

Panel Builder Partner Program

Empowering you to win

EATON

Powering Business Worldwide

POWER *ADVANTAGE*[®]
Partner Program



Energizing Tomorrow's World, Today!

Eaton's vision is to improve the quality of life and the environment through the use of power management technologies and services. Eaton has a vital role in our world because the products and services created, help partners and customers manage and use power in a way that fulfils their objectives.

We now invite you to work with us, as a member of our Eaton Power Advantage Partner Program, to bring sustainable power solutions to the world.

Learn more: www.eaton.com

Experience a True Partnership



Eaton works with partners that meet our high standards and embrace our safety culture. We partner with organizations that offer best-in-class in terms of quality, delivery, cost, technology, flexibility, and sustainability. Our partners are growth-oriented, focused on delivering customer value and opportunities for continuous improvement.

Partnering with Eaton means access to innovative products and practical support in growing your business:

- A global IEC Power Advantage Partner Program offering real value to encourage partner growth.
- Additional value through a tiered program, auditing, training, services, and access to Eaton's demand creation pipeline.
- Dedicated support from our business units



A Partnership that Empowers You to Win

The Eaton Power Advantage Partner Program offers partners three distinct advantages that will differentiate them from the rest of the market:

Eaton's Safety Solutions:

- Safety is in our DNA: access to innovative and patented safety technologies to protect you people and your assets
- Offering licensed partners access to our withdrawable technology for high-end motor control centres

Technology Access:

- ARCON: Arc fault protection system with unmatched arc fault quenching time of less than two (2) milliseconds
- Diagnose: a patented solution for temperature monitoring low voltage switchgear
- Arcflash Reduction Maintenance System™ (ARMS)
- Eaton's premium withdrawable MCC's
- Zone Selective Interlocking

Support Services:

Comprehensive support that includes training, technical support & business optimization, mutual marketing and branding benefits, and integrated software tools to ensure your business operates efficiently.

Partner Empowerment Support



The Eaton Power Advantage Partner Program offers partners three distinct advantages that will differentiate them from the rest of the market:

Partner Portal, Software, Tools, and Assets

- Exclusive access to the new partner portal
- All documentation centralized and available on-line
- Access to software and tools
- Design verification documents
- Assembly videos
- Marketing and branding materials
- Trainings
- Content generation and knowledge sharing from our experts

Advantage + Power-up's

- High-end MCC's
- Eaton Connected, integrated UPS solutions
- Package substations
- Manufacturing Licenses

Licensed Partners

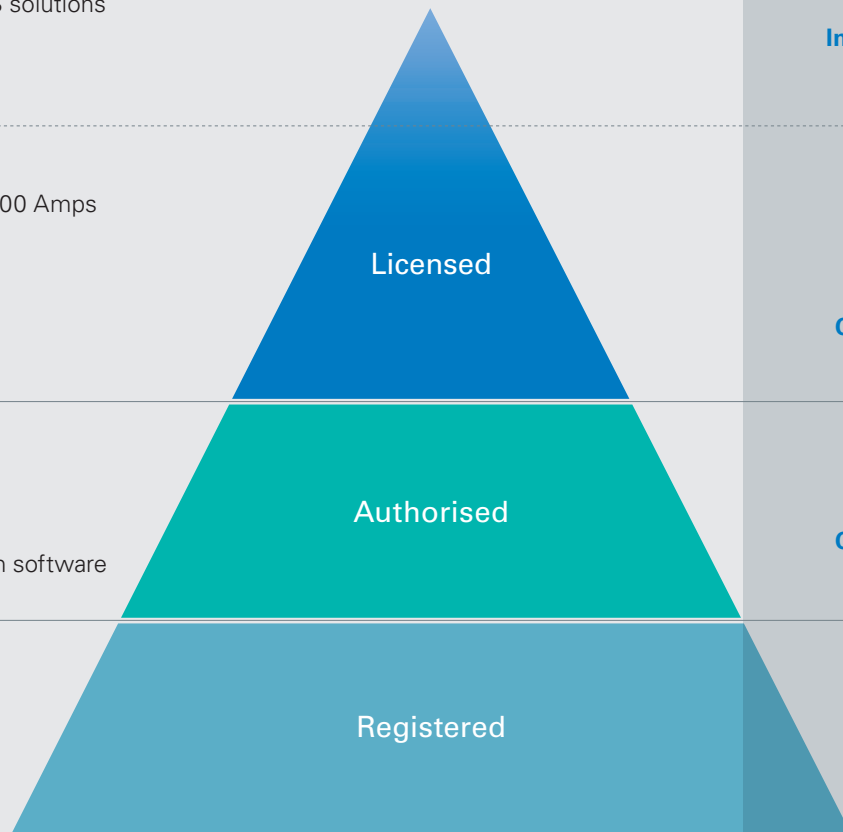
- LV withdrawable system up to 7100 Amps
- Access to Eaton project pipeline
- Safety solutions technology
- Deal registration
- Partner Portal/Design Tools

