



# TOP 3 REASONS OEMS PARTNER WITH VANGUARD®

Vanguard has a long track record of partnering with OEMs to deliver the right power solution for your design requirements. We are excited by collaboration — it drives our continued quest to create a powerful, positive experience for our customers and end-users. When you partner with Vanguard, we work side-by-side with you, get involved with you at our global Power Applications Centers, and help you develop the best solution for your application. Once your equipment is out in the field working, we provide your end-users with exceptional service and support. This commitment to excellence at every step of your product's life is unmatched in the industry. **Here's why.**

## 1 DESIGN: A PARTNER FROM THE START

Vanguard works closely with OEMs during the design phase of their equipment to find the right power solution, whether it's a gasoline engine or lithium-ion battery. Assessing power solutions at this phase allows for changes in a more cost-effective manner for the OEM. Engineers from ARGO collaborated with Vanguard during the design of their battery-powered autonomous vehicle. "It was really nice going through the process of marrying the battery and the machine together," says David Overholt, Product Team Manager-Program/Validation, ARGO. "And because we were a part of the process, we have a more intimate knowledge of the system powering our vehicle, and that's a huge advantage for us when dealing with end users."



# 2

## DEVELOPMENT: EXCLUSIVE POWER APPLICATION CENTERS

The Vanguard Power Application Centers (PACs) located in the U.S., Europe, Japan and China offer OEM-centric service that is focused on matching custom-fit engine or battery power to their equipment — and building relationships. Vanguard engineers and technicians perform comprehensive engine and battery testing of the equipment onsite at a PAC to ensure the spec'd power solution passes all necessary guidelines. “The biggest benefit we offer OEMs is that when they get a product that has been through our facility, they know that the performance is going to be solid,” says Brian Brunelli, Manager at the Wauwatosa, Wisconsin, PAC. “It’s not going to fail.”



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*David Overholt, Product Team Manager-Program/Validation, ARGO*

# 3

## DEPLOYMENT: UNRIVALED CUSTOMER SUPPORT

Whether it's part of a construction or turf company's fleet or a rental house's inventory, if your product is powered by Vanguard, it's backed by industry-leading service. “It's a huge advantage to have the weight of Briggs & Stratton behind us,” says Overholt. “We can feel good that this product will be supported over time and there's a team involved ready to provide that support.”

### ► **Dedicated commercial technical support and resources.**

Our nationwide network of commercially-focused dealers are staffed by highly skilled industry experts. In addition, our service call center offers technical support 8 a.m. to 8 p.m. EST.

### ► **World-class parts delivery and availability.**

Vanguard's unified national distribution extends coast-to-coast, ensuring the coverage and reach to connect with every customer. More than 50,000 genuine parts are kept in inventory and competitively priced so end users can focus on their bottom line.

### ► **Industry-leading, 3-year global commercial limited warranty.\***

With 24/7/365 claim submittal, warranty claims are processed in 48 hours or less.

**At Vanguard, we do more than power equipment. As your trusted power application partner and a resource for your customers, we empower relationships. [Learn more about working with us](#) ►**

# VANGUARD®