

POWER ADVANTAGE[®] Partner Program

The Eaton MSP Partner program

Putting more profit in Power as a Service

Eaton understands the unique challenges facing today's managed service providers (MSPs). That's why we've custom-tailored a partner program with the goal of making it easier – and more profitable – for you to deliver managed services to your customers. In addition to supplying the industry-leading solutions you need to reduce risk in the power infrastructure equipment you monitor, we provide unparalleled support – helping you to increase customer satisfaction while bolstering your revenue. Here's how:

New opportunities

Adding power to your current subscription offering is an easy way to increase recurring revenue from services provided on a contractual basis, while also providing customers with a complete solution that includes power protection.

Integration with ConnectWise

We add even more value to the leading software through the Eaton plug-in for [ConnectWise](#), which allows you to see all events on a single screen.

Industry-leading remote monitoring solutions

Know what's going on anywhere, anytime with options such as Eaton's [Distributed Infrastructure Management \(DIM\)](#) for management and control and [PredictPulse](#), an Eaton-hosted cloud remote managed service.

Ongoing training

You don't have to be a power expert to be successful with Eaton products. We offer a wide variety of specialized training resources designed to quickly and easily enrich your power expertise, including online tutorials, webinars and program/solution training.

Intelligent Automation

Because Eaton power management equipment (both hardware and software) integrates with industry-leading IT vendors such as Nutanix, Dell and HPE, you can automate actions based on different power scenarios and view everything on a single dashboard with the ConnectWise integration.

Deal registration

Eaton's Deal Registration Program offers financial rewards to partners who identify and develop new Eaton business.

Enhanced technical and customer support

Eaton provides extensive resources to ensure you have everything you need to properly protect and monitor your customers' critical power infrastructure – from national sales and marketing teams, to a dedicated staff of inside sales engineers and software specialists, to an advanced technical team waiting to untangle any complexities you may encounter.

NFR Program

Access free and/or discounted demo units through an easy-to-use online form.

Don't forget the 5th element of IT infrastructure: Power

The numerous benefits of deploying IT remote management tools are well documented:

- ✓ 22% reduction in incidents
- ✓ 23% reduction in MTTR
- ✓ 10 hours saved/week with automation of manual tasks

Make sure you embrace these advantages for your customers' critical power infrastructure, as well!