

September 27th, 2024

Subject: Honeywell Spyder Model 7 VAV and Spyder Model 5 Compact VAV controllers migration plan to the Optimizer VAV offering

Dear valued Customer,

As we continue to expand our Honeywell Optimizer Suite portfolio, we want to announce that we are taking our next step in growing our solution by adding a new set of VAV application controllers: the Honeywell Optimizer VAV offering.

The Honeywell Optimizer VAV offering is on the last phase of our New Product Introduction process, and it consists of the Honeywell Optimizer VAV controllers and the Honeywell Optimizer Compact VAV controllers. Both had been developed using the Spyder Model 7 VAV controllers and the Spyder Model 5 Compact VAV controllers as the baseline to keep the exact same functionalities, technical specifications, and capabilities so they can be a direct functional replacement of the current offerings.

To transition between them, we had developed a robust migration path outlined on the sections below to help you, and your customers understand the differences between the offerings, what to expect during the transition, and the sunrise and sunset timeline of the offerings. Please read carefully each section:

A. Migration Path

To transition between the Spyder Model 7 VAV and the Honeywell Optimizer VAV controllers; and between the Spyder Model 5 Compact VAV and the Honeywell Optimizer Compact VAV controllers, Honeywell has developed the 6-phase plan:

- **PHASE 1: Spyder Model7 VAV and Spyder Model 5 Compact VAV product withdrawal notice | Sunset start (September 2024):**

On this phase Honeywell will start the product withdrawal process by releasing an official announcement of the Last-Time-Buy (LTB) date to our channel partners in the US and Canada for the Spyder Model 7 VAV and Spyder Model 5 Compact VAV controllers listed on Table 1 with Last-Time-Buy date: December 31st, 2024. All orders received from our channel partners to Honeywell International before or during December 31st, 2024, will be processed by Honeywell.

To better assist with the scheduling of material supplies and manufacturing, advance notice of LTB purchase intent communicated to Honeywell through our channel partners would be appreciated. For customers whose projects are scheduled to start during 2025, we are allowing the channel partners to define a specific request receipt date on the LTB orders and delivery dates can be scheduled out as far as March 31st, 2025, to help mitigating any negative impact cashflow or budget constraints due to earlier deliveries resulting on invoicing.

Please note that orders received during the LTB month or LTB date cannot be cancelled by Honeywell and may be subject to longer lead times and, should demand outweigh supply, will also be subject to allocation review. We strongly encourage customers to reach out to their Honeywell authorized channel partners to place orders as soon as possible and specify the request receipt date (if needed). Orders received after the LTB date (December 31st, 2024) will not be processed or accepted by Honeywell.

OFFERING FAMILY	SKU	LAST TIME BUY DATE
Spyder Model 7 VAV	WEB-VA75M24NM	December 31 st , 2024
Spyder Model 7 VAV	WEB-VA75MB24NM	December 31 st , 2024
Spyder Model 7 VAV	WEB-VA00MB24NM	December 31 st , 2024
Spyder Model 7 VAV	WEB-VA75I24NM	December 31 st , 2024
Spyder Model 7 VAV	WEB-VA75IB24NM	December 31 st , 2024
Spyder Model 7 VAV	WEB-VA00IB24NM	December 31 st , 2024
Spyder Model 5 Compact VAV	WEB-VA423B24N	December 31 st , 2024
Spyder Model 5 Compact VAV	WEB-V423B24N	December 31 st , 2024

Table 1: List of Spyder Model 7 VAV and Spyder Model 5 Compact VAV controllers with Last-Time-Buy date.

