



May 10, 2021

Special 2021 Retrofits Modifications and Upgrades (RMU) Sales Incentive Program

To: Aircraft Brokers

Honeywell Aerospace is pleased to announce a Special Aircraft Broker RMU Incentive Program in 2021 for business and general aviation aircraft that are currently equipped with a Honeywell flight deck and/or can enhance their aircraft with the addition of Honeywell products.

The Special 2021 Sales Incentive Program is designed to encourage Brokers to discuss the merits of Honeywell RMU's with prospective customers at every available opportunity. Aircraft Operators have found it to be very beneficial to discuss RMU's during the aircraft sales processes, especially those RMU's that enhance the aircraft and address mandates as well as obsolescence items.

In the event that an aircraft broker identifies an RMU sale opportunity, please contact the Honeywell RMU Sales Manager. *The regional sales team map and a fact sheet for each qualified RMU is attached to initiate customer discussions.*

An actual contract signed between a Honeywell authorized channel partner and the aircraft owner **could** result in Honeywell issuing a Sales Incentive Award to the individual or company responsible for initiating the RMU sale with the customer. The award for the incentive could be issued after the sale of the aircraft if the broker initiated the RMU opportunity prior to sale being final.

Program Guidelines:

To preclude any misunderstandings relative to the RMU Sales Incentive Program, the following guidelines apply:

1. This RMU Aircraft Broker Sales Incentive Program will be in effect from May 3, 2021 through December 31, 2021. Upon expiration, the revised policy may be extended.
2. This Special 2021 RMU Sales Incentive Program is open to IADA Member Brokers. Specifically excluded are all employees, divisions and subsidiaries of Honeywell, Inc.
3. The Special 2021 RMU Sales Incentive Program Award will be a cash payment or merchandise given by Honeywell to an individual, group of individuals, or their company(ies) depending upon their particular company policy.
4. Individuals and organizations meeting the above eligibility guidelines will receive consideration for an incentive award when a Honeywell Area Sales Manager and/or Customer Business Manager determines it is appropriate.
5. The value of the Special 2021 RMU Sales Incentive Program Award is a fixed award based on the Broker RMU Incentive table.
6. Special 2021 RMU Sales Incentive Program Awards will be paid only on the confirmation of RMU purchase through Honeywell Authorized Service Center or Channel Partner.
7. RMU Sales Incentive Awards will be capped at \$15K per aircraft transaction.
8. Cash awards to an individual who is a citizen of the United States, when so authorized by the RMU Sales Manager, require the recipient to furnish his or her Social Security Number and a complete name and address to Honeywell. For awards to an individual who is not a USA citizen, only a complete name and address is required. Cash payments are considered "earned income" under federal and state tax laws and will be reported to the Internal Revenue

Service for all US citizens. An IRS Form 1099, Miscellaneous Income Statement, will be prepared and sent to each recipient of an incentive award on a yearly basis.

9. Depending on the circumstances involved in individual cases, **Honeywell reserves the right to deny incentive awards in situations where our internal records indicate the primary sales effort was expended by someone other than the person or organization applying for the award.** Should a situation exist where an eligible individual (or organization) and a Honeywell RMU Sales Manager both discussed the RMU with a prospective customer within the six (6) month period preceding the date of purchase, the incentive award may be denied.
 - a. The intent of this possible restriction is not to deny a deserving individual who has worked long and hard with a customer from receiving an award. To the contrary, the Honeywell Business and General Aviation Team wants to reward all individuals and organizations legitimately assisting in marketing Honeywell RMU's. It's a judgement decision; no hard and fast rules apply. The RMU Sales Manager handling the purchase, who understands the extent of the contribution made by each party involved, has final authority for determining Incentive Award eligibility. Their decisions as to eligibility, amounts, and types of awards shall be considered binding and final. It should be clearly understood that RMU Sales Incentive Awards are discretionary and subject to cancellation without notice. Under no circumstances is the issuance of an RMU Incentive Award obligatory.
10. RMU Sales Incentive Awards are processed upon receipt of a signed customer purchase order and paid approximately 120 days later.

