



—
EVENT, DATE

Go further in partnership

Panel builder partner program



Partnership makes greater success possible.

The idea behind the concept



Go further in partnership

6 reasons to join the panel builder partner program



1. Enhance your reputation



2. Win more orders



3. Speed up projects



4. Simplify planning



5. Get dedicated support



6. Stay ahead of the competition



1. Enhance your reputation

1. Enhance your reputation



Your company's reputation could be even better with ABB certification

- ABB's global presence and recognition
- The preferred vendor across companies and industries
- Reassurance for your customers



ABB's global presence and recognition

Electrification Products

- ~**42,000** employees
- **\$10.6 billion** in revenue (2014)
- Present in **+100 countries**
- **+100** manufacturing sites
- Delivering more than **1.5** million products a day
- Brand recognized across markets and industries



The preferred vendor across companies and industries

Global and local frame agreements with both global end customers and OEMs:



Reassurance for your customers

Our endorsement of you reassures your customers.

You'll need less time for persuading customers, so you'll have more time for business development.

“When I call a customer, they always have time to listen to my ABB offering – half of the selling job is done already”.





2. Win more orders

2. Win more orders

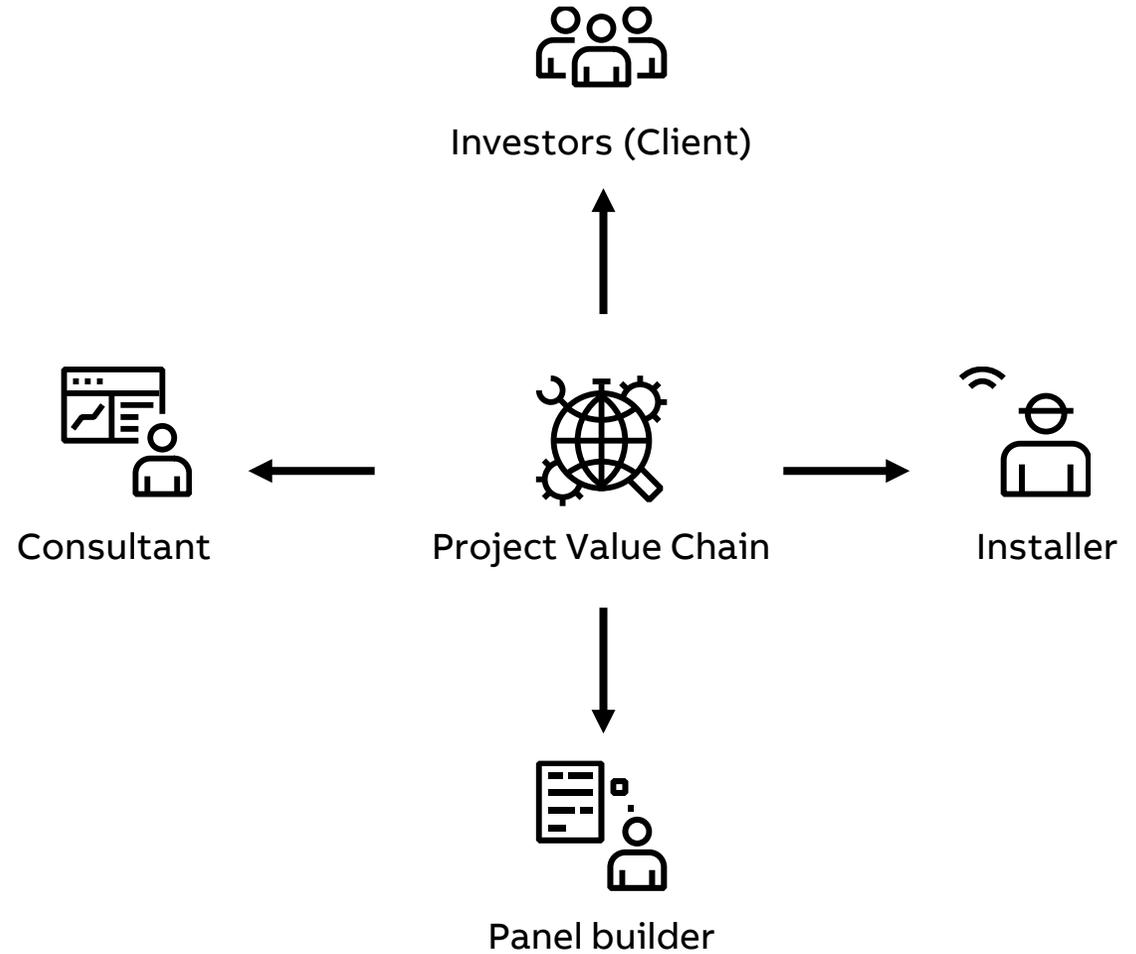


ABB certification opens up more opportunities for your company

- The project value chain
- Ease and confidence
- Business growth



The project value chain



Ease and confidence

When customers know that you're in partnership with ABB:

- It's easier for you to arrange meetings with new potential customers
- You can be confident that you have the backing of a strong team



Business growth

- Pitch for a wider range of tenders
- Secure more contracts
- Expand your business





