

Benefits of CSIA Membership for Integrators

CSIA's Value Proposition:

CSIA is committed to the business development of control system integration companies and their implementation of best practices in order to provide a healthy, low-risk channel for the application of technology to their industrial clients

1. Annual Conference and Meeting

The conference provides business education. It also provides networking with peers and automation vendors which frequently leads to expanded business opportunities.

2010 – Seattle, 2011 – Orlando

2. Best Practices Manual (8 Sections)

General Management

Human Resources Management

Marketing, Business Development, Sales

Financial Management

Project Management

System Development Lifecycle (design reviews, assembly standards, FAT, SAT)

Supporting Activities (CAD standards, reuse library)

Quality Assurance Management

3. CSIA Certification

The audit is based on the most critical Best Practices criteria. Recertify every 3 years.

Audit preparation improves business practices. CSIA Certification is a marketing edge!

4. Industry-Specific Business Insurance

General Liability, Professional E&O, Performance Bonding

5. Web 2.0 website, includes a private CSIA On-Line Community

Amongst other features, it provides discussions on Best Practices and business topics

6. Training via Webinars

Examples: Legal issues, Contract Concerns, Personnel Safety

7. Referrals to Your Company via "Find an Integrator"

Enables prospective clients to locate an integrator that meets their needs

8. Surveys

Examples: How do integrators market their companies? What do Automation Vendors (i.e. Siemens, Rockwell, GE) consider in their System Integrator Programs?

9. Standard Business Documents

Example: Suggested Terms and Conditions

10. Industry Specific Statistics and Market Research

Financial and business statistics are gathered and used to benchmark our CSI industry

11. Sales Excellence Council

A collection of sales Best Practices

12. Peer Groups

Peer Groups are integrator members who meet a few times per year to learn from one another about any imaginable business topic. Typically there are about 5 and are geographically separated so they are not competitors.