Partnering with Eaton has never been easier – or more lucrative!

Add value for your customers while increasing your sales!

Eaton's strategic alliances not only enable you to provide a one-stop shopping experience for your customers, but to easily boost your revenue with every sale! Because power protection is only one aspect of the IT environment, Eaton builds strategic alliances with some of the biggest names in the IT industry – providing a distinct competitive advantage by enabling you to:

1 **Add value to your customers' IT equipment purchases** by furnishing complementary solutions such as racks, UPSs, connectivity, rackmount PDUs, KVMs, cooling, surge protection and software

2 **Deliver validated power management solutions** designed to seamlessly integrate with leading IT providers

3 **Add value and extend the availability of your customers' IT infrastructure** through Eaton's alliances

It's not just your customers that benefit – you reap the rewards as well!

✔ **Increase your sales and revenue** by adding complementary products

✔ **Get up to 20% off** select Eaton products tied to Cisco, Dell, HPE, Lenovo, NetApp, Nutanix, Synology and VMware deals

✔ **Help solve clients' unique business needs**

When purchasing a server
Your customer will also need...

... a place to put it – quote a RACK

... a way to power it – add a PDU

... a way to protect it - sell a UPS

... a way to monitor it – encourage KVM

... a way to connect it – ensure CONNECTIVITY

... a way to keep it running efficiently – recommend COOLING

E·T·N
Powering Business Worldwide

CDW

The biggest names in the industry, working in harmony

Eaton solutions help organize, protect and manage your customers' IT environments by delivering a complete power management solution designed to save time and money while reducing risk. As the critical fifth element of converged and hyperconverged infrastructures, Eaton partners with industry leaders such as VMware, Cisco, NetApp, Dell, HPE, Nutanix and Scale Computing to provide added value by extending the availability of your customers' IT infrastructures.

These validated power management solutions are designed to integrate easily with technology from our alliance partners, helping solve your unique business needs and propel growth. By attaching these complementary Eaton products and furnishing a complete solution, you'll not only serve as a convenient, one-stop shop for your customer, but boost your sales revenue at the same time!

VMware Technology Alliance Partner – Eaton.com/VMware
- Eaton's IPM and Infrastructure Management Pack for vRealize Operations Manager are VMware Ready for Orchestration and Management

HPE Technology Alliance Partner – Eaton.com/HPE
- Eaton's IPM integrates with HPE OneView unified API for simplified power management of Composable Infrastructures and Integrated Infrastructures
- IPM, rack PDUs and UPSs are Composable Infrastructure Tested

Cisco Preferred Solution and DevNet Partner – Eaton.com/Cisco
- Eaton's IPM integrates directly with UCS server management to provide power-capping capability, enabling users to extend runtime by setting server consumption limits during extended power outages

Dell Technology Connect Advantage Partner – Eaton.com/Dell
- Published VxRail, VxRack reference designs, solution overview and joint solution brief

NetApp Alliance Partner – Eaton.com/NetApp
- Eaton's IPM integrates directly with NetApp ONTAP operating systems to provide supervision and shutdown capability for FAS storage systems

Nutanix Technology Alliance Partner – Eaton.com/Nutanix
- Eaton is the first power management provider to achieve Nutanix Ready validation which certifies interoperability with Nutanix architecture for complete power protection
- Eaton's IPM, enclosures, rack PDUs and UPSs are Nutanix Ready

Microsoft Hyper-V Alliance Partner
- Eaton's IPM integrates with Microsoft Hyper-V to allow for improved load shedding capabilities and provide remote agentless shutdown and maintenance mode initiation

Scale Computing Alliance Partner – Eaton.com/Scale
- Eaton provides intelligent, scalable power management solutions designed to organize, protect and manage Scale Computing HC3 hyperconverged appliances.

ConnectWise Alliance Partner – Click Here
- Through Eaton's Intelligent Power Manager (IPM) plug-in you get access to automated protection at remote sites to help your clients avoid lengthy downtime due to power-related system crashes.

Synology Alliance Partner – Eaton.com/Synology
- Eaton products support an extensive range of Synology solutions, including Active Backup for Business, high availability virtualization storage, unified backup for VMs, PCs, servers or SaaS, centralized storage and monitoring for surveillance

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