

Eaton variable frequency drives



## Independent Service Provider program



Through continuing investments, Eaton's Electrical Sector has grown into a world-class provider of variable frequency drives (VFDs). In order to support this growth, Eaton has developed an Independent Service Provider program to help our customers and channel partners easily use and integrate Eaton VFDs into their applications.

The Eaton Independent Service Provider (ISP) program provides training and tools that allow you to perform startup and/or service work on Eaton VFDs. This capability will help make you more successful in selling Eaton VFDs and provide an additional revenue stream for your organization. The tools provided to our ISP partners include regular communications with the product line, service bulletins and visibility to Eaton customers.

**EATON**

*Powering Business Worldwide*



Industrial manufacturing

# Why partner with Eaton?

Eaton has become a major VFD player in the water, wastewater, HVAC, and oil and gas markets. Our market presence is an opportunity for our service partners to provide value to our customers and secure new business relationships. Our customers are constantly looking for dependable companies that can provide services such as startup, repair and troubleshooting. Become part of the Eaton team and your company can enjoy the benefits of being connected to a world leader in the electrical industry.

## Qualifications

To qualify as an Eaton Independent Service Provider, your company must:

- Remain current on certifications with Eaton's VFD platforms
- Make reasonable efforts to respond to Eaton's request for service calls
- Maintain positive customer feedback on all service work
- Maintain proper insurance levels as noted on Eaton's service agreement
- Maintain an active service level agreement with Eaton

## Certification options

<b>Online basic startup training (6-hour online class)</b>	Enables technician to start up an Eaton drive product. Each drive family consists of a series of online modules.
<b>Industrial commissioning (2-day class)</b>	Enables technician to start up Eaton's industrial drive products and extend the warranty for that drive to 3 years, including labor.
<b>HVAC commissioning (1-day class)</b>	Enables technician to start up Eaton's HVAC drive product and extend the warranty on that drive to 3 years, including labor
<b>Master service (4 1/2-day class)</b>	Enables technician to service or repair any industrial or HVAC drive product.

[www.eaton.com/DrivesTraining](http://www.eaton.com/DrivesTraining)

## Additional program benefits

- Identification on Eaton's website as an Independent VFD Service Provider
- Preferred pricing on parts
- 25% discount on certification training
- Priority access to phone support
- Service bulletin notifications
- Previews of new products and contact information through quarterly e-newsletters

## How to apply

Contact your local Eaton sales representative or email us at [VFDAftermarketEG@Eaton.com](mailto:VFDAftermarketEG@Eaton.com)



**Water treatment**



**Oil and gas**



**Pumping**