Notes: It is preferred by the Honeywell Business and General Aviation Team that authorization be received from the employer of an eligible individual before an incentive award is made directly to the person. *Notwithstanding this preference, in the absence of written directions to the contrary, Honeywell Business and General Aviation will presume such employer to agree to and concur with Honeywell awarding either a cash or merchandise incentive award directly to an eligible individual.* If such employer does not concur or agree with this policy, a letter on company letterhead written by a company official should be sent to Honeywell Business and General Aviation clearly stating that such incentive awards should not be made directly to the individual. They may elect to designate another recipient to receive the award, such as the company itself, if they so choose; or, depending on the circumstances, elect to not participate in the Sales Incentive Program at all. Honeywell will comply with all written directions received.

Sincerely,

Frank Muscolino

Frank Muscolino
Sr. Director RMU Sales



Neil Hounjet
Sr. Customer Business Director

Broker RMU Incentive Structure:

RMU (RMU Value Name)	Platforms	Brokers
FMS 6.1	All	\$1,000
DU885	GIV-V	\$5,000
DU875 (Shipset)	All	\$5,000
Laseref / IRU	All	2000 / 5000
AIS2000 - Aftermarket	All	\$2,000
MCS-XXXX (per aftermarket system)	All	Current KA HSB
Aspire (all)	All	\$2,000
Ovation Select (\$100K - \$250K system) - non OEM	All	\$2,000
Ovation Select (\$250K - \$500K system) - non OEM	All	\$5,000
Ovation Select (>\$500K)	All	\$5,000
RDR7000	All	\$2,000
FANS	All	\$2,000
CDU-830 (per a/c)	All	\$2,000
JetConnex/Forge Services	All	\$2,000
Forge Datalink	All	\$500

The Honeywell BGA ASM-O Sales Team is Ready to Assist You



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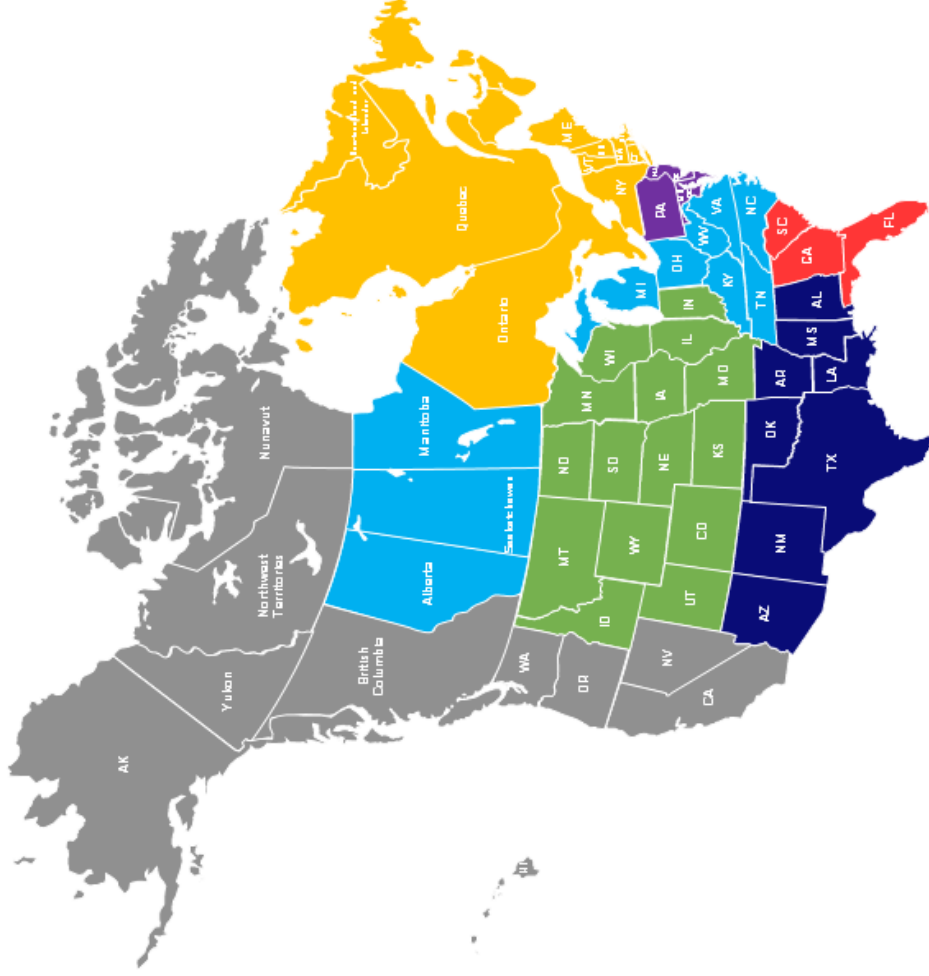
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RMU Program: FMS 6.1 Flight Management System Software Upgrade

