



Honeywell | AutoCube



Measure

Log

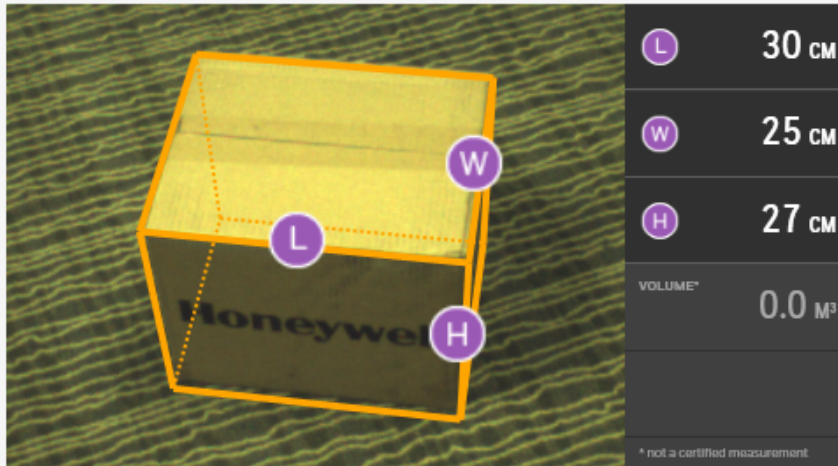
Settings

About

Measure Object

AUTOMATIC MODE

Object Measured.



1H18

AutoCube 8200 Campaign

Overview, pricing and marketing support tools

Honeywell
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Partner ConciergeSM

Campaign Assets

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Why the Big Trend Is Space Optimization

The last couple of years have seen big changes in global transportation companies. Why? Dimensional pricing models, shippers react – and they've done so in a big way – huge trend toward space optimization in the warehouse and in transport.

Learn more about these changes in a video with Honeywell President Lisa London

[WATCH THE VIDEO](#)

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How Bad Dimensioning Affects Good Parcel Companies and Warehouses

Parcel companies and warehouses are focusing on space optimization at their DCs.

In this informative Honeywell Tech Talk, Honeywell Director Steve Sundtner shows how parcel companies and warehouse operational efficiencies, cutting cost revenue through space optimization.

[WATCH THE VIDEO](#)

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A Revolution in Affordable Dimensioning Technology

The need for fast, accurate dimensioning – retail counters of parcel companies and so optimization in warehouses – is clear. Why? How these companies can justify the cost of dimensioning solutions.

Now, they can. AutoCube™ is a new fixed solution from Honeywell that instantly and accurately captures the dimensions of an object – even objects in irregular sizes and shapes. And it's a fraction of the cost of competitive solutions.

In this video, Honeywell Senior Product Manager Praveen Isaac introduces you to AutoCube, revolutionary advances in technology it represents.

[WATCH THE VIDEO](#)

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Get Maximum Value from Your Warehouse and Vehicle Fleet

With the rising costs of warehouse rents and vehicle fleet management, distribution centers are under increasing pressure to optimize space – on the floor and in the truck. That's why the new AutoCube™ fixed dimensioning system is such an important advancement for today's DCs.

AutoCube measures package dimensions instantly and with extreme precision – under a second and within millimeters. This gives warehouse managers and workers reliable metrics to maximize both warehouse storage space and vehicle loads.

Register Now for the Chance to Get a Free Demo Unit.

[REGISTER HERE](#)

Email #1

Email #2

Email #3

Email #4

View Emails >>



Enter Now for the Opportunity to Get a FREE Fixed Dimensioning System

Honeywell is pleased to announce the opportunity for your company to qualify for a free AutoCube™ 8200 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 Address:

• Company:

The value of space optimization is increasingly growing for warehouses and logistics companies and retailers. And as carriers shift focus to space in addition to weight as the deciding factor for cost, they have turned to auto dimensioning solutions.

Honeywell has truly revolutionized the science of dimensioning with our new solution, AutoCube. By using advanced, 3D depth sensing technology, and automatic precision, AutoCube offers a more accurate, higher cost solution.

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Video 1 of 3:
Why Global Transportation Companies Are Moving Toward Space Optimization

Learn more about the growing trend toward space optimization in this video with Honeywell President Lisa London.

AutoCube Video 1 - Trend Toward Space Optimization b...

[WATCH NEXT VIDEO](#)

Landing Pages

Sales Tools

SA Slides
March 9th 2017

AUTOCUBE 8200

A BREAKTHROUGH OPPORTUNITY!

