

Connecting Your Industrial World - Simply and Reliably

# System Integrator Program Guide

B&B Electronics is a manufacturing leader in the industrial connectivity markets. These technologies include Serial, Ethernet, Wireless and USB. With offices in Ottawa, Illinois, and Galway, Ireland, we are currently expanding our System Integrator Program. Your local knowledge of the industry and existing relationships bring great value to our diverse customers. We will do everything we can to make this a mutually profitable and successful partnership.



[www.bb-electronics.com](http://www.bb-electronics.com)



**International Headquarters**  
707 Dayton Road • Ottawa, IL 61350 USA  
Phone: 815.433.5100  
Fax: 815.433.5109  
[www.bb-elec.com](http://www.bb-elec.com)



**Europe, Africa, Middle East**  
10 Westlink Commercial Park, Oranmore, Co. Galway, Ireland  
Phone: +353.91.792444 • In the U.K. call +44.01926.851500  
Fax: +353.91.792445  
[www.bb-europe.com](http://www.bb-europe.com)



# Why Should I Become a B&B Electronics System Integrator?

## Why B&B Electronics?

**Your single source for data communications including Serial, Ethernet, Wireless and USB.**

B&B Electronics provides out-of-the-box solutions for your technical needs. And if we don't have it, we can probably build it for you!

**We're experts, so you don't have to be.**

Put our know-how to work with FREE support plus an extensive library of technical references at [www.bb-elec.com/techpapers](http://www.bb-elec.com/techpapers).

**99% Customer Satisfaction Rating.**

Our customers are passionate about doing business with us. Independent survey results prove it.

**We design and manufacture most of our products at our headquarters in Ottawa, Illinois.**

**30-day unconditional money-back guarantee. 5-year warranty on most products.**

**We are easy to do business with.**

- Expert technical support, before, during and after the sale.
- Online ordering
- Dedicated Inside Sales Rep

- **NO STOCKING REQUIREMENTS**

B&B Electronics stocks all of our products in Ottawa, Illinois, Galway, Ireland, and at our Channel Partners across the world for delivery when you need it.

- **SPECIAL PROJECT PRICING**

The System Integrator program has three levels of participation. Price discounts vary by level. Please contact us for more information.

- **QUALIFIED LEADS**

B&B Electronics will forward opportunities to help grow your business.

- **ACCESS TO B&B GLOBAL MARKETING**

B&B Electronics will create customized marketing campaigns to sell your company to our customer base. This could include email and direct mail campaigns, and even inclusion in our catalog which mails over 1 million copies per year.

- **PRODUCT TRAINING ON ADVANCED COMMUNICATION PROJECTS**

B&B Electronics will keep you up-to-date on the latest technologies as they happen. We offer an initial course on all the major communication platforms such as Wireless, Ethernet, USB and Serial. We also provide monthly product training webinars.

- **VAST CUSTOMER BASE**

With thousands of customers worldwide, B&B Electronics is a well known company in the Industrial Automation market.

- **WEB SITE PRESENCE**

We will promote you on our web site which has over 100,000 visitors per month.

- **DEDICATED CUSTOMER SERVICE AND INSIDE SALES CONTACTS**

Check inventory status and place orders quickly through your dedicated Inside Partners.

- **SPECIALIZED TECHNICAL SUPPORT**

Access to our Inside Technical Support team at no cost. If your application gets complicated, Design Engineers are also at your fingertips.

- **LOCAL FIELD SUPPORT**

An expanding Sales team, Field Application team, and Channel Partner Network will provide you with the support you need.



**Contact Us Today to Become a B&B Electronics System Integrator!**

**In USA:** Dennis Fairfield  
Director of Sales  
Phone: 815.274.8478  
[dfairfield@bb-elec.com](mailto:dfairfield@bb-elec.com)

**In EMEA:** Paul O'Shaughnessy  
Channel Manager  
Phone: +353.91.792444  
[poshaughnessy@bb-europe.com](mailto:poshaughnessy@bb-europe.com)

**B&B electronics**  
MANUFACTURING COMPANY  
[www.bb-electronics.com](http://www.bb-electronics.com)

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