



Turn to the experts

## Carrier National Accounts



A Strategic Partnership Delivering  
Sustainable System Solutions to Your Buildings



## Your Single Source for Peak Building Performance and Profitability.

Regardless of your industry, location or number of properties, Carrier National Accounts is your source to successfully balance your building's comfort demands against its operating costs.

We fully understand that one of the highest expenses which impacts any organization is energy consumption, which is reflected in heating, ventilating and air conditioning (HVAC) and lighting usage.

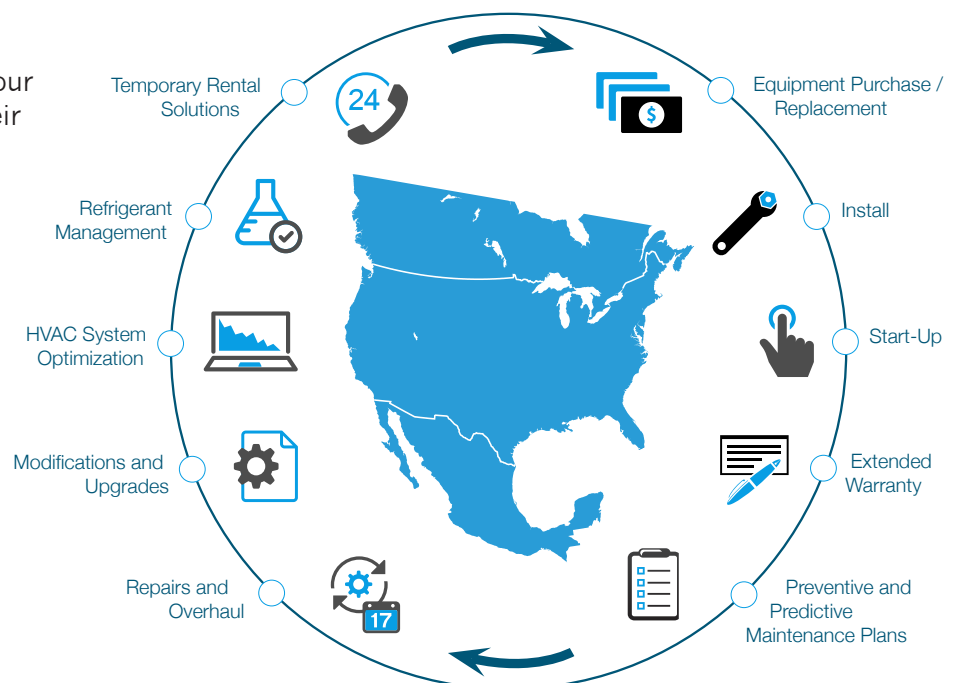
Carrier National Accounts is uniquely positioned to deliver comprehensive building system solutions specifically engineered to address, resolve and support all your building's energy-related and comfort objectives.

### Full Coverage... Full Time.

Carrier National Accounts provides broad-scale solutions designed to protect all of your building's HVAC and related assets over their full life cycle.

Our expansive services, technologies, upgrades and modernization programs begin with your initial equipment purchase and installation, and can continue after end-of-life component replacement.

Our offerings are designed to address and efficiently manage every conceivable HVAC-related condition facing your multi-site enterprise and provide 360-degree protection.



*Carrier strategic partnerships provide broad-scale solutions designed to protect all of your building's HVAC and related assets over their full life cycle.*



## One Contact. Infinite Resources.

Carrier realizes that you have time constraints, which is why National Accounts has support personnel available around the clock 24/7/365.

Your Strategic Accounts Manager (SAM) is a single point of contact who works with your local Carrier team in the field to insure consistent and smooth project installation. Your SAM is a proven problem solver and an accomplished HVAC professional who is supported by a focused team of industry specialists. These specialists are comprised of seasoned HVAC experts, proficient in areas such as:

- Project logistics
- System design
- Equipment procurement
- Job site coordination
- Technical service start-up
- Engineering support services
- Pre- and post-sale support
- Controls
- Controls and system monitoring
- System maintenance
- Budgetary management
- Turnkey installations
- Planned replacement programs

Your Strategic Accounts Manager and support team's commitment is to ensure that all your and your building's needs receive focused attention. The process begins with an initial project review, followed by detailed recommendations, equipment purchase and installation, engineering support, monitoring and can continue through the life of the equipment.



*Your personal Carrier Strategic Accounts Manager (SAM) is supported by a team of knowledgeable HVAC professionals.*

## No Two Buildings Are Alike.

Building structures, which may house retail, industrial, healthcare, hospitality, commercial, government, data centers or educational concerns, each come with their own distinctive comfort requirements, energy usage characteristics and fiscal challenges. Furthermore, geographic location and environmental conditions can add a multitude of variables, which directly affect any given building's overall performance.

Each Carrier Strategic Accounts Manager and support team specialize in your particular market and thoroughly understand all the subtle operational nuances and challenges each building type represents. As experts in your distinct industry, they recognize precisely what it takes to keep your buildings operating at their peak performance — with improved energy efficiency, and lowered operational costs.



# Carrier National Accounts

National Accounts supports and efficiently manages every conceivable building-related condition facing your single or multi-site enterprise. We accomplish this by accessing a broad range of our supporting capabilities which include:

## Local and National Quality Assurance

With standardized solution-based servicing protocols, Carrier National Accounts deliver peace of mind to corporate headquarters-based owners who have remotely-located building issues. Our local and regional staff members provide precise technical support to the installing or servicing contractor. We focus on quality, efficiency and consistency on each project, regardless of location.

## Carrier Service Solutions

Our service specialists are responsive, skilled professionals who bring Carrier's innovative service programs to your organization. These programs encompass all the decision points in HVAC/R system ownership, occupant comfort and building performance.

## Industry Expertise through Training

Carrier trains, tests, and certifies HVAC contractors to be experts in all aspects of equipment, controls, building automation systems and service. Through thorough training and ongoing testing of their service technicians, our certified contractors maintain their extensive industry knowledge.

## Controls Expertise

Each Carrier controls technician is dedicated to ensuring that your controls components and building automation systems (BAS) deliver precise comfort, optimize performance of your facilities and help contain HVAC-related energy consumption.

## Carrier Rental Systems

Whether it's an immediate response to failed equipment, a strategically-planned shutdown or a special event, Carrier Rental Systems can deliver complete, temporary application-specific HVAC solutions — whenever and wherever needed.

## National Accounts Benefits at a Glance

- Single-point contact (Strategic Accounts Manager)
- Extensive single- and multi-site building experience
- Industry-leading HVAC component solutions
- Budgetary management
- Turnkey installations
- National and local engineering support services
- Controls and system monitoring
- Project logistics
- System design
- Job site coordination
- Technical service start-up
- Post-installation service capabilities

So if your current, short- or long-term requirements demand the broadest-scale solutions designed to address and protect all your building's assets over their full life cycle, choose Carrier National Accounts.

## Carrier National Accounts...

Your Strategic Partner for Sustainable Building Performance.



For more information, call us toll-free at 888.272.8860 or eMail at: [nationalaccounts@carrier.com](mailto:nationalaccounts@carrier.com)



Turn to the experts