



WHY WORK WITH DELTA CONTROLS?

WE'RE INDUSTRY LEADERS

Delta Controls has garnered multiple awards within our industry, celebrating our innovation and our practices. Our O3 Sensor Hub was awarded the [AHR Expo Innovation Award in the Building Automation category for 2020](#). This acknowledgement showcases our innovation in the technology of room control and building automation.



We have also been named Frost & Sullivan, Company of the Year in Building Automation, 2020. We received that award based on the strength of our Partnership, technical innovation and market growth globally.

We're proud of these awards because they showcase our dedication to our product line's continual development, our commitment to the Partner channel, and our customers. We continually elevate our product line, but we make sure that it doesn't happen at the expense of our customers and our Partner's customers. We support our products long past industry standards and have created a reputation for maintaining products and systems for the lifecycle of a building.

OUR PARTNERSHIP IS OUR STRENGTH

We have Partners in over 30 countries all over the world. Our Partnership is built on our shared vision of the “Do it right” philosophy. That means we only do business with the best and brightest in our industry. Customers know, if they do a project with a Delta Controls Partner, they’re getting someone who is dedicated to those ideals. Do it right means that good is not good enough, and we won’t stop until every project is done, and done right.

We support our Partnership with our in-person and online training, our dedicated in-house Technical Services staff and our Orders teams. We subsidize programs like the Delta Controls Business Institute (DCBI). The DCBI teaches the best practices in sales, leadership, onboarding and more. We know that if we want to have the best integrators in the market, it is not about selling products. It’s about helping organizations grow and become stronger.

WE’RE GLOBAL AND APPROACHABLE

Anywhere you go in the world, you can find a Delta Controls Partner or distributor. Our products and systems are designed for North America, Europe, the UK, Asia, India, and more. We foster close relationships with all of our market leaders to take that information back and develop products that are vital to those marketplaces. It’s because that exchange of information is essential to our developmental DNA that we remain accessible to Partners and customers. Our support is in-house and always available. We create programs like our beta program, where Partners can help shape the direction of product development. We host a Partner Council, where direct feedback can be given from the Partnership to Delta Controls. We host conferences, where attendees can speak directly to our leadership team and product developers. We believe that it’s the strength of our relationships that have allowed us to grow, and that it’s the continued connection that will permit us to continue to grow.



Do it right.