Authorized Partners

- LV system up to 4000 Amps
- Partner portal
- Configurator & network calculation software

Registered Partners

- LV system up to 1600 Amps
- Core components
- Configurator tools
- Partner portal



Segment xPerts

Industry 

Infrastructure 

Light Industry 

Commercial Construction 

Light Commercial Construction 

Light Commercial 

Residential 

Registered Partners

xEnergy Basic

- Wide product range for different kind of applications
- Tailored pre-assembled and partially pre-wired solutions acc.to local market requirements available off the shelf
- Very robust enclosure platform, supporting different installation habits which enables high functionality and good performance also in harsh environment
- Integrated interior structure for the entire product basket reduces the number of individual parts per assembly
- High quality throughout the whole assortment based on 3rd party witnessed certificates and verifications



xEnergy Light

- Lean assortment capable to cover a wide range of applications
- Partially pre-assembled solutions acc.to local market requirements available off the shelf
- Very robust enclosure platform enables high functionality and good performance in indoor and also harsh environment applications
- The newly developed interior structure enables assemblers to significantly decrease the engineering efforts and assembling time
- High quality throughout the whole assortment based on 3rd party witnessed certificates and verifications
- Powerful Configurator tool which supports all kind of engineering, assembling and design verification steps



Partner Benefits

- Low Voltage distribution up to 1600 Amps
- Partner configurator tools
- Partner portal to access IL's, BA's, technical documentation and marketing materials
- Online training modules for configurator, product and assembly
- Temperature calculation tool
- Core component such as ACB'S, MCCB's, MCB's
- Technical support level 1

Authorised Partners

xEnergy Main

- Design verified low voltage switchboard system up to 4000 Amps
- Seismic tested & certified according to IEC 60068-3-3
- Passive arc fault protection tested according to IEC/TR 61641
- Easy maintenance and reduced down times using Fixed and Removable outgoing sessions. Feeders with of circuit breakers and fused switch-disconnectors
- System flexibility with Multiple main busbar positions allowing front and rear access, multiple stacked ACB's and footprint
- reduction.
- Back and top busbar arrangement for both front and rear access applications
- reliable in operation with Full internal separation of all functional units designed in accordance with IEC 61439 up to Form 4b type 7
- Customer specific solution as cutouts, special dimensions, customized colors and more



Partner Benefits

In addition to benefits of registered partners:

- xSpider network calculation tool
- External degree of protection is third party tested for IP31, IP42 and IP55
- Product marketing assets and co-branding
- Access to Eaton marketing campaigns such as 'Safety above standards'
- Customized training modules for software, assembly and product
- Partner conference: Technology roadmap, IEC standards, innovation etc
- Technical support level 2
- Deal registration process
- Access to Eaton project pipeline
- Knowledge sharing and exclusive content with our xEnergy Main experts

Licensed Partners

xEnergy Main

- Design verified low voltage switchboard system up to 7100 Amps
- Seismic tested and certified according IEC 60068-3-3
- Safe in operation, easy maintenance and reduced down times using Fixed, Removable and withdrawable feeders and motor starter
- Stacked ACBs
- Back and top busbar arrangement for both front and rear access applications
- Internal separation up to Form 4 Type 7
- Drawers can be replaced under live-line working conditions ensuring minimum down times



ADVANTAGE + POWER UPS

MODAN S

Eaton offers Licensed Partner advanced programs enabling partners to add more value to their business. Access to integrated concepts, manufacturing licenses or high-end MCC's like MODAN S.