- **Description/Overview:**

The FMZ-2000 Honeywell Flight Management System software level is currently at version 6.1. This version, known as *FMS 6.1*, has all the latest features and software enhancements designed to meet airspace mandates and offer pilots efficiency and more flexibility. FMZ-2000 NZs or ICs running older versions of FMS software such as 4.x, 5.0, 5.1, 5.2 and 6.0 have gone unsupported per Honeywell Service Information Letter (SIL) D201604000032 and can no longer be repaired or exchanged upon failure.

Honeywell recommends proactively upgrading to FMS 6.1 software before experiencing a failed NZ or IC computer with an older version of FMS software. In cases of an NZ computer, a software-only upgrade can be installed minimizing cost and downtime. In cases of IC-computers, both software and GPS units must be upgraded, which add cost but also bring more features, such as ADSB Out and WAAS/LPV compliance.



- **Program Driver: (ie Obsolescence/Mandate/Other)**

- Software Obsolescence – both NZ and IC computers with pre-FMS 6.1 software are no longer supported with repair or exchange by Honeywell as of December 2020. Also, FMS navigation database subscriptions incur a pre-FMS 6.1 surcharge beginning in 2021.

- **Platforms/Applicability:**

- All aircraft flying the Honeywell FMZ-2000 Flight Management System
- FMZ-2000 FMS systems typically found on Gulfstream IV/SP/V, Global Express, Falcon 900A/B/C/EX, Dornier 328, Citation X, Citation 550/560, Hawker 800/1000, Challenger 601-3A/R, others

- **Value Prop:**

- Ends obsolescence
- Greater airport access
- Reduces cost of operation
- Added pilot efficiency, less key strokes with new software features
- Continued worldwide product support

- **Additional Comments:**

Brokers should contact their local Honeywell Area Sales Manager or Maintenance Service Provider for additional details regarding this upgrade program.

RMU Program: DU 875 and DU 885 Display System Upgrade

- **Description/Overview:**

The DU 875 and DU 885 Liquid Crystal Displays (LCDs) are large screen replacements for the aging DU 870 and DU 880 CRT displays found on older-generation business aviation aircraft. They are designed as a CRT form-fit replacement and replicate all existing functionality found on the PFD, MFD and EICAS displays today. By adding the DU 875, new cockpit functionality is available such as Synthetic Vision, eCharts, Advanced Map, XM Weather and much more.

Primus Elite is the DU 875 program that adds the functionality mentioned above. Operators have the option to replace aging DU 870s with 875s on a one-for-one basis as they fail or upgrade all displays at once which brings the Primus Elite functionality.

PlaneDeck is the DU 885 program specifically for Gulfstream G-IV/G-V that adds the same functionality as Primus Elite but to the Gulfstream aircraft. The DU 885 PlaneDeck upgrade must be done all at once unlike the DU 875 that allows one-for-one replacement of DUs.