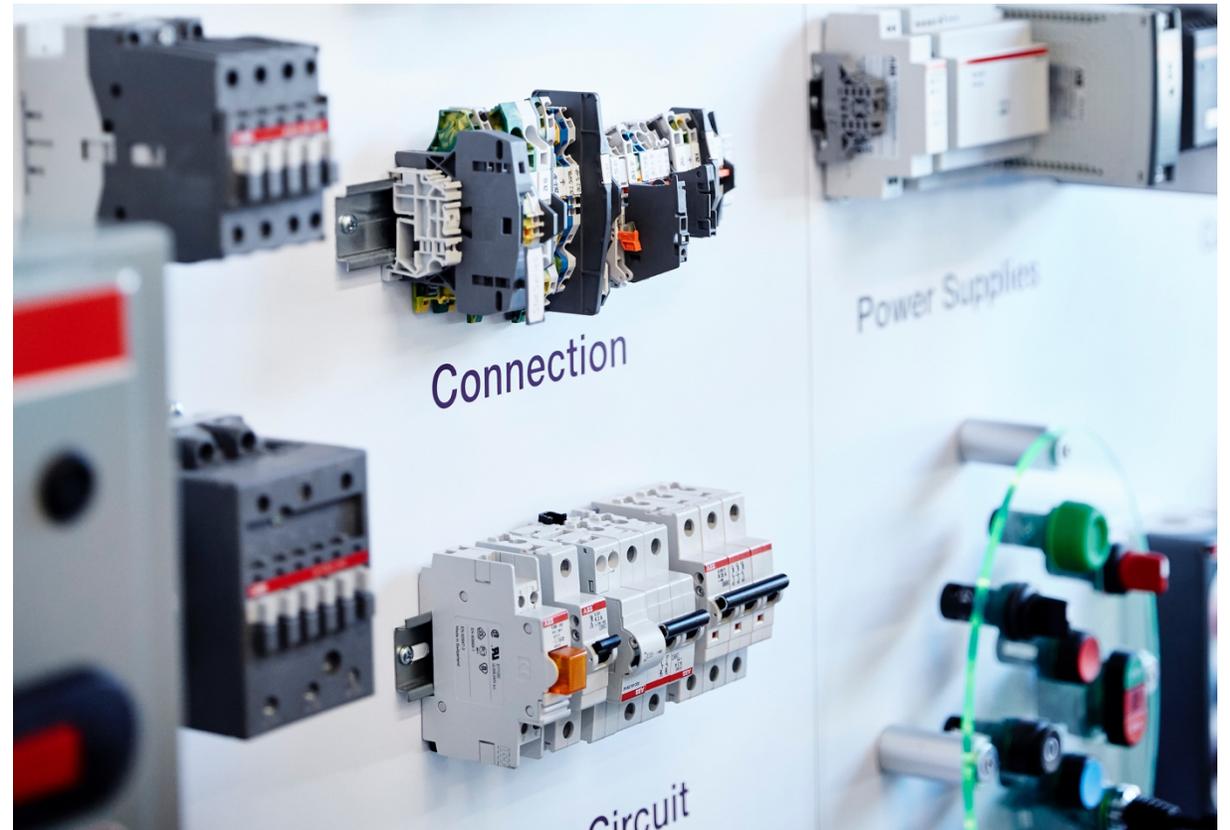
3. Speed up projects

3. Speed up projects



The quicker you can select products for your installations, the more you can maximize your profits

- Software and mobile apps
- Complete portfolio
- Quality products



Software and mobile apps

Our software and mobile apps speed up the selection process:

- e-Configure – Product selection and configuration tool/ e-Configure – Switchgear configuration tool
- DOC web – Single line diagram calculation
- ABB Connect mobile and others apps
- Solution apps Data Centers 3D
- cBOL – common business online
- e – design (EDS ,PDC...)



Complete portfolio

The broadest portfolio of globally available low- and medium-voltage products, including:

- Power Grids
- Electrification Products
- Robotics and Motion
- Industrial Automation

For:

- Control and protection
- Building automation
- Residential products

One-stop shop



Quality products

- Saves time and purchasing costs
- Gives you access to the total range of ABB products and systems across all four divisions
- Pre-tested solutions for energy distribution and specific industry applications
- Products meet highest safety and reliability requirements
- Tested according to world wide standards





4. Simplify planning

4. Simplify planning



Whatever your requirement, we've got you covered

- Integrated software to conclude the final design of the switchgear
- Solutions for all residential, commercial buildings, infrastructure and industry applications
- Verification according to IEC 61439



Solutions for all residential, commercial and infrastructure building types



- Office buildings
- Hotels
- Industrial facilities
- Exhibition centers



- Sport stadiums
- Theatres / Museums / Churches
- Schools / Universities



- Banks
- Hospitals
- Airports
- Shopping centers

Verification according to IEC 61439

ABB enclosure systems are tested according to IEC 61439 -2/3

- Ensures the safety and reliability of the system whilst optimizing the performance
- Only the routine test has to be done; no further type tests are required





5. Get dedicated support

5. Get dedicated support



Support is on hand whenever and wherever you need it

- Technical support
- Technical partner portal
- Software tools



Technical support

Support delivered:

- in person
- online
- or on-site

Support covers:

