

EcoEtruxure™
Innovation At Every Level

Win and deliver more projects,
faster and more profitably

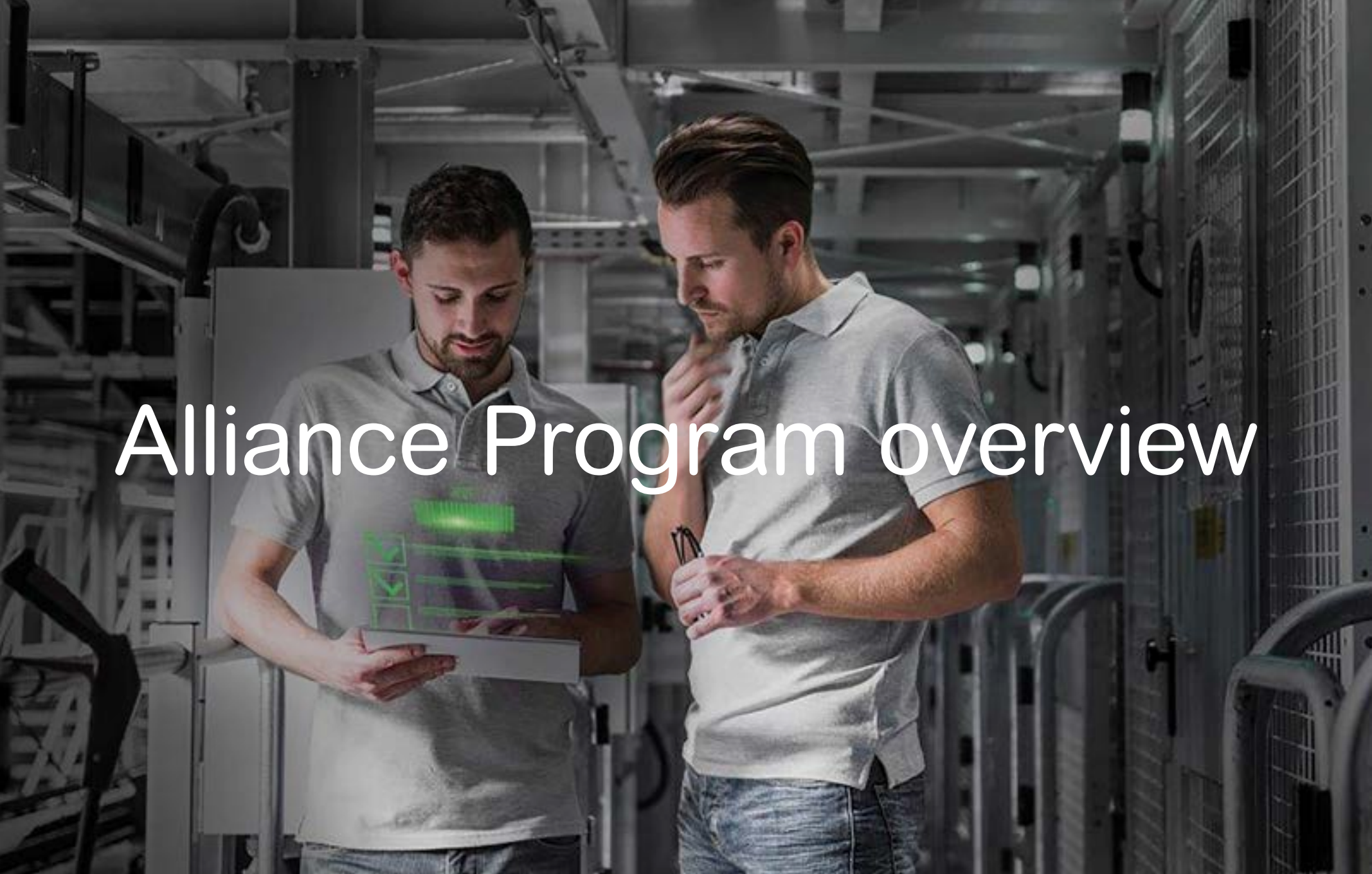
The Schneider Electric Alliance Program

Life Is On

Schneider
Electric

Contents



A photograph of two men in a server room. The man on the left is holding a tablet and looking at it. The man on the right is looking at the tablet and has his hand to his chin in a thoughtful pose. A semi-transparent green data visualization, including a bar chart and a checklist, is overlaid on the tablet. The background shows rows of server racks in a dimly lit room.

Alliance Program overview

About the Alliance Program

Membership in the Schneider Electric Alliance Program means a higher level business partnership between you, our key trusted partners, and us, to deliver the best solutions in energy management and automation required by the industry's most demanding customers. Our sales support and large solution portfolio, connected across our EcoStruxure platform, will give you a unique business advantage. Powerful software applications and proven digital tools will help you deliver solutions more profitably. Extensive training and certification programs will help broaden your technical capabilities to increase business value to clients.

