

## vars

### VALUE ADDED RESELLERS

To deliver exceptional customer value in a particular market sector or geography, Orion Italia works closely with long term relationships and reliable value added resellers.

Orion Italia cooperates with value partners offering a full service approach to help customers reduce costs and risks as well as simplify new product introductions. In fact, within a particular country or different destination markets, value added resellers deliver on all aspects a real value solution, from consulting to implementation, training, advanced configuration and maintenance.

Vars are an integral part of our market offer, as important as the know how and technological input incorporated in our relays: this is what makes the difference between Orion Italia and other protection relay specialists. Real time assistance and local consulting in each country's own language, experience in the electrical field with particular regard to the set up and configuration of protection relays are only few of the services that we require our resellers to provide our customers with.

With several resellers located in all continents and an application training center in Venezuela, we are today able to deliver consistent customer value and satisfaction around the world.

delivering  
consistent  
**customer value**  
around the world

south america  
europe  
asia  
australia  
middle east