- Enhanced Safety - For personnel and processes through a strong focus on arc flash mitigation technologies
- Reduced Footprint- Space-saving designs with optimum motor starters and feeder performances
- Low Maintenance - Non-sliding motor starters and feeders with rotary contact system and maintenance-free busbar systems
- Global Availability- IEC platform for power distribution and smart motor control based on breaker and fused technologies up to 690V



Licensed Partner Benefits

In addition to benefits of registered & authorised partners:

- Access to Withdrawable Technology
- Eaton Safety solutions:
 - ARCON Arc Fault Protection
 - Diagnose Temperature Monitoring
 - ARMS Arc-flash Reduction Maintenance System
- Arc risk assessment tool
- Potential access to iMCC (restricted)
- Potential manufacturing licenses (restricted)
- Joint marketing plans & campaigns



Partner benefits per level

	Registered partner	Authorised partner	Licensed partner
Product			
xEnergy Basic & Light up to 1600 Amps	Yes	Yes	Yes
xEnergy main up to 4000 Amps		Yes	Yes
xEnergy main withdrawable up to 7100 Amps			Yes
Electrical Safety Solutions			Yes
Option for access to Intelligent MCC			Yes
Annual Partner Conference			Yes
Partner Tools/support			
xEnergy configurator	Yes	Yes	Yes
Partner portal	Yes	Yes	Yes
Temperature calculation tool	Yes	Yes	Yes
xSpider network calculation tool		Yes	Yes
Arc risk assessment tool			Yes
Marketing			
Product marketing assets	Yes	Yes	Yes
Access to Eaton marketing campaigns		Yes	Yes
Joint marketing plans/campaigns			Yes
Knowledge			
Customized training: Software, product & assembly		Yes	Yes
Partner conference: technology roadmap, IEC standards, innovation		Yes	Yes
Technical support level 1	Yes	Yes	Yes
Technical support level 2		Yes	Yes
Knowledge sharing		Yes	Yes
Business Development			
Partner Business plans		Yes	Yes
Project deal registration incentive		Yes	Yes
Access to Eaton project pipeline		Yes	Yes

Eaton Panel Builder Power Advantage Program

The **Eaton Power Advantage Partner Program** is designed to help you grow your business with Eaton's intelligent power management technology. It offers tangible benefits such as stronger margins, business development opportunities, marketing and sales support, and access to Eaton's service support.

As part of **Eaton's Power Advantage Partner Program**, you will have access to resources, tools, and support to help you build a sustainable panel builder business.

Contact us for more information about the program:
IECPartners@eaton.com

Eaton
EMEA Headquarters
Route de la Longeraie 7
1110 Morges, Switzerland
Eaton.eu

© 2020 Eaton
All Rights Reserved
Printed in XXX
Publication No. BRXXXXXXXXX / XXX
Article No. XXXXXX
March 2020



Changes to the products, to the information contained in this document, and to prices are reserved; so are errors and omissions. Only order confirmations and technical documentation by Eaton is binding. Photos and pictures also do not warrant a specific layout or functionality. Their use in whatever form is subject to prior approval by Eaton. The same applies to Trademarks (especially Eaton, Moeller, and Cutler-Hammer). The Terms and Conditions of Eaton apply, as referenced on Eaton Internet pages and Eaton order confirmations.



Eaton is a registered trademark.

All other trademarks are property of their respective owners.

Follow us on social media to get the latest product and support information.