Fixed Dimensioning Solution

Sales Training

Honeywell | Scanners

AutoCube 8200

Primary market focus

Segment	Profile	Example Customers
Courier Store Package Acceptance	Retail stores of courier companies and post offices where customers can drop off packages and objects to be shipped.	USPS, FedEx, Deutsche Post
Medium Throughput Shippers	Pack & Ship stations of DCs, warehouses and retail ship-from-store locations with an average of 200-600 packages shipped per station per day.	Electronics Distributors
Low Throughput Shippers	Pack & Ship stations of Small & Medium Businesses, back-offices and multicenter package acceptance stores with an average of 10-200 packages shipped per station per day.	SMB shipping
DC Space Optimization	Receiving stations of DCs that have high rate of new SKUs being added (4-10 new SKUs per month).	Electronics Distributors
DC Revamp Operations	DCs that are going through an automation phase where dimensions of each SKU needs to be measured and added to WMS/Inventory database.	Early Automation phase DC

Focus applications/use cases

Segment	Use Case
Courier Store Package Acceptance	1. Measure a package when a customer brings in a package to be shipped.
Medium Throughput Shippers	1. Measure a package at a shipping station.
Low Throughput Shippers	1. Measure a package at a shipping station. 2. Measure a package when a customer brings in a package to be shipped.
DC Space Optimization	1. Measure a package when at a receiving station when a new SKU is brought into a DC.
DC Revamp Operations	1. Measure a package as part of adding dimensions of all SKUs into a WMS/Inventory database.

Playbook

Honeywell

AutoCube 8200

Fixed Dimensioning System

Multiple market trends in e-commerce and distribution centers have elevated the importance of space optimization in transportation, storage and workflows. Honeywell AutoCube® 8200 is a fixed dimensioning system that enables companies to optimize space in multiple use cases, quickly and effectively. Whether it is a retail store of a courier company, a shipping station of a DC, a retail ship-from-store location or an inbound station of a warehouse, the AutoCube 8200 system provides an efficient way to achieve space optimization.

The AutoCube 8200 system uses 3D depth sensing technology to instantly and accurately measure the dimensions of an object. The dimensioning system consists of a dimensioner mounted on a stand and connected to a host computing system through a USB interface. This optimally priced dimensioning system provides quick return on investment for applications where the previous alternative was a tape measure. Manual tape measurements resulted in lower accuracy, inconsistency and reduced productivity. The AutoCube 8200 system increases accuracy, consistency and user productivity in multiple use cases - increasing revenue capture, reducing shipping chargebacks and throughput bottlenecks, and optimizing storage space, workflow and load planning.

The large object size range, ability to measure objects in any orientation, sub-second measurement time, a large operating temperature range, operation over a wide range of ambient light levels, compact and flexible design and optimal pricing make the AutoCube 8200 system a must-have for companies looking to measure packages and objects to optimize space.

The AutoCube 8200 high-performance fixed dimensioning system uses 3D depth sensing technology to measure objects. Judging companies capture more revenue, reduce costs and increase efficiency.

FEATURES & BENEFITS

- Measures packages and objects in a wide range of sizes - from as small as a 10 cm (4 in) cube to as large as a 100 cm (39 in) cube. It can also measure bulges and protrusions of packages as well as non-rectangular objects like cylinders and spheres.
- Sub-second measurements, automatic mode and the ability to measure objects in any orientation, speeds up multiple workflows and enables users to precisely capture customer ship more packages and reduce labor costs.
- Innovative technology enables pricing at a level that provides a quick return on investment for courier and DC shipping stations - opening dimensioning technology to companies where previous alternative was a tape measure.
- The compact and flexible design, small footprint and absence of a separate power supply gives companies the freedom to easily mount and use the AutoCube 8200 system in a wide range of environments.
- The AutoCube Software API and SDK enables companies to easily integrate the system with multiple applications. Automatic and user-controlled modes enable companies to customize product range based on their unique workflows.

Datasheet

Request Your Marketing Campaign >>>



Multi-Touch Campaigns

Multi-Touch Email Marketing

\$1,895.25
Regular price \$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

\$5,695.25
Regular price \$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
- Co-branded HTML emails
- HTML Landing page ready to post on your server
- Co-branded support collateral

Product Announcement

\$850.25

Regular price \$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

**SAVE
5%***

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

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.



Partner ConciergeSM

Contact HPC to develop your custom marketing campaign

480.349.9263

Honeywell@PartnerConcierge.com

**Request Your
Marketing Campaign >>>**