- **Program Driver: (ie Obsolescence/Mandate/Other)**
 - Obsolescence – both DU 870s and DU 880s are no longer supported with repair or exchange by Honeywell as of December 2020
- **Platforms/Applicability:**
 - **DU 875** – Global Express, Falcon 900EX/C, Legacy 600/650, Citation X, Lear 40/45, Dornier 328, Citation 550/560
 - **DU 885** – Gulfstream G-IV, G-IVSP and G-V
- **Value Prop:**
 - Ends obsolescence
 - Advanced situational awareness / added margin of safety
 - Reduces cost of operation
 - Growth to future software enhancements
 - Continued worldwide product support
- **Additional Comments:**

Brokers should contact their local Honeywell Area Sales Manager or Maintenance Service Provider for additional details regarding this upgrade program.

RMU Program: Laseref IV Upgrade

- **Description/Overview:**

The Honeywell Laseref IV upgrade program is designed to replace unsupportable Laseref IIs and Laseref IIIs on aging aircraft. Honeywell is no longer able to repair or exchange failed Laseref IIs or IIIs as of December 31, 2019 per the 2016 Honeywell Service Information Letter (SIL) announcement D201611000008.

Honeywell's Laseref IV is designed to make upgrading to Laseref II or III very easy with minimal aircraft downtime. The existing Laseref II or III tray can be used as it is simply a matter of repinning the existing connector for the Laseref IV. In most aircraft, a failed Laseref II or III can be replaced with a new Laseref IV and mixed with existing Laseref II or III. Other aircraft may require all units to be upgraded to Laseref IV at one time. In either case, Honeywell recommends being proactive and replacing all (either dual or triple) in one maintenance cycle.



Honeywell LASEREF IV™

- **Program Driver: (ie Obsolescence/Mandate/Other)**
 - Obsolescence – both Laseref II and Laseref III are no longer supported with repair or exchange by Honeywell as of December 2019
- **Platforms/Applicability:**
 - **Laseref IIs** – Gulfstream IV/SP, Falcon 50, Falcon 900B, Falcon 2000, Challenger 600-series, Hawker 1000
 - **Laseref IIIs** – Gulfstream V, Global Express, Falcon 900EX/C, Falcon 2000EX, Falcon 50EX, Citation X
- **Value Prop:**
 - Ends obsolescence
 - Reduces cost of operation with reduced weight and higher MTBF
 - Most up-to-date magnetic variation model – more accurate navigation
 - Continued worldwide product support
- **Additional Comments:**

Brokers should contact their local Honeywell Area Sales Manager or Maintenance Service Provider for additional details regarding this upgrade program.

RMU Program: AIS-2000 HDTV System Upgrade

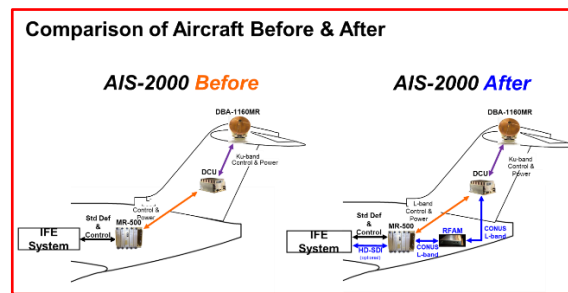
- **Description/Overview:**

The DirecTV has announced their plans to end *MPEG2 Standard Definition* broadcast from the 101W & 119W satellites in 2023. , with HD being available only on the 101W satellite. After the end date, the current DTV Module will be unable to decode the MPEG4 encrypted signals coming from the 101W satellite.

To mitigate the impact of this on the customer and to bring new value to the customer, Honeywell is developing the High Definition DTV Module (HD-DTV).

