Collaborate to win more projects and deliver them faster

Schneider Electric Alliance Partner Program

se.com/systemintegrator

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Alliance Partner Program overview

Thrive in the next-gen industries

With rapid technology advancements and the adoption of digital solutions across the industry, we've arrived at a point where no company can tackle all customer needs alone. More changes are coming with next-generation smart manufacturing that will be realized with innovative software, services, and automation systems where data plays a much bigger role.

Collaboration across disciplines is essential to delivering turnkey solutions, fast, and reaching next-level efficiency, resiliency, and sustainability.

The Schneider Electric™ Alliance Partner Program brings together industrial automation professionals – system integrators, machine integrators, and industrial automation distributors – to facilitate co-innovation and provide greater value to customers.

Join this unique ecosystem to gain new capabilities and deliver smooth system integration, interoperability, and ease of use crucial for next-gen industries.

"It is through strong collaboration with our loyal Schneider Electric Alliance Partners that we are able to provide a differentiated value proposition to the customer, with world-class digital solutions in this IIoT-driven market."

— Shaun Loesch,
Alliance Director, Industry Business,
Schneider Electric

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Discover the program's core values

Open

- Driving collaboration and co-innovation between partners
- Developing opportunities in smart manufacturing with open, interoperable EcoStruxure™ architectures

Simplified

- Building capabilities in industrial automation and energy management
- Combining global and local expertise to develop solutions for specific environments

Driving growth

- Stimulating business growth through a broad solutions portfolio, strong expertise, local support, and incentive programs
- Accelerating partners' competencies and engagement

"The partnership will help you grow your business. Schneider Electric is very aware of the markets and the opportunities in them and is very willing to share those opportunities."

— Martijn Kooij,
Director at Raster Industriële Automatisering BV,
Master Alliance Partner, Netherlands

Streamline your projects as an Alliance Partner

Execute digitally

- Fast-track project implementation with our comprehensive toolkits and field-proven modernization tools
- Save time on development with our tested, validated, documented architectures (TVDAs) and Software Development Pack
- Shorten project time and maximize efficiency with our personalized experience web interface

Advance your engineering sales team

- Upskill your employees through advanced training on automation solutions
- Acquire EcoStruxure certification in technologies and get recognized as a Schneider Electric Segment Preferred Partner
- Benefit from Schneider Electric endorsements
- Get advanced technical support

"For a small growing company like us, having a partner like Schneider Electric is a sidekick that simply makes the job easier. Comprehensive training, timely and quality technical support – from design to commissioning in the field – always lead to solid, rapid and cutting-edge results."

— Marco Buffoni,
Owner, A.M.B. Technologies SRL
Registered Alliance Partner, Italy

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Explore three levels of benefits

The Alliance Partner Program includes three membership levels: **Registered**, **Certified**, and **Master**. Any system integration company is eligible to join the program, starting at the Registered Partner level. The advancement to the two following levels is based on:

- Business performance
- Loyalty
- Competence and experience

The table on the next page provides a comprehensive overview of the benefits for each membership level.

"The Schneider Electric Alliance Program includes the technical benefits such as better access to technology, training, and so on, but to me the real value is in the business relationship."

— Sergej Divkovic,
Managing Director, Electro 80,
Master Alliance Partner, Australia

Alliance
Registered
System Integrator
Schneider Electric

Alliance
Certified
System Integrator
Schneider Electric

Alliance
Master
System Integrator
Schneider Electric

Benefits overview

The closer we work together, the broader the scope of benefits for your company.

Benefits	Registered	Certified	Master
Dedicated Account Manager	🟡	🟢	🔵
Access to the EcoStruxure Certification program	🟡	🟢	🔵
Software package and knowledge base	🟡	🟢	🔵
Exclusive access to Alliance Partner content	🟡	🟢	🔵
Website listing in Global Alliance Partner locator	🟡	🟢	🔵
Technical pre-sales consultant support	🟡	🟢	🔵
Access to mySchneider Opportunities	🟡	🟢	🔵
Joint promotion of partnership		🟢	🔵
Business referrals and joint business pursuits		🟢	🔵
Rapid Fast access to L2 specialist tech support		🟢	🔵
Participation in collaborative delivery program		🟢	🔵
Promotion of technology certification/s		🟢	🔵
Offers information prior to general announcement		🟢	🔵
Access to marketing development fund		🟢	🔵
Access to EcoStruxure competency center			🔵
Input to Schneider product roadmap			🔵
Schneider executive sponsorship			🔵
Segment specialization* (benefits if achieved)		***Available for Certified and Master**	
Exclusive invitations to segment events		🟡	🟡
Sales training and coaching for segments		🟡	🟡
Access to specialized segment solutions		🟡	🟡
Access to segment success stories		🟡	🟡
Promotion of segment specialization		🟡	🟡

Note: A system integrator can be eligible for several technology certifications and segment specialization badges.

The Alliance Partner Program is accessible to Process OEMs.

