



WHAT A SUCCESSFUL DELTA PARTNER LOOKS LIKE



There are many different business formats our Partners choose to go to market with: Control Contractors, System Integrators, Mechanical Contractors, Design-Build Contractors, Electrical Contractors, Low Voltage Contractors and more. While their classification may be different, successful Delta Partners have several common traits:

- A dedicated controls team on board
- A commitment to service and support for their customers
- Utilize the training resources available from Delta Controls to become expert with our technology
- Build stronger teams using the Delta Controls Business Institute
- Leverage the power of the Delta Partnership by sharing experience and business acumen amongst their peers
- Have a loyal customer following built on solid track records
- Share Delta Controls “do it right” philosophy in their day-to-day business dealings
- Continuously strive to grow their business and market share in order to provide opportunities for their employees and healthy financial rewards for their stake holders