



75F Partner Program

"It's never been easier to sell 75F."

1

Talk to us and see if 75F is right for you

- View a 75F product demo
- Review the 75F Partner Program & 75F University training
- Receive a partnership invitation from 75F!

2

Sign our 75F Partnership Agreement

- Paperwork approval
- Place your first 75F order
- Demo kit and training tools in the mail

3

Start your onboarding

- 75F Intro Meeting with the team
- Schedule staff training at 75F University
- 75F Business Support Team meeting

4

Join a growing list of 75F Certified Partners

- Receive training certificates
- Schedule ride-alongs and customer visits with your 75F territory manager
- Book your first 75F job!

Discover the speed and simplicity of
pre-configured wireless controls.

75F University

Essential certifications for the master 75F Partner.



Application Fundamentals — \$500

- Learn the fundamentals of 75F's control algorithms and open the window to tuning your 75F system.
- 20 hours, held virtually.
- Installers must pass a course exam before taking the integrator class.

Integration at 75F — \$2500

- Become a certified 75F Integrator and learn how to use the 75F data pump and Niagara driver for connecting 75F into a custom BAS control system. Installers must have an existing Niagara N4 certification.
- Eight hours virtually and 16 hours in person.
- Installing teams who complete this course may purchase 75F Axiom and 75F Control Panels with Custom Packages, add data pumps, and access Site Manager, Alerts Configuration Builder, summary tables, and custom parameters not available to the public or market.
- Elite Partner qualified.

Meet Your Instructor

Joe Pattenaude brings over 15 years of experience leading technical operations teams specializing in smart building technology, energy management, and customer service. At 75F, Joe oversees the company's customer support, managed services, and customer success teams, ensuring seamless deployments and maximum value realization through advanced IoT-based building solutions.



Joe Pattenaude
Director, Support Operations

Become a Certified Partner

Three partner tiers for all who choose 75F to grow their business.

Distributor Partners

75F offers clear and consistent distributor pricing with annual volume rebates to all distributor partners. Our Select Distributor Partners benefit from sales and installer training, while Premier Distributor Partners are further distinguished in their market by offering stocked 75F inventory for fast delivery of pieces and parts. Elite Distributor Partners are those offering customer support and design expertise directly to their customers.

- Attain both a 75F Certified Installer and Sales Certification in each distributor location
- Access to 75F business support for advertising and growth programs
- Stocking distribution of 75Fs flexible product line
- Achieve 75Fs Certified Integrator or Certified Designer for technical support
- Membership in 75F User Council for direct product input

Select Distributor	Premier Distributor	Elite Distributor
✓	✓	✓
✓	✓	✓
	✓	✓
		✓
		✓



Bob French
Chief Evangelist

Meet Bob French

Bob French is 75F's Chief Evangelist and one of the company's earliest employees after joining in 2014. His mission in business for decades has been to solve big problems with technology. At 75F, Bob leads the business development team for the Americas and has deep technical knowledge of the HVAC industry.



Installer Partners

75F does not believe in exclusivity or protected sales territories. Contractors and installers choose 75F to complement other more traditional and complex control systems, not to replace them, and so we want to recognize companies with technical expertise making commitments to comfort and efficiency in light commercial buildings.

All Select Installer Partners have at least one 75F Certified Installer and have completed at least three customer projects, while Premier Installer Partners have trained sales and installation certification teams and ten or more jobs complete. Our Elite Installer Partners are those rare companies fully certified for not only sales and installation but integration and design. They offer the highest level of training and support and are qualified to offer 75Fs complete line of central plant and custom control packages in their own design and implementation of projects.

Select Installer	Premier Installer	Elite Installer
✓	✓	✓
✓	✓	✓
	✓	✓
	✓	✓
	✓	✓
		✓
		✓
		✓
		✓

- One 75F Certified Installer II and three customer projects
- Access to pre and post sale live US tech support
- Certified sales and install teams and at least ten successful project sites
- Access to 75Fs Control Panel and Custom Packages
- 75F business support for advertising and growth programs and approved fund matching
- Certified Integrator or Designer teams
- Build your own panel using 75F JACE with integrated access to 75F cloud library
- Membership in 75F User Council for direct product input
- Option to provide in-house design and implementation

Installs and commissions in 50%
less time **or your money back.**