EcoStruxure certification

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EcoStruxure Certification Program

The Alliance Partner Program certification highlights the technical expertise of our partners. Completing the certification program for a selected specialty helps differentiate your company and gain credibility in the eyes of the customers.

The certification demonstrates that your engineering team is trained in the latest EcoStruxure solutions and has proven experience in project delivery. It can also open doors to new benefits. With the new certification format it is easy for the End User to identify the skills within the EcoStruxure stack. At the same time highlighting the AVEVA offers.

To earn a specialty badge, you have to meet a minimum number of engineers who completed the related training and examination and execute a certain number of specialty-related projects.

Available certifications

Edge Control
- Control System
- EcoStruxure Triconex Safety System
- EcoStruxure Process Expert
- Modicon Safety System
- Cybersecurity
- PLC Modernization
- Industrial Machine Control
- HVAC Control
- Robotics
- High Performance Motion

Connected Products
- Intelligent Motor Control
- Machine Motion

Certified by AVEVA

Apps, Analytics & Services
- AVEVA Manufacturing Execution
- AVEVA Production Management
- AVEVA Unified Operation Centre
- AVEVA Asset Information Management
- AVEVA Batch Management
- AVEVA Recipe

Edge Control
- AVEVA System Platform
- AVEVA Plant SCADA
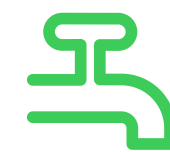- AVEVA Edge
- AVEVA InTouch HMI

Segment Preferred Partners

Alliance Partners can qualify to become Segment Preferred Partners in recognition of their advanced segment application experience.

Certified or Master level partners can achieve the Segment Preferred Partner status by demonstrating extensive industry experience, submitting related project examples, having their engineers complete our training course, and receiving a sign-off from relevant clients.

Schneider Electric grants Segment Preferred Partner specializations in the following areas:
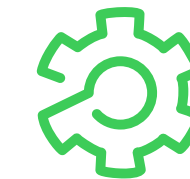
Water & Wastewater	Food & Beverage	Machinery	Oil & Gas	Mining, Minerals & Metals

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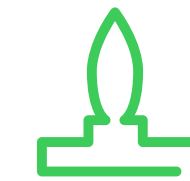
EcoStruxure
certification
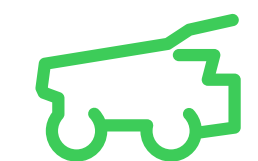
EcoStruxure
advantage

Connectivity that drives business value

EcoStruxure is our IoT-enabled, plug-and-play, open, interoperable architecture and platform stretching across three layers: connected products, edge control, and apps, analytics, and services.

With EcoStruxure architecture, you can offer your customers IIoT-enabled solutions that drive operational profitability, safely and bring the latest advancements in mobility, sensing, cloud, analytics, simulation, and cybersecurity.

Eco truxure™ for Industry

| Oil, Gas & Petrochemicals | Mining, Minerals & Metals | Consumer Packaged Goods | Water & Wastewater | Machinery | Discrete Industries |

EcoStruxure™ Architecture

Apps, Analytics & Services

AVEVA
Engineering, Operations, Performance

EcoStruxure Plant Advisor

EcoStruxure Machine Advisor

End-to-end Cybersecurity

Cloud and/or On Premise

Edge Control

Modicon
Industrial Edge Control for IIoT

EcoStruxure Automation Expert

EcoStruxure Process Expert

EcoStruxure Foxboro DCS

EcoStruxure Triconex Safety Systems

SCADA Systems

EcoStruxure Power Monitoring Expert

Connected Products

Harmony
Advanced operator interface and industrial relays

Altivar
Variable speed drives and soft starters

EcoStruxure
Process Instrumentation

TeSys
Innovative & connected solutions for motor starters

Lexium
Advanced motion control and robotics

Set Series
Comprehensive, robust portfolio of power distribution and motor control centers

Telemecanique
Sensors
Sensors & RFID

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EcoStruxure advantage

A complete portfolio of industrial solutions

Connected products

Our IIoT-enabled, best-in-class connected products include breakers, drives, UPS units, relays, sensors, and more. Through embedded intelligence, they support better decision-making across your customers' operations.

Edge control

Real-time performance management requires improved data control, storage, and analysis capabilities at the edge. We make it possible with, for example, the Modicon M580 Ethernet-enabled programmable automation controller (ePAC) that provides high bandwidth, open connectivity, and cybersecurity needed to extract maximum value from the IIoT.

Apps, analytics & services

Interoperability among diverse building, data center, industry, and grid systems is imperative. It enables platform-agnostic applications, analytics, and services that give you maximum flexibility for delivering client solutions.

Find out more about EcoStruxure for Industry

"Today, our EcoStruxure architecture delivers on the real promise of the Internet of Things: connectivity that turns data into operational and energy efficiency across all levels of an enterprise."