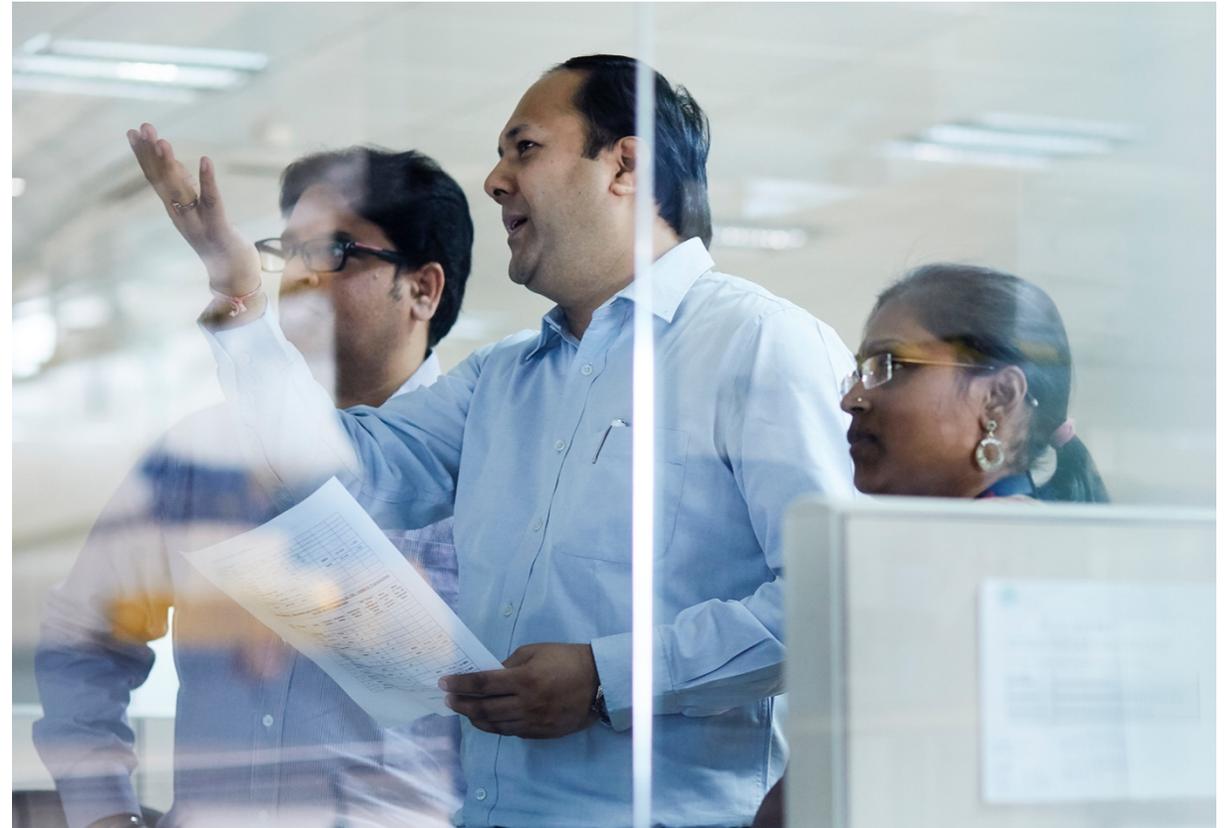
- planning support
- design verification
- material selection
- business support through targeted marketing actions



Technical partner portal

Examples of content for panel builders

- Information and tools concerning IEC 61439; design verification, etc.
- Frequently asked questions; knowledge database
- Product information; Solutions up to 6300A
- Software access
- Training; details and registration for panel builder training



Software tools

