During the consultation, specification, bidding, and procurement processes, our Strategic National Accounts team will work with you and your team to develop a package that will provide the backup power solution you need at a competitive and consistent price. When you select Generac, you’ll be assigned a Strategic National Account Manager who will be your company’s single point of contact for engineering expertise, pricing, ordering, manufacturing and deployment coordination.

This streamlined corporate connection between your company and Generac ensures better communication and faster response. We also generate reports tailored to your company’s individual corporate needs — a benefit our customers have found indispensable in managing capital expenditures and implementing their strategic plans. Only Generac offers that kind of fully integrated process from beginning to end.

With Generac’s Strategic National Accounts Program, you get:

• Consistent, Competitive Pricing
• Consistent Product Offerings
• Consistent Product Implementation
• Consistent Support Before and After the Sale
• Single Point of Contact

According to a January 2009 report released by the Electricity Advisory Committee the current U.S. “electric power delivery system infrastructure will be unable to ensure a reliable, cost-effective, secure and environmentally sustainable supply of electricity for the next two decades.” Are you ready?
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Generac’s commitment to services includes scheduled maintenance programs, warranty assistance and emergency service to ensure that Generac customers are never left in the dark.

It All Adds Up To Boost Your Bottom Line

Backup power is a wise business investment. We help you maximize your return on that investment through our total service approach.

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Generac Power Systems, Inc.
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Waukesha, WI 53189
1-888-GENERAC (1-888-436-3722)

generac.com

Your Corporate Connection

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We Understand Your Needs

The Strategic National Accounts team has a wealth of experience and a proven track record of handling large volume projects for a wide variety of regional and national companies.

Generac is the leading supplier of backup power systems to the nation’s critical telecommunications industry. Most of the largest wireless telecommunications companies rely on Generac for fully-integrated solutions at their tower sites, switching centers, and other facilities.

Some of the largest and most trusted supermarket chains in America depend on Generac to protect their inventory and keep them operating during a power outage.

More and more companies that operate some of the nation’s major hospitals, medical centers and assisted living facilities are turning to Generac for their backup power needs.

Our long-standing relationships with these and numerous other regional and national companies have given us a unique perspective on what our customers need. We know what questions to ask and how to tailor our efforts to ensure that your goals are accomplished on time and on budget.

We Have Your Solutions

Generac is the industry’s acknowledged leader in the development of new and innovative approaches to power generation.

• Our WebGen Power Systems™ are scalable, flexible and feature built-in redundancy for a superior reliability at a traditional parallel system without all of the expensive switchgear.

• Gemini™ features two generators inside a single sound attenuated and weather-resistant enclosure for the highest power density and lowest cost per-kilowatt in the industry.

• Bi-Fuel™ generators provide dramatically longer run times for nearly the same price as composite diesel sets.

• Our QT Series models are quiet enough to meet the toughest noise regulations, offer the environmental benefits of gaseous fuel and are priced to pay for themselves during a single, extended outage.

According to the Electricity Advisory Committee, the power generation infrastructure in the U.S. is aging faster than it is being replaced. The U.S. continues to rely on generation capacity built in the 1960s and even the 1950s. Where can you turn?

We Do It Right

Our Strategic National Accounts team will help you analyze and prioritize your backup power needs, develop a plan that’s tailor made to your company and implement that plan using a schedule that works best for you.

With Generac, you’ll get:

• Top quality products configured to your requirements
• Consistent and competitive pricing
• The fastest delivery times in the industry
• Exemplary local support from our national dealer network

Best of all, you’ll have a corporate-level partner who will ensure that the process is efficient and hassle-free.

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Building Relationships

Local Support: National Dealer Network

Implementing a successful regional or national backup power program requires strong support at the local level. That’s why Generac’s extensive industrial dealer network is an integral part of our program. Select industrial dealers will work closely with each of your locations to develop a good understanding of their requirements.

Generac’s decades of experience with large volume accounts and our total focus on power generation make us unique in our ability to handle the process effectively and efficiently. Having more than a million square feet of space where we design, test and build our equipment gives us unmatched control over production and scheduling.

Our engineering team will make certain that your project meets all special requirements for each location.

You can purchase directly from the factory or through the local Generac dealer. Either way, your Strategic National Accounts Manager will process your requirements for each location.

Generac is experienced in integrating our systems with third-party products such as UPS systems and outdoor shelters. We’ll be glad to consult with you regarding your particular requirements.

Bringing your specifications and we’ll work with you to design the best standby power solution for your needs.

Competitive Pricing You Can Count On

We know what it takes to earn and retain the business of companies like yours... first class products, extraordinary service and a consistent, competitive pricing structure that allows you to stay within budget and maintain your purchasing power.

We’ll Meet Your Specifications and Exceed Your Expectations

Generac is a partner who will ensure that the process is efficient and hassle-free.

Six Locations or Six Hundred, It’s No Problem

According to the Electricity Advisory Committee (NERC) estimates a peak summer load growth of 16.6% over the next ten years and notes some geographic areas face potentially inadequate generation margins to meet load conditions.

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Strategic National Accounts Team

We do a lot more than just manufacture power generation equipment. We build relationships. When you select Generac Power Systems, you’ll get a dedicated team of professionals that you’ll come to think of as an extension of your staff.

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We know how to tailor and focus Generac’s efforts to ensure that your company’s comprehensive, workable and affordable plan. More importantly, we know how to pinpoint your backup power needs and to help you develop a strategy that’s tailored to your company and implement that plan using a schedule that works best for you.

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