The High Definition DTV Module (HD-DTV) solution will:

- Provide offer two HiDef outputs over HD-SDI → *Improvement*
- Provides two unique TV Receivers → *same as today*
- Provides two “Composite Video” (Std Def) outputs, compatible with legacy *Cabin Management Systems* → *same as today*
- Support *Closed Caption* programs → *same as today*



- **Program Driver: (ie Obsolescence/Mandate/Other)**

- Obsolescence – DirecTV terminating Standard Definition broadcast from 101W & 119W satellites in 2023. HD signal will be only one available.

- **Platforms/Applicability:**

- In development. Expected by Q3/Q4 2021
- Various large cabin business jets including but not limited to... Gulfstream (G-IV/G-V/G450/G550/G650), Bombardier (Globals/Challengers), Dassault (F900) and Boeing (BBJ)

- **Value Prop:**

- Ends obsolescence issue due to loss of DirecTV Std Definition broadcast
- Enables HDTV content in continental US
- Provides reliable, flexible (multi channels on multiple TVs) & proven TV service which is easy to integrate with your cabin management system for seamless control & viewing experience

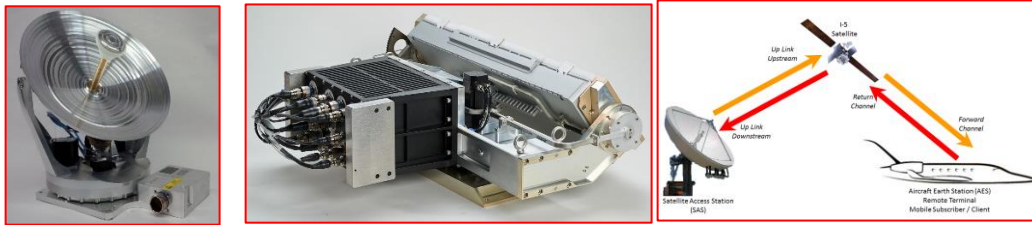
- **Additional Comments:**

Brokers should contact their local Honeywell Area Sales Manager or Maintenance Service Provider for additional details regarding this upgrade program

RMU Program: JetWave (Ka) High Speed Internet Connectivity Solution

- **Description/Overview:**

Honeywell's *JetWave*™ Ka-band Satcom cabin communications system, offered in partnership with the Inmarsat Ka-band Global Xpress (GX) Satellite Network and Jet ConneX services, provides global connectivity, and delivers a home/office Internet experience at 40,000 feet wherever aircraft fly. Inmarsat owns and operates the Ka-band Space Segment and Ground Network infrastructure, while Honeywell provides *JetWave* hardware in the Aerospace market, as well as being a Value-Added Reseller (VAR) of Inmarsat's Ka-band services (Jet ConneX™) in the Business & General Aviation aftermarket.



- **Program Driver: (ie Obsolescence/Mandate/Other)**

- Obsolescence of old MCS-3000/6000 systems. Major technology improvements in the industry in recent years leading to Ka system and high speed capability

- **Platforms/Applicability:**

- Large cabin Business Av aircraft – Gulfstream GIV/V/450/550/650 Series, Bombardier Global & Challenger 600/601/504/605/650 Series, Dassault Falcon 900C/EX/2000/7X/8X, Embraer 1000. Airbus ACJ, Boeing BBJ

- **Value Prop:**

- Worldwide high-speed internet connectivity (at home/office like experience)
- Ends limitations and obsolescence older MCS-3000/6000 systems
- Growth capability for future satellite and software enhancements
- Honeywell Forge Services

- **Additional Comments:**

Brokers should contact their local Honeywell Area Sales Manager or Maintenance Service Provider for additional details regarding this upgrade program.