In short, through our Alliance Program you can win more projects with EcoStruxure and then execute them more profitably with digital.

Your success is our success, so let's work together to grow!

“The Schneider Electric Alliance Program represents a commitment to supporting our loyal system integrators in satisfying our mutual customers and in profiting from common business opportunities.”

– Madiha Khalfi, Alliance Program Director,
Industry Business, Schneider Electric

Program overview

Win more projects

The Schneider Electric Alliance Program will help you bring your business to the next level. The more projects we work on together, the more opportunities you will have to amplify the value you deliver to clients.

Augment your efforts

- Join Schneider Electric in new business pursuits
- Use proven pre-sale proposal tools to create more competitive bids
- Receive business referrals and endorsements

Expand your portfolio

- Offer the most complete and connected set of industry-leading power and process automation solutions
- Keep clients on the cutting edge of the digital revolution
- Become a profitability improvement advisor to your clients

“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.”

– Ethel van Groenstijn,
Director at Raster Industriële Automatisering,
BV Certified Alliance Partner, Netherlands

Program overview

Execute digitally

- Fast-track project implementation with our comprehensive toolkits and field proven modernization tools
- Save development time with our tested, validated, documented architectures (TVDA's) and Software Development Pack
- Reduce project time and maximize efficiency with our Alliance Extranet

Advance your engineering sales team

- Receive advanced training on automation solutions
- Earn respected certification in technologies and industry segments
- Benefit from Schneider Electric endorsements
- Get advanced technical support

“At the end of the day, impressing clients and making them look good is what we really care about and when a company like Schneider Electric has your back, it is easier to do that.”

– Sandra Murre, Founder and CEO,
Jordan Engineering,
Master Alliance Partner,
Ontario, Canada



Pathways to success

Three levels of benefits

Grow with us

Any systems integration firm that integrates Schneider Electric products and would like to develop a long-term relationship with us is eligible for consideration as an Alliance Partner. Most start as Registered Alliance Partners and advance to the Certified Partner and Master Partner status based on:

- Business performance
- Loyalty
- Competence and experience

The chart on the next page summarizes the benefits associated with each 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

Benefits summary

The level of benefits increases as we do more together.

Benefits	Alliance Partnership Status		
	Registered	Certified	Master
Dedicated account manager	●	●	●
Joint promotion of relationship	●	●	●
Certified expert training	●	●	●
Development and quotation tools, TVDAs*	●	●	●
Knowledge base and news access	●	●	●
Exclusive access to Alliance Portal website	●	●	●
Technical pre-sales consultant support	●	●	●
Website listing in Global Alliance Partner locator	●	●	●
Business referrals and joint business pursuits		●	●
Fast access to specialist tech support		●	●
Participation in collaborative delivery program		●	●
Promotion as a segment preferred Alliance Partner		●	●
Fast access to EcoStruxure competency center			●
Input to Schneider Electric product roadmap			●
Schneider Electric executive sponsorship			●
Exclusive invitations to events, as our guest			●

*Tested Validated Documented Architectures





Expert certification

Certified Experts Program

Badges for technical expertise

The Alliance Program's technical certification badges highlight the technical expertise of our partners.

Completing the certification program for a given specialty helps differentiate your business and adds credibility in your customers' eyes. It demonstrates that your engineering team is both trained in the latest EcoStruxure offerings and has proven delivery experience. It also opens doors to new benefits. Wonderware certifications are recognized as valid for the SCADA component of the Alliance Certified Expert Program.

Partners can earn badges in a specialty when a minimum number of their engineers have completed related training and examinations and the firm itself has executed a minimum number of related projects.

Badge offerings

- Control Systems
- Hybrid DCS
- Telemetry & SCADA
- PLC Modernization
- Intelligent Motor Control
- Triconex Safety Systems
- Modicon Safety Systems
- Cybersecurity
- EcoXpert Critical Power
- Machine Industrial Control
- Machine Commercial Control
- Machine Motion Control
- Machine High Performance Motion
- Robotics

