, the hotel reservation link will be included in the confirmation email.

Which categories of partners are expected to attend?

The Honeywell Process Solutions Channel Partner Conference (CPC) is a business meeting exclusively for channel partner leaders and product champions with authorized contracts with Honeywell Process Solutions.

What does the conference offer?

The conference includes:

- All breakout sessions and general session
- The demo center, exhibits, and the consultant's corner
- The Channel Partner Conference event app
- Breakfast – Tuesday and Wednesday
- Network breaks and lunches – Tuesday and Wednesday
- Social networking
- Welcome reception (Monday) and Channel Partner Awards Reception and Dinner (Tuesday) with 1-adult companion

Can channel partners bring their spouses and children?

Yes, channel partners can bring 1-adult companion to the evening social events, on Monday for the Welcome reception and Tuesday for the Channel Partner Awards Reception and Dinner. The adult companion must be indicated on the online registration form and not registered independently. There is no family night at this year's conference and children will not be allowed at the evening social event. Breakfast and lunches are for conference delegates only.

What does the Channel Partner

In addition to gaining market and technology insights from Honeywell speakers, you can expect to:

Conference offer to its attendees?

- Attend the general session to learn how to boost your performance with the HPS Channel Program and accelerate business growth with new line of business focused breakout tracks and general session.
- Choose your breakout tracks to keep you on your A-game with the topics on strategic initiatives, roundtable discussions, new technology updates, success stories and more.
- Join our PMC experts in our onsite demo center and Consultant Corner to learn and experience Honeywell's latest technology and innovation firsthand.
- Network with the Honeywell channel partner community face-to-face, have fun and learn best practices shared by your peers.

** The conference will not include any technical product training sessions. Channel partners who carry multiple product lines should plan on 1-attendee per applicable breakout track (see the agenda).*

How do I register?

The registration process is easy and can be completed online. Just visit [here](#) and complete all the relevant fields. You will be asked to select a breakout track when registering which can be viewed [here](#).

- Breakout Track*
 - PMC Field & Process Instrumentation
 - PMC Gas
 - PMC Modular Systems & Systems Integrators
 - PMC Terminals & Marine

**Channel partners who carry multiple product lines should plan on-1 attendee per applicable breakout track*

- **Travel** and **accommodation** costs are not included in the conference package and must be arranged and paid for by the attendee.

Where is the nearest airport?

The **Shangri-La Hotel Bangkok** is approximately **40 minutes by road** from both **Suvarnabhumi International Airport** and **Don Muang Airport**.

Hotel Address: 89 Soi Wat Suan Plu, New Road, Bangrak, Bangkok 10500 Thailand
Phone: (66 2) 236 7777

Check-in: 3pm

Check-out: 12noon

In Thailand, driving is on the left: [Driving Directions](#).

How can I get from the airport to the venue?

There are numerous ways to reach Shangri-La Bangkok. From **Suvarnabhumi International Airport**, guests can choose to use the limousine and taxi on the first floor of the Passenger Terminal Complex or take the BTS from the Airport Rail Link on the Basement floor. For more transportation options please visit [hotel website](#).

How often are these events held?

The Americas Channel Partner Conference is held annually. The 2023 Americas Channel Partner Conference was held June 20-23 in Orlando, Florida, the APAC conference is scheduled for August 2023 and the EMEA conference is scheduled for October 2023.

Do I need a visa to attend?

Upon arrival in Thailand, foreign citizens must hold a valid passport with at least six months validity, a valid Thai visa, and proof on onward travel. However, visitors from ASEAN or Western

countries, including most European, Commonwealth, and North American citizens, are not required to have a Thai visa for visits less than 30 days in Thailand. They will be granted access through Thailand immigration with a 30 Thai visa waiver, provided upon arrival.

Alternatively, e-Visa Facility is also available. To **speed up the visa approval process**, the Government of the Kingdom of Thailand has implemented a **Thailand eVisa on arrival online**. The **Thailand Online Visa is an electronic travel authorization** which is intended to allow citizens of eligible countries to enter Thailand mainly for tourism purposes.

For more information regarding Visa and e-Visa requirements, please go to: <https://www.mfa.go.th/en/index> and <https://www.thaievisa.go.th/>

Where can I find the event agenda?

The overview agenda can be found [here](#) on 2023 Asia Pacific CPC website. Registrants will also have access to the conference app approximately 1-month before the event.

Please explain the different elements of the agenda?

General Session: this session is suitable for all conference delegates. The topics presented are of general interest about the HPS Channel Program and strategic initiatives.

Breakout Sessions: a learning session focused on strategic initiatives, accelerating new revenue growth, new technology updates, and best practices sharing based on real life examples.

