



**SYSTEM
INTEGRATOR
PROGRAMME**

A photograph of two business people in dark suits shaking hands. The background is a blurred office setting with a whiteboard that has some text on it, including 'Customer Service'.

**Collaboration
you can rely on**



Mitsubishi Electric is a world leader in industrial automation, process and numeric control. Over the years, our company has acquired unrivalled competence in all types of application, and boasts a complete offering ranging from individual components to integrated global solutions.

Thanks to a wide range of dedicated solutions, advanced know-how and long-standing partnerships, Mitsubishi Electric can support companies to optimize their automation processes.

In pursuit of its training targets, the Mitsubishi Electric Academy has launched a project called **System Integrator Programme** to develop closer collaboration with System Integrators on the national and international level.

The programme is intended to identify a select group of System Integrators with a high level of competence in integrating Mitsubishi Electric products and solutions, with a view to satisfying customer needs.

Mitsubishi Electric is convinced that, by sharing experience and extending the solutions portfolio, this project will enable System Integrators to benefit from an exclusive series of advantages designed to boost their know-how and their business.

Mitsubishi Electric and System Integrators: **collaboration you can rely on.**

Objectives

- To develop a network of System Integrators to respond to the varied needs of the national and international markets.
- To create a customer fidelity programme.
- To train up reliable and highly competent System Integrators.
- To add value to the service offered by System Integrators.
- To serve as a reference point for end users when they choose a Solution Provider.

Advantages

- Top quality solutions.
- New business opportunities.
- Customised solutions.
- A highly specialised Support Team.
- Regular specialist courses for continuous development and training.

The System Integrator Programme covers two possible profiles:
Authorised e Certified.

SYSTEM INTEGRATOR PROGRAMME

Discover all the advantages

	AUTHORISED	CERTIFIED
INVITATION FOR AcadeMy TRAININGS		
INVITATION FOR TECHNICAL SEMINARS		
SUPPORT CARE PACKAGE FOR EACH PROJECT *		
DEDICATED SUPPORT PHONE LINE		
COOPERATION FOR FEASIBILITY TEST		
ROBOT SIMULATION & MOTOR SIZING		
SOFTWARE iQWorks PACKAGES FOR FREE (1 INSTALLATION)		
CERTIFICATE "AUTHORISED SYSTEM INTEGRATOR"		
CERTIFICATE "CERTIFIED SYSTEM INTEGRATOR"		
USE OF THE LOGO ON THE OWNER WEBSITE		
CASE HISTORY OF THE APPLICATION ON COMMUNICATION		
YOUR LOGO INSIDE WEBSITE MITSUBISHI ELECTRIC		
POSSIBILITY TO USE SYSTEM INTEGRATOR PROGRAMME LOGO ON THE BUSINESS CARD		
PLATE "CERTIFIED SYSTEM INTEGRATOR"		
BRANDED CLOTHES		
CERTIFICATION VALIDITY 2 YEARS		

* The Support Care package consists of three days of dedicated technical support by an application engineer.

Find out more

To learn more about our System Integrator Programme and our partners, click here: https://it.mitsubishielectric.com/fa/it_en/support/si



DO YOU WANT TO JOIN OUR SYSTEM INTEGRATOR PROGRAMME?

CONTACT

 **Phone number:**
+39 039 605 36 66

 **Mail:**
training.ida@it.mee.com

Website:
it.mitsubishielectric.com/fa
it.mitsubishielectric.com/fa/it_en

**Mitsubishi Electric Europe B.V.
Italian Branch**

Campus Energy Park
Via Energy Park 14
20871 Vimercate (MB)

Tel. +39 039.60531

A motivated team of competent experts is waiting
to help you create new business opportunities

12.2023 EDITION

Mitsubishi Electric reserves the right to modify this document at any time without prior notice.
All copying, even in part, is strictly forbidden.