



April 5, 2013

Polytron has just received exciting news! We are now a CSIA CERTIFIED member, joining a select group of Control System Integrators Association members worldwide that have gained this singular honor.

Polytron earned this special distinction following an intensive audit, administered by an independent consulting firm, that assessed Polytron's performance against customer-centric criteria in a wide range of business, project management, and system development areas, including General Management; Human Resources Management; Marketing, Business Development, and Sales Management; Financial Management; Project Management; System Development Lifecycle; Supporting Activities; and Quality Assurance Management.

"I congratulate Polytron on successfully passing the audit for CSIA Certification — the gold standard of system integrators worldwide. Among the system integrators I interact with, I've found Polytron has a unique quality about them — their commitment to developing their customers' people to ensure continuity of performance. The attainment of the CSIA CERTIFIED designation is a testament to their dedication to best practices in business management and engineering." Robert Lowe, Executive Director, Control System Integrators Association

In a word, "CERTIFIED" is a big differentiator in control system integration, setting Polytron apart from other system integrators. What is more important is what being a CSIA Certified member means for our clients. It validates that Polytron upholds the following best practice standards as described in the CSIA CERTIFIED member program.

### ■ Best Practices and Benchmarks

CSIA CERTIFIED members adhere to best practices in all aspects of business. This means they have in place the processes and procedures that foster honest contracts and fair risk allocation, proper billing, project management that focuses on adherence to schedule, and customer service that is measured. In short, your automation project experience will be the best it can possibly be, giving you confidence in your system's performance and peace of mind overall.

### ■ Resources

CSIA CERTIFIED members must demonstrate a volume of business with engineering content that assures the availability of adequate resources to take on the demands of your automation projects.

### ■ Experience

CSIA CERTIFIED members must have a number of years of project experience to qualify as members, assuring that your project isn't some novice's training ground.

### ■ Dedicated Technologists

CSIA CERTIFIED members meet the challenges of rapidly changing technology with proven technical management processes. This means you get the best, most current, technical expertise available.

### ■ Successful Business Ownership

CSIA CERTIFIED members must show a record of profitable business operation, protecting you from integrators who may not be around to finish or support your project. They also must have in place adequate liability insurance and proper business practices for activities such as HR, accounting, and general management.

### ■ Learning Oriented

Through their own internal, audited, quality improvement programs and through attendance at the information-packed CSIA Executive Conference, CERTIFIED members demonstrate a commitment to advancing their businesses with better processes and new techniques, particularly in the areas of project management and business management.

### ■ Stability

With HR practices geared toward retaining top talent and business practices dedicated to assuring long-term survival, CSIA CERTIFIED members provide you with the consistency and stability you need for a successful project. They also have an audited disaster recovery plan that demonstrates an ability to recover data and records, as well as an ability to maintain business operations.

Becoming a CSIA CERTIFIED member is a demonstration of Polytron's commitment to the highest standards for business and management processes and practices. Attaining and maintaining the CSIA certification affirms Polytron's longtime commitment to a process of continuous improvement.