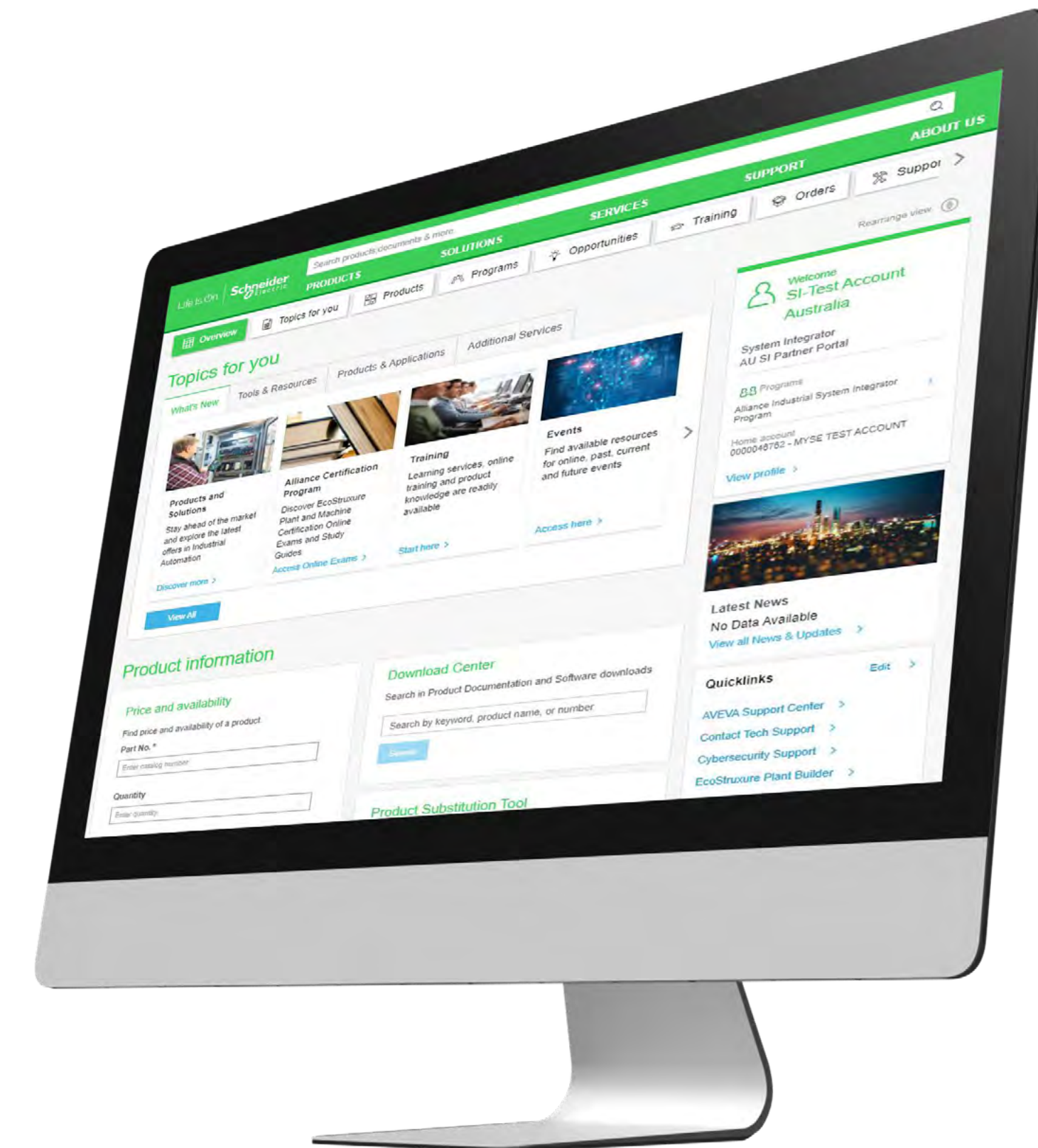— Jean-Pascal Tricoire,
CEO, Schneider Electric

Stay in touch

To join the Alliance Partner Program, contact the local Schneider Electric office in your region. You can find more information about the program on Schneider Electric personalized experience.

If you are already a partner, log into the Schneider Electric personalized experience to:
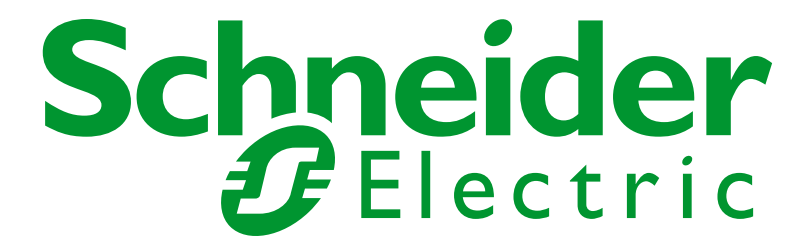
- Access exclusive, members-only content and program updates
- Download tools, software, and program objects
- Personalize your content
- Manage certifications
- Find opportunities to collaborate with other industrial automation professionals

We look forward to a long and mutually profitable partnership.

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