

Overview / Talking Points for Distribution Partners – GasAlertMicroClip XL

Distributors to Share with their Teams:
Inside Sales, Outside Sales, Service

About the NEW GasAlertMicroClip XL

The GasAlertMicroClip XL is an addition to the GasAlertMicroClip line of portable multi-gas detectors offered by BW Technologies by Honeywell.

Both the new GasAlertMicroClip XL detector model and the existing GasAlertMicroClip XT model will be offered in the line. Choose up to four gases to detect for simultaneously:

What's the XL difference?

Both XT and XL models come equipped with a rechargeable battery. The new XL model offers an enhanced battery to serve customers with extra-long shifts, even in extreme weather.

What makes the new GasAlertMicroClip XL model easy to sell?

It's the only multi-gas detector that offers the combination of these four values: best-in-class comfort, best-in-class price, best-in-class ease of use, along with a battery run-time enduring longer shifts in harsh environments.

If customers own an XT model already, it's seamless; no need to invest in new accessories or training.

Both XL and XT are offered in the same gas combinations (1, 2, 3 or 4 gases) and use the same replacement sensors. Choose yellow or black.

Detect for up to four atmospheric gas hazards simultaneously

- Hydrogen Sulfide (H₂S)
- Carbon Monoxide (CO)
- Oxygen (O₂)
- Combustible Gases (%LEL)



Choose GasAlertMicroClip XL for longer shifts or for use in cold weather

GasAlertMicroClip XL battery run-time is 18 hours and is cold weather tested to last 12 hours at 4°F / -20°C after 2 years.

Customers that already own XT model accessories or a MicroDock II docking system with a GasAlertMicroClip XT docking module do not have to buy new equipment. The GasAlertMicroClip XL detector fits right in and works right away. No new steps. Easy.

Both GasAlertMicroClip XL and XT models are ...

Easy to wear

- ultra-comfortable, thin and lightweight

Easy to use

- one-button simplicity keeps operation simple and training straightforward

Easy for compliance

- supervisors and users see status at a glance with flashing, green IntelliFlash™

Easy to manage

- using Fleet Manager II software and MicroDock II automated bump testing, calibration and record management docking system.

Easy on the wallet

- affordable upfront and cost effective to own

XL models have more battery power than ever but can't tell the difference in size or weight.

Both XL and XT detector models operate identically.

Both XL and XT detector models are compatible with existing Fleet Manager II software – versions higher than 3.4.2 have updated report labels that include XL labelling

Promo Pricing

For a limited time BW is offering an instant rebate off introductory list price for any GasAlertMicroClip XL detector. With the rebate, BW list price for the XL and XT models are the equivalent during the promotional period.

New to selling gas detection? Keep this in mind:

The GasAlertMicroClip XL is the easiest portable multi-gas detector to sell.

1. What gases does your customer need to detect?
2. What run-time does your customer require for the rechargeable battery?
3. What about a MicroDock II docking system for automate bump testing, calibration and data management?
4. Does your customer need calibration gas and a regulator?
5. And don't forget to ask about accessory needs such as confined space kits, carrying and protective options, charging options, sampling and testing equipment, charging options, IR DataLink for data download and MicroDock II docking system options etc. (See the full Order Sheet for details.)

What sales tools are available to me to help me sell the GasAlertMicroClip XL?

Check out all the tools we've made available for you on the [BW Partners Resource Site](#).

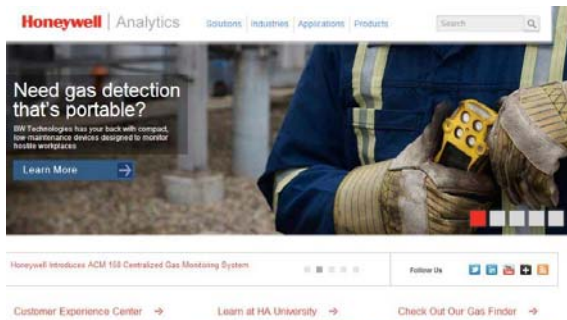
[Click here and go to the BW Partners Resource Site Main Page.](#)



- Order printed datasheets.
- Download images, write-ups and e-blast html templates to get the message out.
- Download the distributor flyer.
- Download an updated version of our configurator tool.
- Get the full order sheet with list pricing.
- See the many other tools

Also check out the product information on our [new website](#) including the datasheet, manuals and other information.

[Click here and use the Product Finder to go directly to the GasAlertMicroClip product page Honeywell.Analytics.com](#)



What tools are available to help me service the GasAlertMicroClip XL?

- Check out the FAQ for Distributors on the [BW Partners' Resource Site](#).
- Make sure you have a copy of [Fleet Manager II software](#) and an IR DataLink accessory.
- Take a look at the Order Sheet for a list of [replacement parts and exploded detector views](#). Find it on the Software tab of the GasAlertMicroClip product page at www.gasmonitors.com.
- Use our [Warranty Validation Tool](#) found on the left menu of the [BW Partners' Resource Site](#).