



# Control Systems Integrator Association

## Why use a Certified CSIA Systems Integrator?

- Focus is on best business practices and benchmarks for the industry
- A foundation for long-term viability and performance in all areas of business
- Successfully run business with financial stability
- Understanding of the latest improvements in technology and implementation
- Solution-focused: always looking at the big picture
- Independent thinkers for the best overall solution for your project
- Partnering with a company who is CSIA Certified assures a high level of quality
- Reduces the risk of project failure



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## What is CSIA Certification?

- Certification is a demonstration of a control system integrator's commitment to meet the highest standards for business and management.

We believe technical proficiency alone is not enough. In order to meet the client's ever changing requirements, integrators must develop good business management skills in addition to technical knowledge and abilities. CSIA Certification proves to clients that TESCO employs CSIA Best Practices in our business. In order for a CSIA member to earn certification, they must pass an independent, third-party audit based on the CSIA's Best Practices and Benchmarks criteria every 3-years. Passing the audit shows that the Integrator has implemented the newest and best Business Practices to provide quality service to their clients. Passing the audit is required before the Integrator can receive their new certification.

- CSIA follows the guidelines of ISO certification standards for the standards they set for system integrators.
- Any Integrator can become a member of CSIA, however, "CERTIFIED" membership is the CSIA's distinction of excellence. When you specify a CSIA Certified member, you are assured that your system integrator will have the experience, expertise, resources, financial stability and business proficiency to deliver a successful project.
- Certification proves that TESCO has met or exceeded CSIA Best Practices in nine key areas:

- General Management
- Human Resources
- Financial Management
- Project Management
- System Development Life-cycle
- Marketing, Business Development, Sales, and Opportunity Management
- Quality Assurance
- Supporting Activities
- Service and Support