Powered by Eaton

Powered by Eaton deal registration program makes it easy for Certified Partners to make more money!

Certified Partners can receive up to a 20% discount on Eaton® products when tied with Cisco, Dell EMC, HPE, Lenovo, NetApp, Nutanix, Synology, VMware and other alliance opportunities.

What do I sell?

Most Eaton products are eligible for this program including all single phase UPS, rack PDU, Eaton Intelligence Platform, racks, cable management option, and network cards. 3-Phase UPS are not eligible with the exception of the BladeUPS UPS.

How do I register?

Follow these five easy steps to register for the incentive program:

1. In the deal registration tool at **poweradvantage.eaton.com**, select Register a New Deal and enter the Basic Deal Information.
2. Check the box indicating this is a Powered by Eaton opportunity.
3. Select the alliance partner you are attaching Eaton product to from the drop down menu and enter their registration number (if available).
4. Select the Distributor to be used for the deal and add all of the Eaton products to be included in this opportunity.
5. Click the Register Deal button to submit the form.

What happens next?

Once approved, Eaton will send you a registration number and an Eaton Channel Specialist will contact you to validate the bill of materials. The approved solution list will be passed to Distribution for final pricing and quote so you can close the deal. The Eaton Channel Specialist is available to review the recommended power solutions with your End User, if desired.

Resources

Easily select the right Eaton power solution with solution briefs and reference designs at:

- **Eaton.com/IntelligentPower**
- **Eaton.com/Alliances**

For assistance with Eaton products, pricing or configurations, please contact:

RICK JAMES
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SYNNEX CORPORATION

THE SYNNEX EATON SALES TEAM
can also be reached at:
EatonPreSales@synnex.com

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Powering Business Worldwide

www.poweradvantage.eaton.com

Ensuring business continuity has never been easier

Eaton provides validated integrated solutions that expand the capabilities of the virtual platform, creating a strategic, maximized asset to ensure business continuity. By developing integration points with leading software and hardware providers, such as VMware, Cisco, Dell EMC, NetApp, Nutanix and Synology, Eaton provides solutions that simplify and reduce risks for implementation, operation and support.

Validated alliance solution provider

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
- Reference design and joint solution brief for HPE solutions

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
- White paper, reference designs and solution overview for Cisco solutions including Integrated Infrastructures

Dell Technology Connect Advantage Partner – Eaton.com/DellEMC
- Eaton's IPM, rack PDU and UPS are VCE Vblock Ready certified
- 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
- Eaton rack PDUs are included in all FlexPod Modular Integration (FMI) systems
- Reference designs and joint solution briefs for FlexPod 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
- Reference design and joint solution brief for Nutanix hyperconverged infrastructures

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

To learn more, please visit:
poweradvantage.eaton.com

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