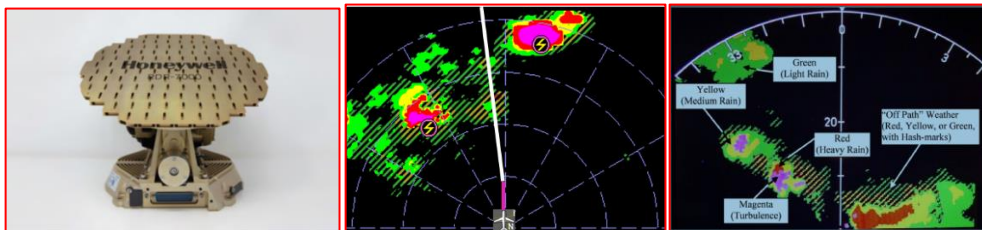
RMU Program: RDR-7000 Weather Radar System (Rev B)

- **Description/Overview:**

With the introduction of the RDR-7000 and its small size and lower weight, Honeywell can offer all the latest technology and benefits that large commercial and top-end business jets have been taking advantage of for the last few years with the RDR-4000, to older and/or smaller aircraft as a retrofit solution with only minimal wiring changes and a modification of the faceplate for the weather radar controller(s).

IntuVue scans all the weather in front of the aircraft out to 320NM and from the surface to 60,000 feet, filling a 3-dimensional buffer. The buffer is continuously updated and even maintains weather information that shows the weather as it passes behind the aircraft.

The automated capability of the RDR-7000 radar virtually eliminates pilot interaction to manipulate the radar and interpret the data and provides real time updates to flight crews regarding hazardous conditions including turbulence and predicted hail, lightning and windshear.



- **Program Driver: (ie Obsolescence/Mandate/Other)**

- Obsolescence and Technology improvements over current installed units

- **Platforms/Applicability:**

- All aircraft currently equipped with Primus 880/660/700/701 weather radar systems

- **Value Prop:**

The RDR7000 provides the right information, at the right time, to make the right decisions and get the right results.

- Most accurate display of weather hazards available
- Most complete display of weather from ground to 60,000 feet
- Fully Automatic: No tilt and gain management required
- Scanning all the weather all the time
- Longer detection range enables more time to react
- Intuitive analysis tools to enable optimum routing decisions
- Vertical view and horizontal view shows where you are and where you are going
- Enhances safety and comfort by helping to avoid turbulence
- Reduced cockpit workload
- Optimum routing translates to better on time performance and less fuel consumption

It's the only radar available in the aftermarket that provides the full automation and comprehensive weather awareness including turbulence, hail, lightning and windshear prediction.

- **Additional Comments:**

Brokers should contact their local Honeywell Area Sales Manager or Maintenance Service Provider for additional details regarding this upgrade program.

RMU Program: FANS Mk II+ CMU Upgrade

- **Description/Overview:**

The Honeywell upgrade to FANS/CPDLC and PM CPDLC is supported by the new Mk II+ Communications Management Unit. When installed with the new CD 830 Control Display Unit and FMS 6.1 FMS software (see separate RMU Programs sheets), the system provides full Data Comm capability to meet the current and future airspace mandates as well as integrated ACARS data link worldwide.

The Mk II+ upgrades existing communications management units on aircraft today and is the latest generation data link system by Honeywell.



Honeywell Mk II+ CMU

- **Program Driver: (ie Obsolescence/Mandate/Other)**
 - Mandate/Other – meets the current North Atlantic tracks FANS/CPDLC mandates as well as Euro Control PM CPDLC mandate using ATN protocol
- **Platforms/Applicability:**
 - **Currently certified** – Falcon 900A/B, Falcon 900EX/C, Legacy 600/650 and Dornier 328
 - **Certifies in 2021** – Gulfstream IV and V, Global Express and Citation X
- **Value Prop:**
 - Airspace access – best routing, no delays in FANS/CPDLC controlled airspace
 - Reduced cost of operation / fuel savings
 - Ready for upcoming US-domestic FANS and existing pre-departure clearances
 - Worldwide product support from Honeywell
- **Additional Comments:**

Brokers should contact their local Honeywell Area Sales Manager or Maintenance Service Provider for additional details regarding this upgrade program.