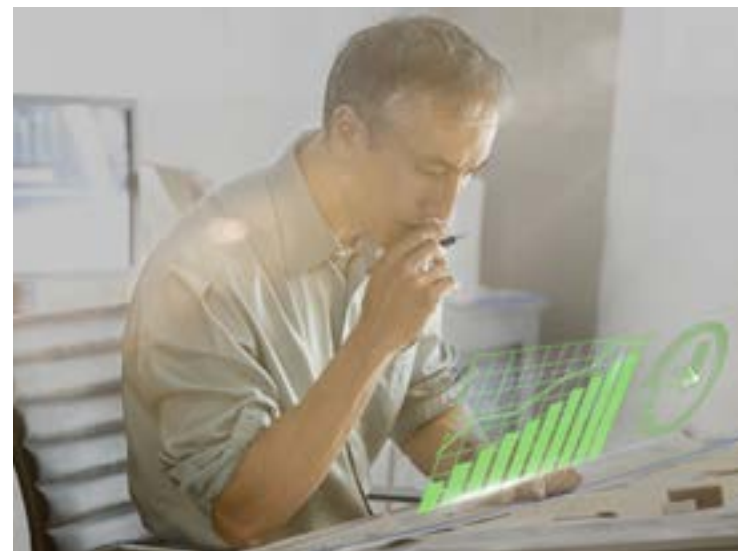
Segment Preferred Partners

Highlight your industry expertise

Alliance Partners can qualify for designation as Segment Preferred Partners in recognition of advanced industry segment applications experience. Certified or Master Level Partners achieve the Preferred status by demonstrating extensive industry experience; submitting related project examples, receiving sign-off by relevant clients; and having engineers complete our training course.

Schneider Electric offers Preferred Partner certification in the following areas including:

- Water & Wastewater
- Food & Beverage
- Machinery
- Mining, Minerals & Metals



Water



F & B



Machinery



Mining



EcoStruxure advantage



Connectivity that drives business value

The EcoStruxure architecture includes a set of connected products, supported by edge control solutions, apps, analytics, and services. Alliance partners can connect with EcoStruxure at multiple levels to provide IIoT-enabled solutions that drive operational profitability, safely.

The EcoStruxure platform combines energy, automation, and software. It provides an architecture that can help your clients profit from the latest advances in mobility, sensing, cloud, analytics, simulation, and cybersecurity technologies.

Connected products

Our IIoT-enabled, best-in-class connected products include breakers, drives, UPSs, relays, sensors, and more.

Devices with embedded intelligence drive better decision-making throughout operations.

“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

Exemplary edge control, apps, analytics, and services

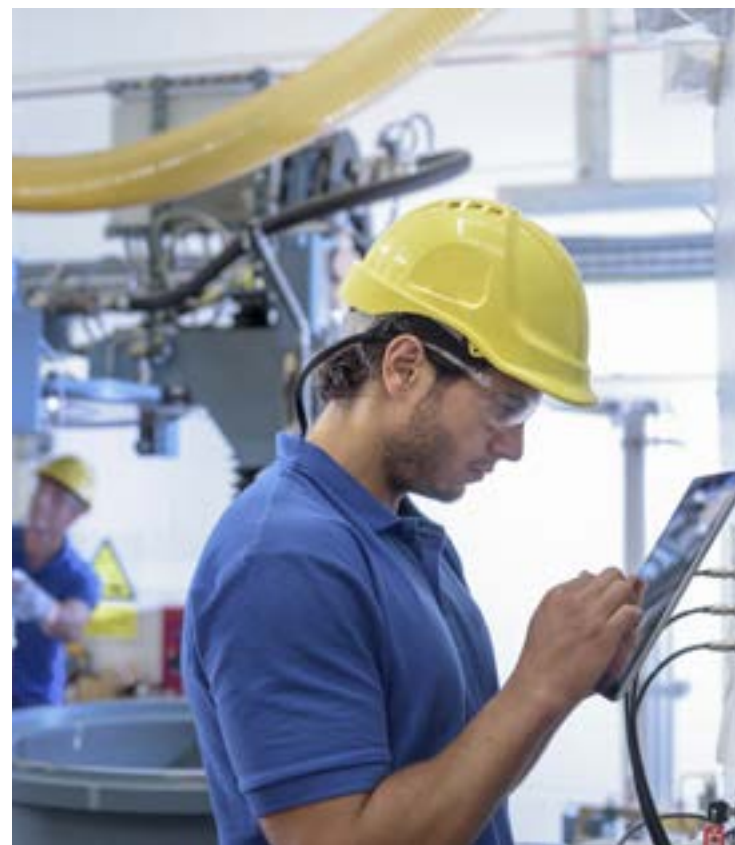
Mastering the edge

Real-time performance management requires improved control, storage, and data analysis capability at the edge of the IIoT network. For example, Schneider Electric's M580 Ethernet-enabled programmable automation controller (ePAC) provides the high bandwidth, open connectivity, and cybersecurity needed to extract maximum value from the IIoT.

Delivering operational insight

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

To find out more: [EcoStruxure for Industry](#)



**EcoStruxure
advantage**

Stay in touch

To join our Schneider Electric Alliance Program, get in contact with the local Schneider Electric office in your region and find more details on our [Partner Portal](#).

If you are already a partner, inside the Partner Portal you will have access to the Alliance Portal for ongoing program updates. There you can also download tools, software and program objects; access our knowledge base; manage certifications; and chat with your peers.

We look forward to a long and mutually profitable relationship.



Life Is On



To learn more about how our Schneider Electric Alliance Program can help you win more projects and execute them more profitably, contact your local Schneider Electric representative or visit

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