

EATON Joins InService as a Supplier Member

By Jo Miller

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InService continues to expand its collaborative community reach with newest member, EATON

Bellevue, Wash. – April 20, 2011 – InService, the leading network of advanced technology integrators with aggregate sales in excess of \$1.5 billion, is pleased to announce the addition Eaton as one of our newest supplier members.

On joining InService Eaton, Fran Harrington, Manager of IT Channel Sales stated, “We foresee great value in InService’s collaborative partner model. Partners who thrive in today’s market recognize the importance in teaming with what in the past might have been a competitor, and we at Eaton know that extends our reach to the market we best serve. It’s an exciting, innovative approach which ultimately relies on the underpinning of effective selling: Relationships!”

Jo Miller, Executive Director of Partner Relations adds, “Eaton is a global technology leader in diversified power management solutions. We are excited to have their depth of products and great resources available to all members of our community

About Eaton: www.eaton.com

Eaton Corporation is a diversified power management company with 2010 sales of \$13.7 billion. Celebrating its 100th anniversary in 2011, Eaton is a global technology leader in electrical components and systems for power quality, distribution and control; hydraulics components, systems and services for industrial and mobile equipment; aerospace fuel, hydraulics and pneumatic systems for commercial and military use; and truck and automotive drivetrain and powertrain systems for performance, fuel economy and safety. Eaton has approximately 70,000 employees and sells products to customers in more than 150 countries.

About InService

InService is the leading international community of advanced technology integrators that through collaboration and trusted partnership, delivers high-value technology solutions that solve businesses most pressing needs. The InService community’s \$1.5 billion combined global sales, offers great leverage in applying the collective skills of members to deliver any technology, anywhere, anytime. InService members receive tremendous access to new customers, markets, sales opportunities, and collaborate through best practice sharing. The collective strength of InService allows its members to compete against the largest integrators. InService is the community leading the next generation of technology delivery and service through a formal governance model. For more information on how InService (www.InService.com) can help accelerate your business and generate revenue contact Rick Caparco, rcaparco@InService.com, or call 401.871.8226.

Contacts

Jo Miller

Executive Director Partner Relations

952-944-2724

jmiller@Inservice.com

Rick Caparco

Executive Partner Sales
401.871.8226
rcaparco@InService.com

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InService is a community of advanced technology integrators that deliver technology solutions worldwide and help generate new revenue for members. The InService community's \$1.5 billion collective sales with more than 125 offices worldwide.

Category	Technology
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