



## Trying to sell more power? We can help.

Win more  
business  
with the  
right  
questions.

Start with open-ended questions like these to help guide your customer to the conclusion that they need your help now.

- **Have you ever sold your customer power?**

If not, they are buying it elsewhere. Find out who is in charge of power.

- **How do you monitor and manage all your UPS and PDU's?**

Eaton's 3rd party capabilities enable single pane of glass monitoring.

- **Does your customer use Cisco, Citrix, Dell, HPE, NetApp, Nutanix, Scale, Synology or VMware products?**

Eaton's Intelligent Power Manager works with these different platforms to enhance their performance and automate power management.

- **Are you selling your customer anything that goes into a rack?** If so, you are changing the power requirements, we should talk.

### Additional resources

 [From edge to edge with Eaton](#)

[view >](#)

 [Powering data centered on the edge](#)

[view >](#)

 [Alliance partners](#)

Our strategic partnerships help you provide the ultimate power management solution

[view >](#)

 [Eaton Intelligence Platform](#)

The power of flexible intelligence

[view >](#)

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