- PHASE 2: Announcing the pre-release and pre ordering of the Honeywell Optimizer VAV and Honeywell Optimizer Compact VAV controllers | Sunrise start (October 2024):**
 Honeywell will start the sunrise of the new offering of the Honeywell Optimizer VAVs and will communicate to the channel partners that the system will open for ordering of the new Honeywell Optimizer VAV and Honeywell Optimizer Compact VAV controllers with delivery dates starting November 2024.
- PHASE 3: Official launch of the Honeywell Optimizer VAV offering to the market and first reminder of the Last-Time-Buy date of the Spyder Model 7 VAV and Spyder Model 5 Compact VAV controllers (November 2024):**
 During this phase, Honeywell will release the official communication bulletin to our channel partners that will include both the launch of the new Honeywell Optimizer VAVs offering and the first reminder for customers of the LTB date for the Spyder Model 7 VAV and Spyder Model 5 Compact VAV controllers.
- PHASE 4: Final and last reminder of the Last-Time-Buy date for the Spyder Model 7 VAV and Spyder Model 5 Compact VAV controllers (December 1st, 2024):**
 Honeywell will communicate the final reminder to our channel partners of the Last-Time-Buy date for the Spyder Model 7 VAV and Spyder Model 5 Compact VAV controllers.
- PHASE 5: Starting the End-Of-Life of the Spyder Model 7 VAV and Spyder Model 5 Compact VAV controllers (January 1st, 2025):**
 During this phase Honeywell communicate to the channel partners that the start of the EOL of the Spyder Model 7 VAVs and Spyder Model 5 Compact VAV controllers has begun. From this date forward no new orders or LTB orders can be placed or processed by Honeywell for the Spyder Model 7 VAV and Spyder Model 5 Compact VAV controllers.
- PHASE 6: End-Of-Life reached for the Spyder Model 7 VAV and Spyder Model 5 Compact VAV controllers (December 31st, 2027):**
 Honeywell will announce that the EOL of the Spyder Model 7 VAVs and Spyder Model 5 Compact VAVs has been reached and no further support for these controllers will be given by Honeywell.

B. Understanding the differences between Spyder Model 7 VAV and Honeywell Optimizer VAV controllers.

The Honeywell Optimizer VAV controllers have the exact same technical specifications, certifications, programming tools, dimensions, parameters, communication protocols, mobile app balancing tool capabilities, mechanical and electrical specifications and parameters, as the current Spyder Model 7 VAV controllers. The differences between both offerings are listed below on Table 2:

	PRODUCT FAMILY	Spyder Model 7 VAV	Honeywell Optimizer VAV
PART NUMBERS	BACnet® MS/TP with inputs/outputs	WEB-VA75M24NM	VAA-VA75M24NMC
	BACnet® MS/TP with inputs/outputs and BLE	WEB-VA75MB24NM	VAA-VA75MB24NMC
	BACnet® MS/TP without inputs/outputs and BLE	WEB-VA00MB24NM	VAA-VA00MB24NMC
	BACnet® IP with inputs/outputs	WEB-VA75I24NM	VAA-VA75I24NMC
	BACnet® IP with inputs/outputs and BLE	WEB-VA75IB24NM	VAA-VA75IB24NMC
	BACnet® IP without inputs/outputs and BLE	WEB-VA00IB24NM	VAA-VA00IB24NMC
PRODUCT AESTHETICS	Housing Color	Honeywell Gray	Honeywell Black
	LED Status shape	Vertical rectangle	Ring
PRODUCT WARRANTY TERMS		Eighteen (18) Months from Honeywell's Date of Shipment or the Date of Installation, at Honeywell's Discretion	Twenty-four (24) Months from Honeywell's Date of Shipment or the Date of Installation, at Honeywell's Discretion
ENHANCEMENTS	BACnet® MS/TP Auto-Baud rate	No	Yes
	BACnet® MS/TP "SHLD" terminal with no PCB board internal connection	No, BACnet® MS/TP "COM" terminal internally connected	Yes

Table 2: Differences between Spyder Model 7 VAV controllers and the Honeywell Optimizer VAV controllers.

