

# Delivering automation success through qualified integrators

## What is a control system integrator?

**Control system integrators** design and implement sophisticated control systems for manufacturing and other industrial facilities. Using their knowledge of engineering, information technology, and business, control system integrators integrate plant equipment and automate manufacturing processes. Automation helps manufacturers and processors reduce cost, increase production, use less energy and lower environmental impact.



## What is the Control System Integrators Association?

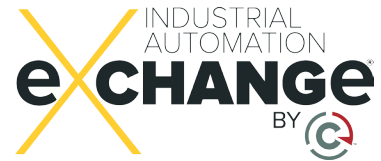
The **Control System Integrators Association** (CSIA) seeks to advance the industry of control system integration. CSIA helps members improve their business skills, provides a forum to share industry expertise, and promotes best practices for business management. Member companies that become CSIA Certified have demonstrated the highest level of professionalism and excellence. Founded in 1994, CSIA is a not-for-profit, global trade association for system integration companies. CSIA has more than 600 member firms in 27 countries.

## Why should I retain a system integrator who belongs to CSIA?

Because our members provide the best solution for your automation project. Our members are independent, professional service providers. They are free to offer you the best choice for your project, using hardware, software and communications products from all the major suppliers, plus niche firms.

## Where can I find the right system integrator for my project?

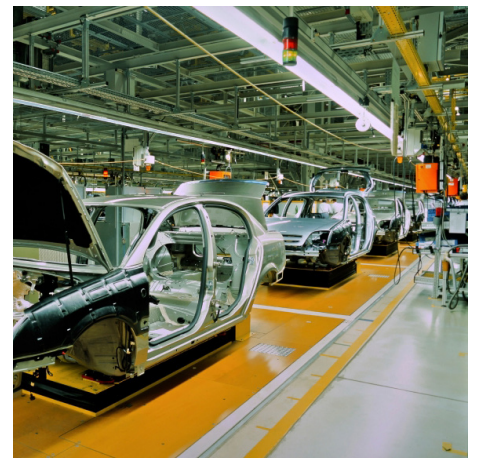
Look no further than the **Industrial Automation Exchange** ([csiaexchange.com](http://csiaexchange.com)). Select the **Find an Integrator** tab to guide your search for a control system integrator with relevant industry, specialty and technology experience for any industrial automation task. Use the Certified sort button to narrow your search to CSIA Certified integrators only.



## What does "CSIA Certified" mean?

Member companies that become **CSIA Certified** have demonstrated through an independent audit that they adhere to CSIA's comprehensive Best Practices in key areas of their business, ranging from project management to financial management, along with seven other vital areas. CSIA Certification identifies a company's long-term commitment to quality and longevity in the industry.

## CSIA members provide solutions for industries around the world



# What are the benefits of working with a CSIA Certified system integrator?



CSIA Certification is a program of the Control System Integrators Association (CSIA). It is a certification uniquely designed for control system integration companies. The audit to achieve certification verifies business practices and is available only to CSIA members.

## Why is CSIA Certification a good thing for clients?

- Because CSIA Certification indicates that an integrator complies with CSIA's Best Practices in the following areas of their business:
  - ✓ General Management
  - ✓ Human Resources Management
  - ✓ Financial Management
  - ✓ Marketing, Business Development and Sales Management
  - ✓ Project Management
  - ✓ System Development Lifecycle
  - ✓ Supporting Activities
  - ✓ Quality Assurance Management
  - ✓ Service and Support
- Because an audit is required every three years to assure continued compliance.
- Because CSIA Certification removes the burden from the client of auditing the business practices of the system integrator. However, technical capabilities must still be determined. Good business practices are as critical for success as technical capabilities.
- Because having a CSIA Certification program for control system integrators is like requiring licenses for doctors, certification for accountants, and licenses for plumbers and electricians. You're more likely to get good results when your service provider has proper credentials.
- Because, in summary, working with a CSIA Certified company reduces the risk of project failure and increases the probability of success!



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clients and  
end-users.*

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