Flexibility

- different interconnected modules accessible during all stages of the project
- Project reusable by all the professionals involved in its creation

Velocity

- Online switchboard configurator software
- Ability to save, duplicate and edit product and switchboard configurations
- Calculation of single-line diagram and automatic dimensioning of conductors and control and protection equipment

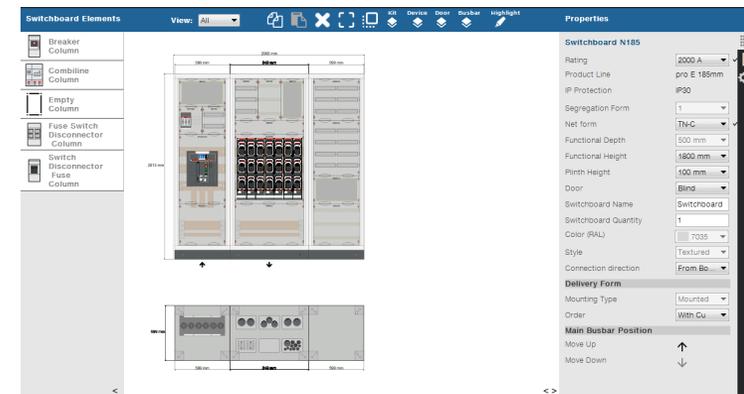
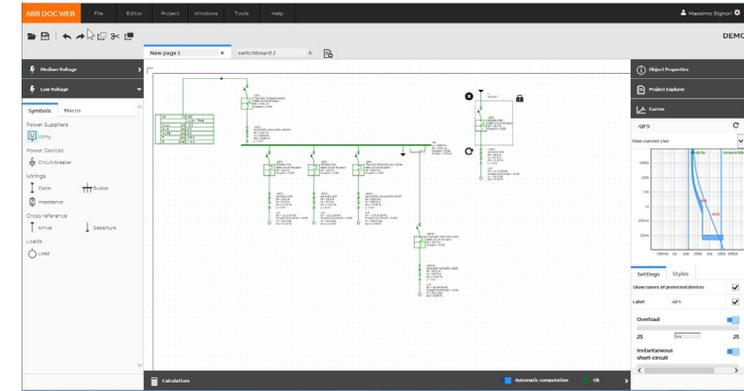
Simplicity