C. Understanding the differences between Spyder Model 5 Compact VAV and Honeywell Optimizer Compact VAV controllers.
 The Honeywell Optimizer Compact VAV controllers have the exact same technical specifications, certifications, programming tools, dimensions, parameters, features, communication protocols, mechanical and electrical specifications and parameters, as the current Spyder Model 5 Compact VAV controllers. The differences between both offerings are listed below on Table 3:

PRODUCT FAMILY		Spyder Model 5 Compact VAV	Honeywell Optimizer Compact VAV
PART NUMBERS	BACnet® MS/TP with integrated actuator	WEB-VA423B24N	VAA-VA423M24NC
	BACnet® MS/TP without actuator	WEB-V423B24N	VAA-423M24NC
PRODUCT AESTHETICS	Housing Color	Honeywell Dark Black	Honeywell Black
	LED Status shape	Small LED	Ring
	Honeywell Top Red line film	No	Yes
	Honeywell logo position	Vertical	Horizontal
PRODUCT WARRANTY TERMS		Eighteen (18) Months from Honeywell's Date of Shipment or the Date of Installation, at Honeywell's Discretion	Twenty-four (24) Months from Honeywell's Date of Shipment or the Date of Installation, at Honeywell's Discretion

Table 3: Differences between Spyder Model 5 Compact VAV controllers and the Honeywell Optimizer Compact VAV controllers.

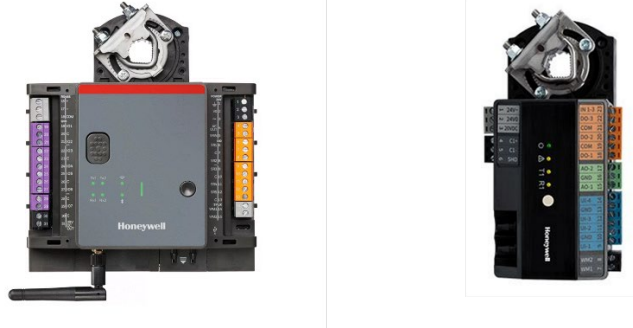
D. What to expect during the transition?

Honeywell is committed to set science-based targets to help further reduce our environmental impact – building on the pledge we made in 2021 to be carbon neutral in our facilities and operations by 2035. In February 2022 we submitted our Commitment Letter to the Science Based Targets initiative (SBTi) committing to develop a science-based target in line with their protocols that will include the US Environmental Protection Agency (EPA) Scope 3 GHG (greenhouse gas) emissions.

To comply with the US EPA Scope 3 GHG Standard “Downstream activities: Use of sold products & end-of-life treatment of sold products across the value chain”, Honeywell has decided to follow the ESG Circular Economy model on the Honeywell Optimizer VAV and Honeywell Optimizer Compact VAV controllers by reusing the plastic housings of the Spyder 7 VAV controllers and Spyder Model 5 Compact VAV controllers respectively which will avoid scrapping thousands of plastics into the environment. This decision has also been taken by Honeywell, as we understand that the nature of the application of the VAV controllers will not have any negative visual impact for the user of the building since the VAV controllers are generally located inside a plenum and are not visible to them.

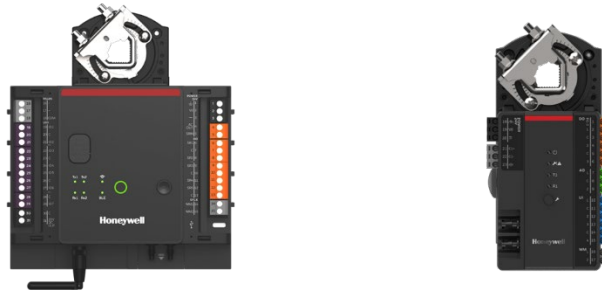
For more information regarding Honeywell’s SBTi targets and carbon neutral commitments, and the US EPA Standards please visit: <https://www.honeywell.com/us/en/company/sustainability/carbon-neutrality> webpage, <https://www.honeywell.com/us/en/news/2022/04/why-we-are-committing-to-science-based-targets> press release and <https://www.epa.gov/climateleadership/scope-3-inventory-guidance> US EPA Center for Corporate Climate Leadership.

During this transition, both the Honeywell Optimizer VAV and Honeywell Optimizer Compact VAV will be supplied with the same plastic housings of their equivalent Spyder Model 7 VAV controllers and Spyder Model 5 Compact VAV controllers until we consume all the current inventory plastic housings. Once the current plastic housings are consumed, any open orders for the Spyder Model 7 VAV controllers and Spyder Model 5 Compact VAV controllers will be supplied with the new Honeywell Optimizer VAV and Honeywell Optimizer Compact VAV plastic housings, please refer to Picture 1 and Picture 2 below.



