

Pressure Transducers – 24 Questions to Match Honeywell Capability to Customer Requirements

Customer Name:

Customer Location:

Customer Business:

1. Pressure Range:

2. Proof pressure:

3. Pressure connection type (threaded port & type, straight tube, flush diaphragm, other):

4. Electrical connection type (connector & type, cable, wire leads, other):

5. Signal Output (low-level voltage [mV], amplified voltage[V], current[mA], other):

6. Excitation power source:

7. Media to be measured:

8. Media Temperature:

9. Operating Temperature:

10. External environmental operating conditions (temperature range, wet/dry, corrosive, other):

11. Accuracy:

12. Shock and Vibration:

13. RFI/EMI:

14. Mounting aspects:

15. Performance features (other):

16. Five- year forecast:

<u>Year</u>	<u>Volume</u>	<u>Target Price</u>
1 (Start Year: 20__)		
2		
3		
4		
5		

17. How firm is price requirement?

18. Is it new development project for customer, or just change of vendor?

19. Why vendor change?

20. Who is Competition?

21. Any customer concerns with current supplier?

22. Application concerns, peculiarities, details?

23. When are working prototypes needed? How many?

24. Does customer already buy Honeywell Industrial/Safety products?

Submitted by:

Date: