

## OUR PARTNERSHIP WITH HONEYWELL

A Honeywell partner for more than 15 years, Direct Source has worked with the Honeywell retail team to gain the trust of tier-one retail brands across the U.S. — companies like Target, Family Dollar and more. Together, our proven teams have been trusted to design and deploy the retail systems that help our joint customers stay competitive and profitable.

Honeywell's leading hardware and software solutions combined with the configuration/staging, integration, installation and project management expertise of Direct Source has made us a winning team. Together, we give retailers the highest level of service, projects completed on time and on budget, and a fast ROI.

27

Years in Retail  
Incorporated 1992



Headquarters  
Minneapolis, MN



Serving U.S., Canada  
and Mexico



Strong Growth  
Record

## VALUE



### PROVEN PROVIDER FOR TIER-ONE RETAILERS

- ✓ History of successful rollouts
- ✓ Faster ROI with rapid deployment and nationwide capabilities



### FUTURE PROOFING

- ✓ Keep our customers up to speed on the latest technology trends
- ✓ Pulse on mobile



### CUSTOMER SERVICE

- ✓ One contact to manage equipment
- ✓ Liaison with manufacturer



### FLEXIBILITY

- ✓ Ability to adapt
- ✓ Quick turnaround



## KEY DIFFERENTIATORS

- ✓ **Targeted Team Selling — Tier-One Accounts**
  - Reports into Honeywell direct sales division
- ✓ **Inside Sales Team**
  - Directly interacts with clients
  - Supports outside sales
- ✓ **In-house Full Deployment Team**
  - Project management team
  - More than 2,500 technicians
  - Installation in U.S., Canada and Mexico
- ✓ **Specialize in Payment**
  - Security and compliance for data protection
  - ESO-certified facility
  - Mobile payment offerings for tier-one retail
  - Verifone and Ingenico



## OUR WORK TOGETHER

### Family Dollar / Dollar Tree

- 7,000 EDA50/EDA51
- 7,000 RP2 printers
- POS scanners

### Target

- 60,000+ Captuvo SL22
- POS scanners

### Lowe's

- 50,000+ Captuvo SL22

### Abercrombie & Fitch

- 5,000 EDA51
- Staged and kitted
- Shipped directly to stores

### Tractor Supply

- 5,000 SL22

## FOCUSED 100% ON HONEYWELL SCANNING

- ✓ Honeywell Specialist Deployment Partner of the Year
- ✓ Honeywell Platinum Level Performance Partner
- ✓ Honeywell Scanning & Mobility U.S. Partner of the Year

## TEAM MEMBERS

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