RMU Program: CD-830 Control Display Unit Upgrade

- **Description/Overview:**

The Honeywell CD-830 upgrade program is designed to replace unsupportable CD-810, 815 and 820s on aging aircraft. Honeywell is no longer able to repair or exchange failed CD-810, 815 and 820s as of December 31, 2020 per Honeywell Service Information Letter (SIL) announcement D202009001321 and D201811000013.



Honeywell CD-830 with touchscreen

- **Program Driver: (ie Obsolescence/Mandate/Other)**
 - Obsolescence – CD-810, 815 and 820 are no longer supported with repair or exchange by Honeywell as of December 2020
- **Platforms/Applicability:**
 - Any aircraft currently flying a Honeywell FMZ-2000 FMS with either CD 800, CD 810, CD 815 or CD 820 – consult SIL(s) referenced above for part numbers of these older CDUs
 - Installations typically found on Gulfstream IV/SP/V, Global Express, Falcon 900A/B/C/EX, Dornier 328, Citation X, Citation 550/560, Hawker 800/1000, Challenger 601-3A/R, others
- **Value Prop:**
 - Ends obsolescence
 - Reduces cost of operation with reduced weight and higher MTBF
 - Supports latest PM-CPDLC requirements in conjunction with Honeywell Mk II+ CMU
 - Continued worldwide product support
- **Additional Comments:**

Brokers should contact their local Honeywell Area Sales Manager or Maintenance Service Provider for additional details regarding this upgrade program.

RMU Program: Aspire 200™ Upgrade for Fixed-Wing and Helicopters

- **Description/Overview:**

The *Aspire™ 200* Satellite Communication System is Honeywell's smallest Inmarsat SwiftBroadband (SBB) system enabling simultaneous voice and high-speed data connectivity with a *High Gain Antenna* (HGA) or *Intermediate Gain Antenna* (IGA) on all classes of aircraft. STCs exist for *Aspire 200* implementing either IGA and HGA for fixed-wing and rotary-wing aircraft. *Aspire 200* system data rates can also be enhanced through Honeywell's unique "*High Data Rate*" (*HDR*) software solution activated by a hardware specific, encrypted key code. With *HDR* the SwiftBroadband (SBB) speeds are increased from 30% to 50%, thereby compensating for throughput reduction from an Intermediate Gain Antenna.



Honeywell Aspire HDU-200



AMT-1800 Intermediate Gain Antenna <or> AMT-700 High Gain Antenna <or> AMT-3800 High Gain Antenna (not shown)



- **Program Driver: (ie Obsolescence/Mandate/Other)**

- Other – Adds voice and high-speed data internet connectivity throughout cockpit and cabin at a very low price

- **Platforms/Applicability:**

- **Fixed-wing:** KingAir 200/300, Challenger 300, Challenger 600/601/604, Gulfstream G-II, III, IIB and G-IV, Pilatus PC-12, Hawker 800/850XP, 900XP, Embraer Phenom 300, Viking DCH6-400 Twin Otter
- **Helicopters:** AS350, AS332, BK 117, Bell 429, Leonardo AW 139, Sikorsky S76, S92, Blackhawk UH 60/S70

- **Value Prop:**

For aircraft operators requiring global connectivity for e-mail, text messaging and basic Internet browsing, the *Aspire 200* IGA / HGA system provides an economical solution for fixed-wing aircraft to access Inmarsat's time-tested, worldwide, reliable SwiftBroadband network. Honeywell's *Aspire 200* Satcom system provides a small, lightweight, inexpensive, single-channel system employing similar technology and channel performance as our top of the line multi-channel SBB Satcom systems