- Drawing of single-line diagram using predefined macros
- Guided configuration of switchboards and products

Software tools

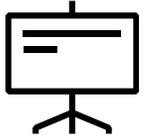
Online switchboard configurator software
“e-Configure” and DOC web

- Modern online quick tool for front design
- Includes main and sub distribution enclosure systems
- Electric scheme calculation
- Quick management



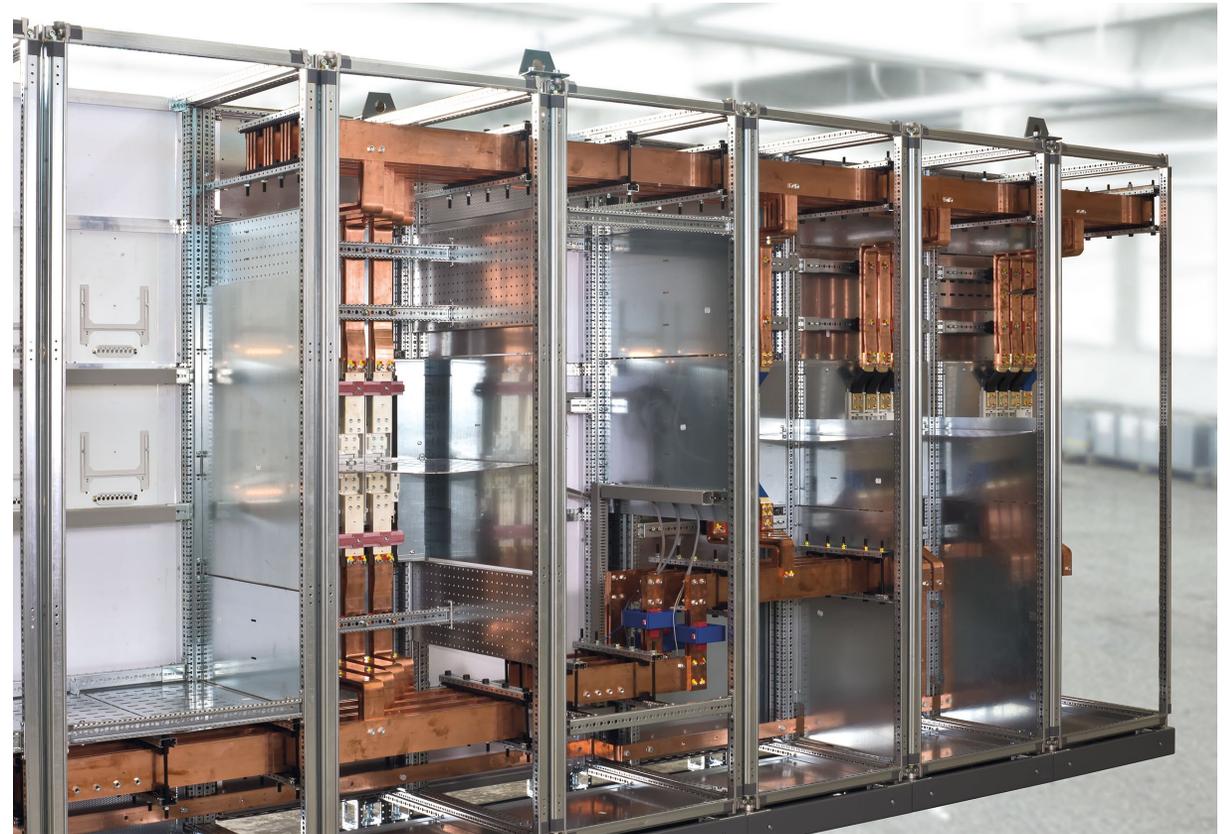
6. Stay ahead of the competition

6. Stay ahead of the competition



We support to increase the value

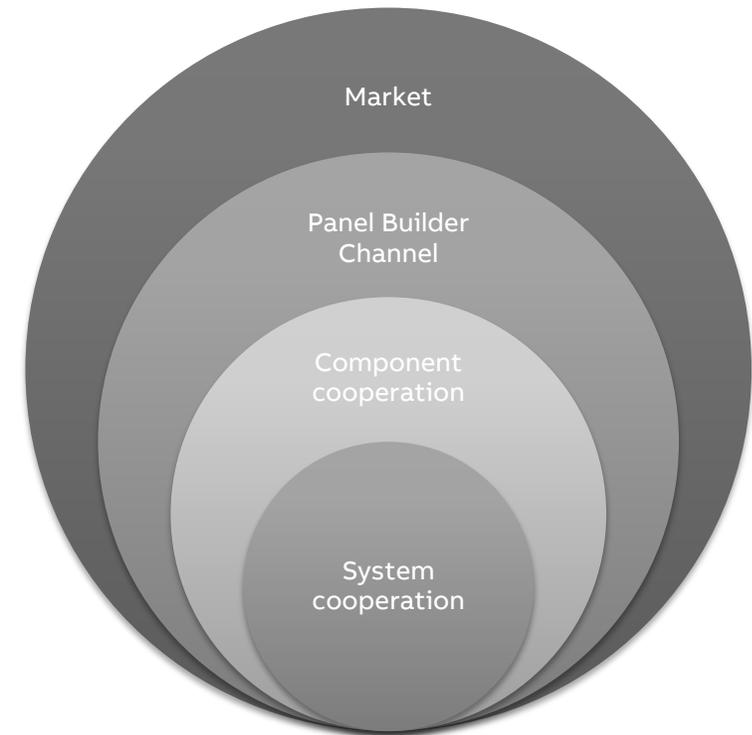
- Complete openness and diversity
- Availability of Test Laboratory
- Training based on business needs



Complete openness and diversity

We propose different cooperation programs adapted to the partner's needs

- Our complete components portfolio is open to the panel builder
- Access to our system and license agreements with addressed technical cooperation
- Tests and Documentation according to IEC 61439 is available
- Pre configured solutions are available for different segments



Test Laboratory

ABB provides a qualified certification test service for electrical devices and equipment, in accordance with the respective standards.

- Provides a wide range of equipment and experience in electrical, mechanical, climatic and functional tests for low and medium voltage distribution, operating, control, safety and measuring equipment.
- Acknowledgement from ACAE/LOVAG, ANCE, ASTA, ETL SEMKO, UL, CSA, Shipping Registers and Rail approvals.



Training based on business needs

- Dedicated IEC 61439 training
- Tailored product and applications training programs
- Software training
- Hands on training shows how to assemble energy distribution and automation panels



Dedicated IEC 61439 training

According to IEC 61439 came into force on 1/11/2014

Verification by testing or calculation is required – partially verified solutions are forbidden

- We provide the support needed to provide a professional solution according to the standard as part of the partnership





Join today

Ready?

- If you're ready for greater success...
- If you're ready to grow your business...
- If you're ready to go further in partnership...

Then join the **panel builder partner program** today

Get in touch with your local sales rep:

[Name]

[Contact details]



ABB