

Eaton Recognized by Channel Partners for Power Protection and Management Innovation on CRN's 2017 Annual Report Card

August 16, 2017 ... Power management company Eaton today announced that it has been recognized as a winner in the Power Protection and Management sub-category of [The Channel Company's CRN® 2017 Annual Report Card](#) (ARC) awards program. The Annual Report Card summarizes results from a comprehensive survey that details solution provider satisfaction across product innovation, support and partnership for the hardware, services and software vendors they team up with. The vendors with the highest ratings are named to the prestigious Annual Report Card list of winners and celebrated as best-in-class by their partners.

Eaton's achievement marks continued validation from its channel partners of its role in helping these partners drive commercial opportunities around its power management solutions. With platforms such as Eaton's [Intelligent Power Manager™](#) software, [Visual Power Manager](#) software and [PredictPulse](#) remote monitoring service, combined with its innovative sales enablement, training/certification and financing programs, Eaton is creating more opportunities than ever for solution providers to generate recurring revenue from power management hardware, software and services. Additionally, through alliances with leading information technology (IT) providers such as VMware, Cisco, Dell/EMC and others, Eaton has created opportunities for partners to deliver greater value for their customers regardless of the IT environment.

"Power management represents an essential opportunity for solution providers to create recurring revenue opportunities and grow end customer relationships," said Curtiz Gangi, sales vice president, U.S. Channels, Data Center Segment at Eaton. "We continue to be humbled by our partners' recognition of Eaton's role in providing innovative solutions and strategies that fuel the growth of their businesses."

This year's group of ARC honorees was selected from the results of an in-depth, invitation-only survey by The Channel Company's research team. More than 3,200 solution providers were asked to evaluate their satisfaction with 60 vendor partners in 22 major product categories. The 2017 Annual Report Card results can be viewed online at www.crn.com/arc and will be featured in the October issue of CRN.



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