Empowering our partners for the future

Schneider Electric Alliance Partner Program
Prepare your business for what’s coming

In times of significant limitations and rapid changes, resilience and remote capabilities have proven crucial for industrial companies. The adoption of digital technologies – once seen as ‘inevitable at some point, but presently optional’ – has greatly accelerated in all domains of life, including industry.

At Schneider Electric, we’re committed to re-thinking what’s possible in industrial settings and driving industrial innovation. We believe the future of the industry is here. But to reach next-level efficiency, resilience, and sustainability in industries we must make bold moves.

Next-generation smart manufacturing is coming, and it will be realized with innovative software, services, and automation systems where data plays a much bigger role. Together, we can bring these capabilities to industrial companies and help them thrive in the future.
Make collaboration your strength

With the current speed of innovation, no company can tackle all customer needs alone. Collaboration is crucial to delivering turnkey solutions to customers fast.

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

Working together in a unique ecosystem, Alliance Partners are empowered to deliver smooth system integration, interoperability, and ease of use crucial for next-gen industries.
Build resilience as an Alliance Partner

The Alliance Partner Program empowers individual partners to grow and stay ahead of the competition. Its three core values are:

**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 broad product portfolio, strong expertise, local support, and incentive programs
- Accelerating partners’ competencies and engagement

Maximize your opportunities

As a member of the Alliance Partner Program, you have multiple ways to boost your business.

**Acquire domain-specific and product-specific certifications** to grow your expertise and offer.

**Expand project acquisition** and portfolio of products and services.

**Drive project and business growth** through lead sharing and local joint business plans.

**Get the right support at the right time** through on-site engineering, application support, and training resources.

**Deliver added value to customers** with the expertise to address their business challenges.
Build a win-win partnership

In the Alliance Partner Program, the benefits are mutual. You can take advantage of our technologies, expertise, and support while sharing with us your application know-how and unique understanding of customers. This way, we can advance the evolution of the industry with:

More software
- We bring IT and software technologies to the offer basket (EcoStruxure Advisors, AVEVA, and more to come)
- You bring the OT+IT knowledge, integration capacity, and customer intimacy

Together, we make the latest solutions available to industrial companies.

More innovation
- We re-define the future of automation through Universal Automation and EcoStruxure Automation Expert (machine and plant)
- You bring the domain expertise in programming and the knowledge of the customer base

Together, we advance the industries of the future.

More growth
- We bring together industrial automation professionals in an ecosystem of partners
- You collaborate, exchange experience, broaden expertise

Together, we create new development opportunities.
Drive digital advancements with EcoStruxure

Our IIoT-enabled EcoStruxure Plant & Machine architectures create new possibilities for you and your customers. Providing openness, flexibility, and unparalleled connectivity, they enable resilient and sustainable operations across multiple segments.
Collaboration case study: Graybar and Jordan Engineering (Canada)

Graybar Canada, an Alliance Industrial Automation Distributor, collaborated with Jordan Engineering, a Master System Integrator Partner, on a plant expansion project for a global company in fine chemicals manufacturing. They implemented EcoStruxure Process Expert, an automation system allowing to engineer, operate, and maintain the entire plant in one database, Modicon M580 PLC for improved reliability and security, and several connected products, all from the EcoStruxure Plant architecture.

The result: an automated system for scaled-up operations, ready to handle a complex production process of over 40 recipes and over 1,300 I/O points.
Start your seamless experience today

To help our partners work more efficiently and take advantage of dedicated resources, we’ve simplified the user experience across all our platforms.

Now, with a single sign-on, you can easily access tools, documents, services, and more to get the job done. Find everything in one place in just a few clicks and customize the experience to your preferences.

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