

BENEFITS

As an authorized Vertiv Partner, you'll have access to:

Partner Portal

A dedicated partner resource web site that includes easy access sales tools and other partner-related information to help you qualify and drive business.

Project Registration

Earn industry-leading margin by registering your participation in deals involving Vertiv products.

Sales Tools

Gain access to exclusive information such as features, benefits, objection handling, prospecting questions and competitive differentiators for every product sold.

Marketing Resources

Whether you want to generate more leads and opportunities or promote your partnership with Vertiv, our marketing resources can help!

Vertiv University

Designed to give you comprehensive knowledge of Vertiv through online courses so you're better equipped to sell our products.

Dedicated Sales Support

Our highly skilled field representatives work alongside your team to identify and solve customer challenges and drive revenue for your business.

Provide More Solutions. Gain Unparalleled Support. Maximize Your Profits.



Find out what teaming up with Vertiv will do for you.

- **Solve more customer problems** with the industry's most formidable array of data center critical infrastructure, services and management solutions
- **Close more orders** with the help of an unparalleled local sales support team
- **Maximize financial rewards** for delivering added value to your customers
- **Sell more third-party IT equipment** by removing infrastructure barriers to growth and project implementation

No other power, cooling and infrastructure management provider will do more to contribute to the bottom-line success of your business.

Vertiv Drives Possibilities in:

- Data Centers
- Commercial & Industrial Environments
- Communication Networks

We are a global leader in designing, manufacturing and servicing mission-critical infrastructure technologies for vital applications.

Award-Winning Partner Program



Be Part of a Winning Team

Power, Thermal Management, Infrastructure Access, Monitoring, Control and Management issues touch companies of all sizes, and so do our solutions.

As a partner, you can be confident that hundreds of sales and technical representatives are ready to work right alongside your team to identify, assess and solve customer challenges.

1. Customer Challenges:

- Capacity Planning
- Thermal & Power Management
- Consolidation
- Virtualization
- Asset Management
- Lights Out Access & Management

2. Products & Solutions:

- Racks and PDUs
- UPS Backup Power
- KVM & Serial Consoles
- Thermal Management
- Infrastructure Monitoring & Management
- Services



Data Center Specialization:

For those building a Data Center practice, the Advanced Data Center Specialization is made for you. Get the training you need to uncover and sell medium 3-phase, in-row cooling and row-based solutions for computer rooms and edge data centers.

About Us

Vertiv designs, builds and services critical infrastructure that enables vital applications for data centers, communication networks and commercial and industrial facilities. Vertiv supports today's growing mobile and cloud computing markets with a portfolio of power, thermal and infrastructure management solutions including the Avocent®, Geist™, Liebert®, NetSure™ and Trellis™ brands.

Submit your request for partnership at

<http://www.VertivCo.com/partners>

Whatever Your Business Model, the Vertiv Partner Program is Built for You.

Solution Providers

Help customers resolve power, cooling and infrastructure management challenges using best-in-class solutions and expert local support.

Electrical Distributors

Provide technologies and solutions to resellers, contractors and dealers who help customers migrate, build, consolidate or plan a new data center.

Contractors

Provide expertise in planning, architecting, installing and deploying infrastructure solutions.

Direct Market Resellers

Help small and medium-sized customers select the right products and solutions through online catalogs and phone support.