Selecting a Control System Integrator for Your Automation Needs

*There are many options out there—
how do you choose one Control System Integrator over the rest?*

Automation is a key part in keeping your operation running, and it's very important to find the perfect system integrator for you.

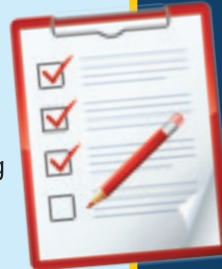Here are some suggestions we thought would help in your decision making process:

What to look for in an Integrator

- Longevity and Technical expertise that match your project's needs
- Experience and a robust history of projects completed in your industry
- A good rapport with current and past clients or letters of recommendation
- Certifications with Integrator organizations, involvement in the industry
- An investment in their engineers for continued training and development
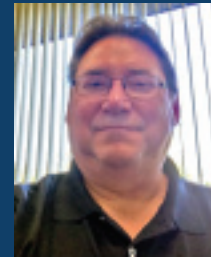- A sense of trust and a good relationship — they understand your needs

What to expect from an Integrator

- Detailed proposal covering all aspects of your project from beginning to end
- Ability to explain the final cost details of the project
- Ability to explain the time frame of the project in detail
- Direct and frequent communication with the engineers handling your project
- Quick response time from the Project Manager/Engineer
- Alignment of their engineer's expertise and your project needs
- An explanation of their company's protection of your proprietary information
- Ability to receive training and documentation at the conclusion of your project

"NDS has been doing business with MartinCSI for around 15 years and they have always been professional, courteous, and timely and will jump through hoops to help us when we ask. NDS customers can be demanding and expect quick results and MartinCSI has been a partner that we can always count on to assist in delivering those results! Top notch technical people who understand the reality of a production environment."

Jeff Crawford
Sr. Director of Technical Services
Norse Dairy Systems

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The Control System Integrators Association can play a key role in helping you choose a qualified system integrator. Visit the CSIA exchange at www.csiaexchange.com

NDS Norse Dairy Systems