

Become Software Specialized



Drive New Revenue with EcoStruxure™ IT

Boost hardware value with EcoStruxure IT—enable smarter management, expand offerings, and drive recurring revenue.

As an IT Solution Provider, enhance your infrastructure offering with EcoStruxure IT—a vendor-neutral DCIM solution to monitor, manage, and optimize across environments, and drive higher-value, software-led growth.

Who's eligible?




Available to Certified IT Solution Provider partners (Select, Premier, and Elite tiers)

If your company is not certified yet as an IT Solution Provider, check this [how-to-guide](#) on how to get certified.

Why specialize?

-  **Unlock recurring revenue**
Combine hardware and software to generate recurring revenue through subscriptions and managed services.
-  **Expand your portfolio**
Enhance your offering with monitoring, assessment, and software-driven services.
-  **Differentiate your business**
Deliver value-added services that position you as a trusted advisor, helping you stand out in a competitive market.
-  **Strengthen customer relationships**
Build loyalty with proactive insights and ongoing services that increase retention.
-  **Build Software Expertise**
Develop advanced capabilities through dedicated training, enablement, and exclusive sessions.
-  **Drive Growth Faster**
Access incentives, leads, marketing resources, and partner locator visibility to grow your pipeline and increase market exposure.

Get started in 3 steps

-  **1 Get certified as an IT Solution Provider**
Complete the required sales and technical certifications and meet performance criteria.
Not yet certified? Follow the [step-by-step guide](#) to get started.
-  **2 Complete software training & enroll**
Access the dedicated software specialization training tracks in mySchneider and enroll in the Software Specialization program.
-  **3 Earn & download your certificate**
Once completed, download your Software Specialization certificate from the Certifications tab in mySchneider and start showcasing your expertise.

How to enroll?

Scan the QR code or [click here](#) to access mySchneider and begin your Software Specialization journey today.

Becoming software specialized is simple and designed to help **certified IT Solution Providers** quickly unlock new business opportunities and enhance your offerings with EcoStruxure IT.

