



for a greener tomorrow



FACTORY AUTOMATION

# DIAMOND PARTNER SYSTEMS INTEGRATOR

Our Technology Makes Your Customer's Machines Better



**DIAMOND  
PARTNER**

EMPOWERING  
INNOVATORS

**TOGETHER**

## **Mitsubishi Electric Automation Diamond Partners**

represent one of the world's leading manufacturers of factory automation products. Our partners are empowered through one of the most complete lines of automation products with unmatched performance and quality. Our products and solutions are built to be compatible for the life of our customers for easy migration to leverage new technology as it is developed.

## **Four Sides of the Diamond:**

Many facets are needed to create a diamond, one of the strongest items on earth. As well, many facets are needed to create a strong relationship for success in automation.

- **The Customer:** Customers are the core of why we do what we do. Customers have goals very similar to us – they are working to innovate for their customers' success.
- **Diamond Partners:** Our partners are essential to be able to provide solutions and support for customers. Our partners are an extension of Mitsubishi Electric.
- **Mitsubishi Electric Automation:** As an affiliate of Mitsubishi Electric, we represent the needs of the Americas for our customers and partners, and work to bring the solutions needed for a broad range of applications.
- **Mitsubishi Electric:** Mitsubishi Electric is a \$40 billion global company developing the products and solutions needed in a wide variety of industrial markets. As a major manufacturer themselves, Mitsubishi Electric develops innovative processes and solutions to improve efficiency and quality, which are refined into solutions from which our customers also benefit.



## BENEFITS OF BECOMING A DIAMOND PARTNER SYSTEMS INTEGRATOR

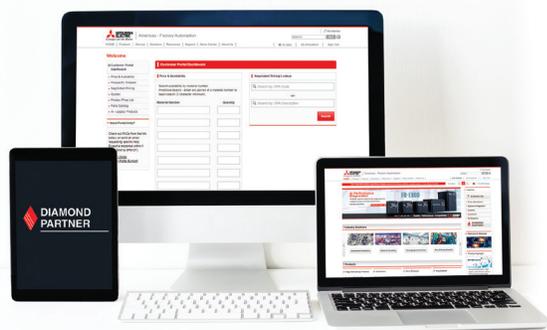
The Diamond Partner Systems Integrator programs focus on providing systems integrators with superior precision and ease of integration, opening a multitude of possibilities for their customers.



### COLLABORATIVE RELATIONSHIP

**Software Portal** keeps you up-to-date with new and updated configuration software for demonstrations and proof-of-concepts.

**Systems Integrator Locator** supports our authorized systems integrator network. The expanded information available through our locator allows you to showcase your company, and makes it easier for customers to find you.



### DEVELOPMENT TOOLS

**Hardware Product Demo System** resides at the systems integrator's facilities. A basic and advanced version is recommended by Mitsubishi Electric's program manager.

**Complete Software Suite** for PLC, motion, HMI, VFD, and robot is provided for system integrators' design and development engineers at no charge.

**Automatic Software Updates** are provided to systems integrators as soon as they release. Mitsubishi Electric will notify systems integrators as updates go live.



### STRONG SUPPORT

**Product Training and Technical Resources** builds proficiency and confidence discovering customer needs, specifying appropriate products, and supporting customers throughout their relationship.

**Broad Engagement** throughout the entire Mitsubishi Electric Automation organization.

**24/7 Emergency Support** as a value-added service, including weekends and holidays.

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