



**STRATEGIC NATIONAL
ACCOUNTS PROGRAM**

Your Corporate Connection

During the consultation, specification, bidding, and procurement process, our Strategic National Accounts team will work with you and your team to develop a package that will provide the backup power solution you need at a competitive and consistent price. When you select Generac, you'll be assigned a Strategic National Account Manager who will be your company's single point of contact for engineering expertise, pricing, ordering, manufacturing and deployment coordination.

This streamlined corporate connection between your company and Generac ensures better communication and faster response. We also generate reports tailored to your company's individual corporate needs — a benefit our customers have found indispensable in managing capital expenditures and implementing their strategic plans. Only Generac offers that kind of fully integrated process from beginning to end.

With Generac's Strategic National Accounts Program, you get:

- Consistent, Competitive Pricing
- Consistent Product Offerings
- Consistent Product Implementation
- Consistent Support Before and After the Sale
- Single Point of Contact



We Understand Your Needs

The Strategic National Accounts team has a wealth of experience and a proven track record of handling large volume projects for a wide variety of regional and national companies.

Generac is the leading supplier of backup power systems to the mission critical telecommunications industry. Most of the largest wireless telecommunications companies rely on Generac for fully-integrated solutions at their tower sites, network hubs and switching centers.

Some of the largest and most trusted supermarket chains in America depend on Generac to protect their inventory and keep them operating during a power outage.

More and more companies that operate some of the nation's major hospitals, medical centers and assisted living facilities are turning to Generac for their backup power needs.

Our long-standing relationships with these and numerous other Strategic National Accounts are the result of our ability to understand their business and their needs. We know what questions to ask to pinpoint your backup power needs and to help you develop a comprehensive, workable and affordable plan. More importantly, we know how to tailor and focus Generac's efforts to ensure that your goals are accomplished on time and on budget.



*According to the Electricity Advisory Committee, the power generation infrastructure in the U.S. is aging faster than it is being replaced. The U.S. continues to rely on generation capacity built in the 1960s and even the 1950s. **Are you ready?***

We Have Your Solutions



Generac is the industry's acknowledged leader in the development of new and innovative approaches to power generation.

- Our **Modular Power Systems** (MPS) are scalable, flexible and feature built-in redundancy for the superior reliability of a traditional parallel system without all of the expensive switchgear.
- **Gemini**[®] features two gensets inside a single sound attenuated and weather-resistant enclosure for the highest power density and lowest cost-per-kilowatt in the industry.
- Generac **Bi-Fuel**[™] generators provide dramatically longer run times for nearly the same price as comparable diesel units.
- Our **QT Series** models are quiet enough to meet the toughest noise regulations, offer the environmental benefits of gaseous fuel and are priced to pay for themselves during a single, extended outage.

Building Relationships

GENERAC[®]

Strategic National Accounts Team

We do a lot more than just manufacture power generation equipment. We build relationships. When you select Generac Power Systems, you'll get a dedicated team of professionals that you'll come to think of as an extension of your staff.

Our Strategic National Accounts team will help you analyze and prioritize your backup power needs, develop a plan that's tailored to your company and implement that plan using a schedule that works best for you.

With Generac, you'll get:

- Top quality products configured to your requirements
- Consistent and competitive pricing
- The fastest delivery times in the industry
- Exemplary local support from our national dealer network

Best of all, you'll have a corporate-level partner who will ensure that the process is efficient and hassle-free.



Local Support: National Dealer Network

Implementing a successful regional or national backup power program requires strong support at the local level. That's why Generac's extensive industrial dealer network is an integral part of our program. Select industrial dealers will work closely with each of your locations to develop a good understanding of their requirements.

Generac dealers' extensive knowledge of local codes and regulations can be invaluable during the pre-installation phase. During installation, you will benefit from having a pre-engineered system and factory support, as well as the expertise of Generac's factory-trained and certified technicians. After the installation, the dealer can train your people, provide 24/7 on-call assistance and implement scheduled maintenance programs.

Generac will work with your people to address special needs and if necessary, ensure that any issues receive prompt attention from top management.

The North American Electric Advisory Corporation (NERC) estimates a peak summer load growth of 16.6% over the next ten years and notes some geographic areas face potentially inadequate generation margins to meet load conditions.

Are you ready?

Competitive Pricing You Can Count On

We know what it takes to earn and keep the business of companies like yours... first class products, extraordinary service and a consistent, competitive pricing structure that allows you to stay within budget and maximize your purchasing power.

We'll Meet Your Specifications and Exceed Your Expectations

Generac is experienced in integrating our systems with third-party products such as UPS systems and outdoor shelters. We'll be glad to consult with you regarding your particular requirements.

Bring us your specifications and we'll work with you to design the best standby power solution for your needs.

Six Locations or Six Hundred, It's No Problem

Generac's decades of experience with large volume accounts and our total focus on power generation make us unique in our ability to handle the process effectively and efficiently. Having more than a million square feet of space where we design, test and build our equipment gives us unmatched control over production and scheduling.

Our engineering team will make certain that your project meets all special requirements for each location.

You can purchase directly from the factory or through the local Generac dealer. Either way, your Strategic National Accounts Manager will process each order to ensure that your equipment is delivered on schedule, and that you receive consistent pricing and problem-free delivery.



Commitment to Service



Generac has the largest certified generator service organization and our nationwide dealer network maintains large inventories of Generac parts, components and accessories.

Our two corporate training centers in Whitewater and Eagle, Wisconsin operate year-round to ensure that Generac service technicians are always up to date on our products. In our service training certification courses, technicians receive comprehensive technical training and extensive hands-on experience in the installation, maintenance and repair of Generac products.

Generac's commitment to service includes scheduled maintenance programs, warranty assistance and emergency service to ensure that Generac customers are never left in the dark.

It All Adds Up To Boost Your Bottom Line

Backup power is a wise business investment. We'll help you maximize your return on that investment through our total service approach.

According to a January 2009 report released by the Electricity Advisory Committee the current U.S. "electric power delivery system infrastructure will be unable to ensure a reliable, cost-effective, secure and environmentally sustainable supply of electricity for the next two decades." Are you ready?

GENERAC[®]

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