

The Eaton Authorized System Integrator program

Eaton, the world's leading manufacturer of electrical distribution, industrial control and automation solutions, is looking for a select number of third-party business partners in Canada with prior experience in the integration and commissioning of:

- Operator interface, and/or communicating MCCs,
- PLC-based control systems, and/or drives systems,
- Power distribution systems with associated power quality/energy management hardware and software.

Eaton is currently experiencing unprecedented growth in sales of product requiring integration. We recognize the growing need and increased demand for quality driven systems integrators to provide integrated solutions to our customers.

This elite group of partners Eaton will authorize as systems integrators in Canada must be able to address customers' needs with solutions by providing design, specification, engineering and start-up assistance which brings together component sub-systems into a fully integrated operating system.

Eaton will pursue system solutions opportunities with the lead of our sales organization, Services & Systems group as well as a limited number of authorized third party system integrators.

The Eaton authorized systems integrator must have a proven track record with previously demonstrated experience in a specifically focused geography or targeted industry segment. Systems integrators will be required to meet a number of minimum requirements including:

- Employing a critical mass of 6+ employees
- Providing customer references
- Holding a provincial business license
- The purchase of Eaton components through an authorized Eaton distributor

To foster growth and deliver enhanced value to our business partners and our mutual customers, Eaton will provide an exclusive level of support to our authorized systems integrators including:

- Cooperative advertising and promotion
- Pricing agreements
- Enhanced training programs
- Direct access to Eaton technology application engineers

For more information regarding the Eaton authorized system integrator program in Canada and to find out how your business can become an Eaton authorized system integrator please contact your local Eaton sales representative.



Powering Business Worldwide

Eaton's Electrical Sector is a global leader in power distribution, power quality, control and automation, and monitoring products. When combined with Eaton's full-scale engineering services, these products provide customer-driven PowerChain Management® solutions to serve the power system needs of the data centre, industrial, institutional, public sector, utility, commercial, residential, IT, mission critical, alternative energy and OEM markets worldwide.

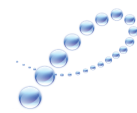
Powerchain Management solutions help enterprises achieve sustainable and competitive advantages through proactive management of the power system as a strategic, integrated asset throughout its life cycle, resulting in enhanced safety, greater reliability and energy efficiency. For more information visit: www.eatoncanada.ca

Eaton
5050 Mainway
Burlington, ON L7L 5Z1
Canada
1-800-268-3578
EatonCanada.ca

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