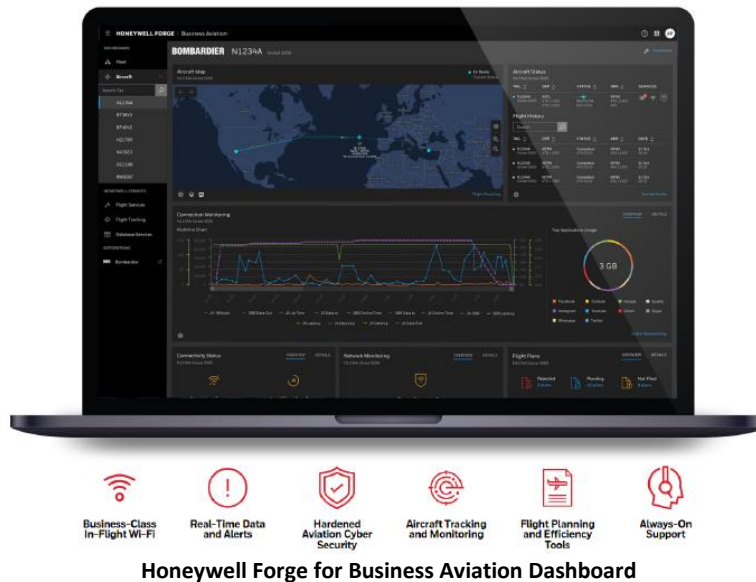
- **Additional Comments:**

Brokers should contact their local Honeywell Area Sales Manager or Maintenance Service Provider for additional details regarding this upgrade program.

RMU Program: Honeywell Forge Connectivity Services

- **Description/Overview:**

A variety of Honeywell Forge services and applications are available on the platform today – with more to come. Subscribers can use the platform to access In-Flight Connectivity, Flight Planning and Optimization, and Navigational Database services and apps.



- **Program Driver: (ie Obsolescence/Mandate/Other)**

- Operators looking to improve efficiency, reduce costs and create a superior connected experience for flyers? Honeywell Forge is the answer.

- **Platforms/Applicability:**

- Any aircraft currently flying with satellite communication capabilities
 - VHF / Satellite Datalink (SITA/ARINC/Inmarsat/Iridium)
 - Inmarsat Jet ConneX (JX)
 - Inmarsat SwiftBroadband (SBB)
 - Viasat Ku & Ka-Band
 - Iridium Classic & Certus
 - 3G/4G/5G Cellular

- **Value Prop:**

- The ability to track and monitor every aircraft in the fleet.
- Real-time data and alerts to meet operational requirements.
- Easy access to flight planning and flight efficiency tools.
- Control over network cost and experience.
- Bullet-proof cybersecurity.
- Seamless, always-available support.

- **Additional Comments:**

Brokers should contact their local Honeywell Forge Area Sales Manager for additional details regarding this upgrade program.

RMU Program: Ovation Select CMS/IFE Upgrade

- **Description/Overview:**

Honeywell's Ovation Select™ Cabin Management System (CMS) leverages more than 40 years of aircraft cabin entertainment experience along with one of the industry's best engineering, production and support teams to provide you with the most complete offering in the business aviation industry. By using the latest digital technology, Honeywell has created an extremely robust and reliable architecture that facilitates both installation and support. Additionally, Honeywell's passenger interface greatly simplifies and enhances the passenger's interaction with the system, thereby increasing productivity while delivering a more pleasant and effective overall in-flight experience.



- **Program Driver: (ie Obsolescence/Mandate/Other)**
 - Obsolescence. Major technology improvements in the industry in recent years.
- **Platforms/Applicability:**
 - Large cabin Business Aviation aircraft – Gulfstream GIV/V/450/550/650 Series, Bombardier Global & Challenger 600/601/504/605/650 Series, Dassault Falcon 50/900C/EX/2000/7X/8X, Embraer, Airbus ACJ, Boeing BBJ
- **Value Prop:**
 - Ends obsolescence
 - Reduces cost of operation with reduced weight and higher MTBF
 - Increase comfort
 - Continued worldwide product support
- **Additional Comments:**

Brokers should contact their local Honeywell Area Sales Manager or Maintenance Service Provider for additional details regarding this upgrade program.