

# A Powerful Choice

## An Industry Leader in Power Quality Solutions

Eaton®, a \$12.4 billion diversified industrial manufacturer and global leader in electrical control, power distribution, uninterruptible power supplies (UPSs) and industrial automation products, is proud to offer Powerware® and MGE Office Protection Systems brands within our exclusive reseller partner program. Backed by more than 40 years of industry experience, Eaton is recognized as a technology leader in

UPS systems, holding one of the largest patent portfolios in the industry and protecting applications ranging from a single desktop computer to a large enterprise. Additionally, Eaton offers a complete line of cutting-edge data center solutions designed to ensure energy efficiency, high availability and maximum uptime.

**Powerware BladeUPS**  
SearchDataCentre.com's  
2007 Product of the Year



### Access a broad range of premium products

Enhance your profits as well as your customers' satisfaction by adding Eaton's power quality products to your sale, or installation of, electrical devices. Add value to your customers by serving as a convenient, one-stop shop, delivering a comprehensive range of premium power quality solutions including:

**UPS products** — Desktop, rackmount, scalable and end-of-row UPS solutions are manufactured with the highest level of reliability and most advanced technologies.

**Powerware BladeUPS®** — This highly efficient modular UPS solution delivers a huge return on investment by saving thousands of dollars a year in energy costs, while its 12kW modules occupy just 6U of standard rack space, including the batteries.

**Enclosures** — Secure and durable enclosures, environmental monitoring solutions and accessories for data centers, wiring closets, office environments and warehouse spaces.

**Power distribution** — Rackmount, enclosure base, and freestanding power distribution products to streamline power distribution throughout a data center, or a facility.

**Power reliability** — Advanced battery technologies, paralleling gear to create redundant UPS configurations, N+X capabilities, hot swappable power and battery modules.

**Software and connectivity** — All Eaton UPSs are bundled with free software that provides monitoring, analysis, management and shutdown capabilities, while a wide array of UPS connectivity options provide maximum flexibility.

**Services** — Maintenance plans, extended warranties, 24x7 support, remote monitoring, diagnostic services, and monthly UPS health status reports.



*Pulsar*



*Powerware 5115*



*ePDU*



*Auto Transfer*

# Many Benefits When Partnering With Eaton

Eaton's partner program is specifically designed to meet the changing needs of reseller partners by delivering what you — and your customers — need most, including:

## 1. Profitability

Higher profit margins and a well-managed distribution channel make Eaton products an excellent revenue source for you. Because our products are not over-distributed in the market or sold in retail chains, you don't have to compete with extremely low pricing.

## 2. Technology leadership

Advanced, cutting-edge technology is the backbone of Eaton products. Our new Powerware BladeUPS allows customers to achieve a 97% efficiency rating while realizing an energy savings of more than \$30,000 over 5 years with a 60 kW N+1 solution. Furthermore, our comprehensive range of single-phase UPSs are equipped with benefits such as ABM® technology to lengthen battery service life and provide advanced warning of the end of useful battery life — resulting in significantly longer battery life than competitive UPSs.

## 3. Ease of business

You'll have access to all the tools and support needed to effectively grow your business, including direct technical support and a hassle-free environment that makes doing business with us a breeze. Benefits include:

### Deep, broad sales support

- National and Regional Channel/Program Managers, Local Sales support, and Application Engineers to provide product expertise, sales call assistance and any additional resources required to help you close a deal.

- Eaton's dedicated inside technical sales support team is a group of experts available for phone-based technical expertise, questions, and other sales and product needs.

- On Line Project Registration, Technology Upgrade and Government, Education and Medical Sale Programs.

### Hassle-free buying

- Eaton's exceptional distribution network makes it easy for you to buy where you choose — either from our National Distributors or from our exclusive group of Regional Distributors.

## Comprehensive sales and marketing support

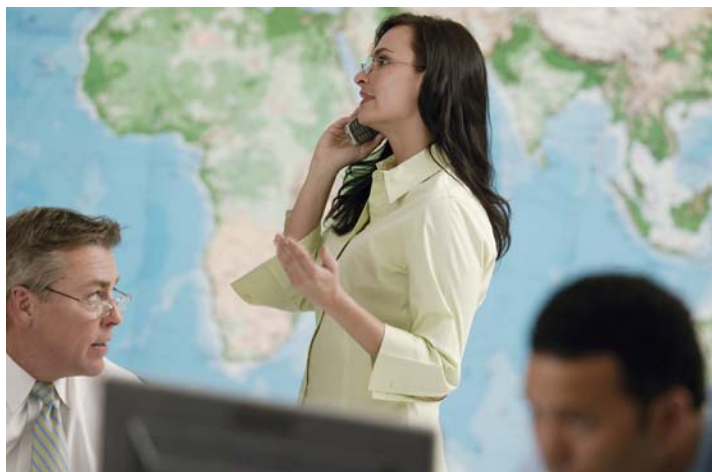
- Access to the password protected Salesweb puts an extensive range of tools right at your fingertips, including products configurators and selectors, competitive comparisons, product presentations, pricing, podcasts, product videos and much more.

- Training programs tailored to you and your business; webinars, on line self paced modules, or classroom based instructor lead.

- Access to Gartner Group Research and extensive White papers on DataCentres and Power Distribution topics, to name a few.

## 4. Service/Support

Eaton offers a complete line of 24x7 world-class services delivered by our factory certified, on-staff technicians throughout Canada, including on-site corrective and preventive maintenance, battery solutions, service training, remote monitoring, integration services and spare parts. Furthermore, Eaton's Customer Reliability Center (CRC) in Raleigh, NC, offers 24x7 real-time remote monitoring of UPS system and battery alarms. This unique service provides immediate notification of significant power quality events, remote troubleshooting, monthly status reports, and if necessary, will dispatch UPS service technicians.



**For more information about Eaton's Reseller Program, or to register:**

**1.800.461.9166 ext #3324**

**[www.powerware.com/Canadareseller](http://www.powerware.com/Canadareseller)**