Consultant Corner: a place to meet with an expert on a topic of interest for support and guidance.

Demo Center: The Honeywell demonstration room, where you will find hands-on demos for PMC products and solutions, along with a team of experts to help answer your questions.

Roundtable Discussions: an informal discussion between the audience and the speaker(s) in a breakout room, typically there is a moderator and a Honeywell expert, who led the discussions.

Where can I find out further information about the conference

To find out more details regarding the conference please visit the [2023 Asia Pacific Channel Partner Conference](#) website. The website contains up-to-date information regarding all the relevant topics on: Registration, Agenda, Reasons-to-Attend, and other hotel logistics.

What is the cost to attend?

Attending the conference is free, but travel and accommodation costs are not included. This is the responsibility of the attendee.

Will Honeywell arrange the hotel reservation for channel partners?

Honeywell ensures that the conference attendees receive specials rates at the [Shangri-La Hotel Bangkok](#), but the channel partner is responsible for making the reservation and paying for the room.

Honeywell has reserved rooms at the hotel for this event but there are limited rooms available. We recommend you book early to get your preferred hotel and rate.

What is the accommodation cost?

The standard room rate is between 5,300 THB and 5,800 THB per night if booked by the deadline of August 5. This includes the resort fee and excludes local taxes. The Channel Partner Conference takes place Monday through to Wednesday, August 21-23. Please book your hotel accommodations accordingly. Please reference the conference agenda for more details.

The resort fee includes:

- Complimentary ONE-TIME mini bar

- Complimentary coffee and tea machine within each guest rooms, replenish daily
- Complimentary of 2-bottles of drinking water, replenish daily
- Complimentary use of the Health Club facilities such as gym, steam, sauna and jacuzzi
- Complimentary parking
- Complimentary high speed internet
- Complimentary meeting space internet for ALL attendees
- 10% Discount off food at the hotel based on a la carte menu only

Please check with hotel on the occupancy tax rate and/or sales tax rate upon check-in

How many nights of accommodation do I need to book?

The Channel Partner Conference takes place Monday through to Wednesday, August 21-23. Please book your hotel accommodations accordingly. Please reference the conference agenda for more details.

What if I need to cancel or change my registration?

Send an e-mail to Gabriel.Vercesi@Honeywell.com

I've registered but I can no longer attend, can I transfer my registration to a colleague?

Yes, you can transfer your registration to a colleague. Make sure to send an e-mail to Gabriel.Vercesi@Honeywell.com. Please include the name, e-mail address and emergency contact details of the new delegate. The complete registration will be copied to the new delegate. This will also include the selected breakout sessions.

How many channel partner delegates can attend the conference?

There is no limit to how many delegates can attend from each channel partner, but we recommend at least 1-per company. Channel partners who carry multiple product lines should plan on 1-attendee per applicable breakout track.

What is the demo center?

The demo center is a key element of Channel Partner Conferences and showcases products and solutions from PMC line of business in a dedicated demonstration area within the venue.

It is open throughout the event and Honeywell experts are on hand to demonstrate products and answer any questions.

What is the Channel Partner Conference event app?

The Channel Partner Conference event app is available July 22nd. We strongly recommend that those attending the conference event download the Honeywell Global Events App for a fuller conference navigation tool. Starting July 22, the app will show all scheduled sessions by day, their start times, and location. It will also provide detailed schedule, speaker pictures, floor plans, and details of the Demo Center. You can also personalize your schedule to show **My Schedule** for all your events that have been added to your schedule.

Since the schedule may be subject to change, please follow the app as your primary guide when in Bangkok.

How do I add the channel partner event app?

Please make sure to download the 'Honeywell Global Events' App available in Android and Apple (iOS). It may take up to 2-days for your credentials to be added to the app after registration. The event name is '2023 Asia Pacific Channel Partner Conference'. Please allow notifications so you can receive push notification reminders while at the event.

Is training offered during the event?

No. This year's conference format is line of business meetings focused on strategy and business growth and will not include any technical product training.

Are there any social events included?

Yes. Networking and social events are also key highlights of any Channel Partner Conference. The event offers an excellent opportunity to socialize during the evening events, as well as during breaks throughout the day.

Will my Channel Business Manager be there?

Please check with your Channel Business Manager to see if they will be attending the Channel Partner Conference.

What is the Dress Code?

The dress code for the event is **business casual**.

What do I do on arrival at the conference venue?

Please go to the Honeywell Registration Desk to collect your conference badge. A form of identification is required (i.e., driver's license or passport). Please wear the badge visibly during the entire conference.

Where can I access the conference presentations?

All presentations will be made available in the **Channel Portal** (CHAMP) to all channel partners after the conference.