

Alektrona Partner Program Application

Alektrona Partner Program

Leveraging Alektrona's connectivity expertise, its partner program enhances and promotes interoperability of compatible energy management devices and software. Adhering to open standards and promoting compatibility, Alektrona and its partners are better able to provide unified solutions to consumers, integrators and service providers. In turn, we help the world realize the benefits of the smart grid.

Partner Responsibilities

Partner participation is instrumental in fulfilling the program's vision and, ultimately, having a positive impact on smart grid technology. As such, Alektrona will collaborate with partners to engage in two activities per year including one technical activity and, at least, one product compatibility test per year. The output of these efforts may also be jointly promoted by both companies for their mutual benefit.

To join the Alektrona partner program (details are available on the Alektrona web site), complete this printed application and fax it to 401.228-2961. Scanned applications can also be emailed to John Thornell on jthornell@alektrona.com.

Partner Information

Company Name: _____ Web Site: _____

Primary Contact Information

Name: _____ Title: _____

Address: _____ Address 2: _____

City: _____ State: _____ Zip: _____ Country: _____

Phone: _____ Fax: _____ Email: _____

Technical Contact Information

Name: _____ Title: _____

Address: _____ Address 2: _____

City: _____ State: _____ Zip: _____ Country: _____

Phone: _____ Fax: _____ Email: _____

Marketing Contact Information

Name: _____ Title: _____

Address: _____ Address 2: _____

City: _____ State: _____ Zip: _____ Country: _____

Phone: _____ Fax: _____ Email: _____

Sales Contact Information

Name: _____ Title: _____
Address: _____ Address 2: _____
City: _____ State: _____ Zip: _____ Country: _____
Phone: _____ Fax: _____ Email: _____

Company Description

Product(s) Description

Service(s) Description

Primary and Secondary Target Customer Description

Other Information You Would Like to Share

Alektrona Contact Information

Technical, Product Testing Contact

Jim Higgins
Vice President Engineering
phone: 401.228-2964
email: jhiggins@alektrona.com

Business Development, Sales Contact

Chris Catanzaro
Vice President Business Development
phone: 401.284-0572
email: ccatanzaro@alektrona.com

Partner Program, Marketing Contact

John Thornell
Vice President Marketing
phone: 860.415-4882
email: jthornell@alektrona.com

alektrona

ENABLING SMART GRID SYSTEMS

95 Hathaway Street
Providence, RI 02907
phone 401.228-2960
fax 401.228-2961
www.alektrona.com