Picture 1: Current plastic housing color and design for Spyder Model 7 VAV (left) and Spyder Model 5 Compact VAV (right).

NOTE: Plastic housings will be reused on the Honeywell Optimizer VAV and Honeywell Optimizer Compact VAV controllers respectively)



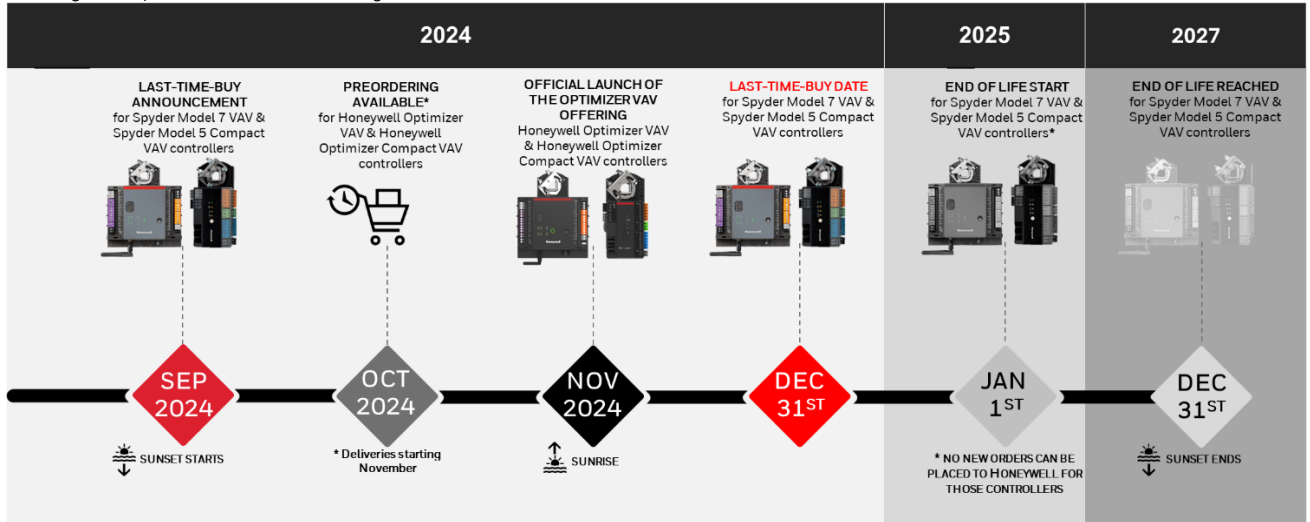
Picture 2: Final plastic housing design of the Honeywell Optimizer VAV (left) and Honeywell Optimizer Compact VAV (right).

NOTE: Final plastic housings might be used on Spyder Model 7 VAV and Spyder Model 5 Compact controllers if their current plastic housings are depleted and LTB orders need to be supplied.

NOTE: It is important to know that during this transition the only way to differentiate between the Optimizer VAV controllers and the Spyder Model 7 VAV controllers or between the Optimizer Compact VAV controllers and the Spyder Model 5 Compact VAV controllers will be only through the part numbers (SKUs).

E. Sunset of the Spyder Model 7 VAV and Spyder Model 5 Compact VAV; and Sunrise of the Honeywell Optimizer VAV and Honeywell Optimizer Compact VAV Timeline representation

The picture below is a timeline representation of the sunset and sunrise of both offerings that can help customers better view the transitioning and migration path between the offerings:



Picture 3: Sunset and Sunrise timeline representation of the transitioning between Spyder Model 7 VAV and Spyder Model 5 Compact VAV to the new Honeywell Optimizer VAV and Honeywell Compact VAV controllers.

At Honeywell, we are committed to offering world-class competitive products and solutions for a wide range of applications while enhancing or current portfolio with new product introductions to the market. We always appreciate and value your trust and loyalty, and we will continue to support you in your business. For more information, please contact your Honeywell Authorized channel partner or Honeywell Sales Representative.

Sincerely,

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