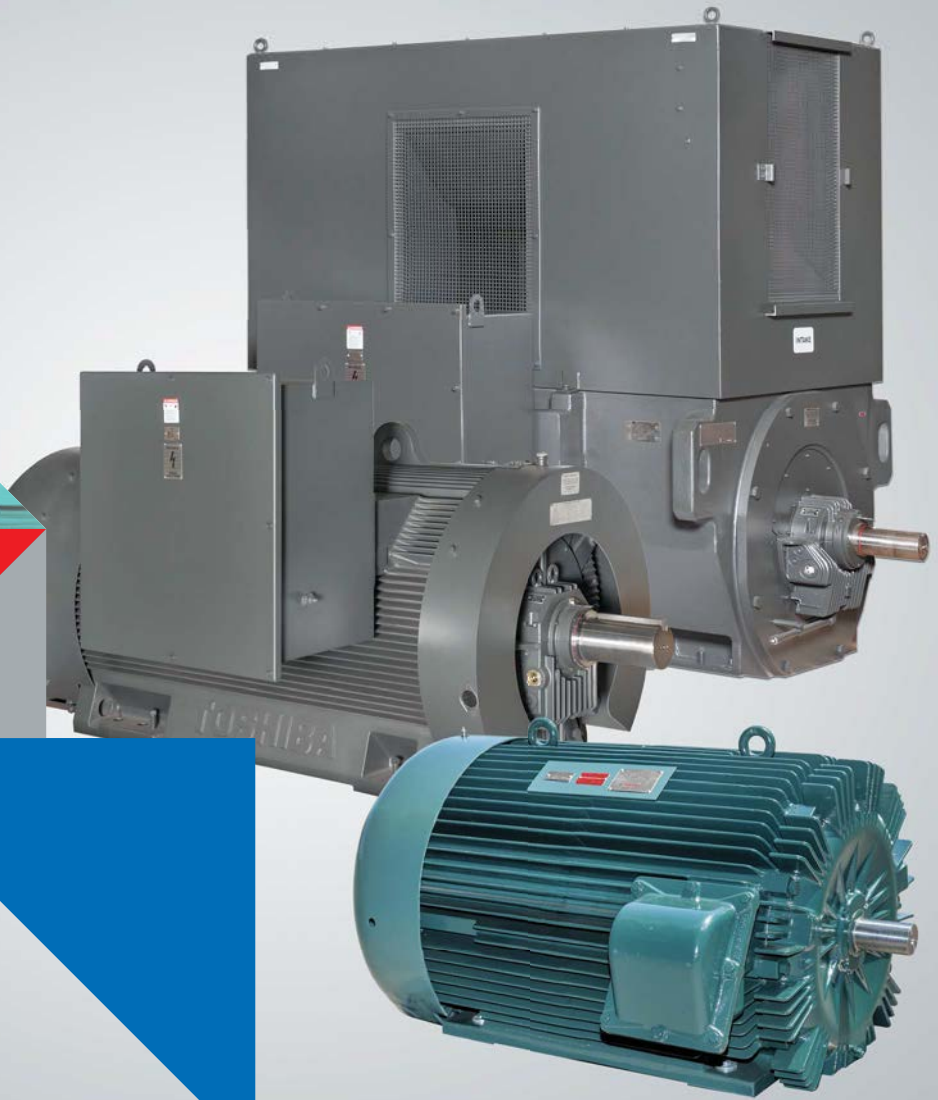


MEDIUM VOLTAGE



MEDIUM VOLTAGE MOTOR

STOCKING DISTRIBUTOR PROGRAM

Toshiba International Corporation (TIC) has a long history and strong foundation with its distributors. That foundation has been and continues to be crucial to the growth and sustainability of TIC. Part of that foundation is TIC's commitment to the satisfaction and growth of its distributors. Therefore, TIC is pleased to offer a multi-tiered Medium Voltage Motor Stocking Distributor Program (Select, Premier, and Elite Levels) that offers a variety of benefits to promote and grow your business. The multi-tiered program allows distributors the flexibility to choose a level that meets their business needs.

TOSHIBA

TOSHIBA INTERNATIONAL CORPORATION

Differentiating Yourself

By offering TIC products, program participants have a competitive advantage with market visibility and product availability. Program participants also receive product training, which provides an extensive knowledge portfolio.

Solution Provider

TIC offers low and medium voltage motors, drives and switchgear to provide customers with an integrated solution. Program participants are therefore able to offer an integrated system to meet their customers' needs.

Business Growth

Program participants have access to many valuable resources and exclusive benefits to give them the opportunity to offer competitive solutions and to grow their own business.

HAVE CONFIDENCE KNOWING YOUR COMPANY IS SUPPORTED BY TOSHIBA

Learn More About How to Join the Program

- Contact your local TIC sales representative or visit: www.toshiba.com/tic/mvmdistributor

Durable, High Performing MV Motor Designs

- 100 to 50,000 HP and 2300 to 13,800 V
- Complete product portfolio to meet the needs of virtually any industry

Motor Training Program

- Customized industry training from an industry leader
- IACET certification programs available

Dedicated Application & Technical Support

- (855) 803-7091
- TIC-MVM@toshiba.com



TOSHIBA MOTORS & DRIVES

Adjustable Speed Drives • Motors • Motor Controls

www.toshiba.com/tic

BENEFITS & REQUIREMENTS

SELECT LEVEL

Benefits

- Eligible Discounts
- Access to Partner Portal
- Access to Partner Resources
- Complimentary Training Modules
- Joint Sales Calls
- Listing on TIC's 'Where to Buy' Locator

Requirements

- Annual Investment & Purchases

PREMIERE LEVEL

Benefits

- Shared Leads
- Increased Discounts
- Access to Partner Portal
- Access to Partner Resources
- Access to Marketing Funds
- Complimentary Training Modules
- Joint Sales Calls
- Listing on TIC's 'Where to Buy' Locator

Requirements

- Annual Investment & Purchases
- Annual Business Plan
- Targeted Marketing Activity

ELITE LEVEL

Benefits

- Qualification for Volume Related Incentives
- Shared Leads
- Advantageous Discounts
- Access to Partner Portal
- Access to Partner Resources
- Access to Marketing Funds
- Complimentary Training Modules
- Joint Sales Calls
- Listing on TIC's 'Where to Buy' Locator

Requirements

- Annual Investment & Purchases
- Annual Business Plan
- Targeted Marketing Activity
- Application Engineering Specialist

© 2020
Toshiba International Corporation
Motors & Drives
13131 West Little York Road
Houston, Texas 77041 USA
Tel +713-466-0277
US 1-800-231-1412
Rev.11ESSENCE2719

TOSHIBA
TOSHIBA INTERNATIONAL CORPORATION