

How do you navigate in a competitive marketplace?

You need a partner to show you the way...



## Solutions Partner Program

When you get your bearings, you realize that as a system integrator or control panel builder you need more than a road map to help your business to succeed. You need a navigator, a business partner who cares how you go from point A to point B, how successful your journey is, and how you will grow your business in a competitive marketplace. You need a partner, a solutions partner – a global technology leader that can supply you with the tools and training to be successful. And, you need an organization that rewards you for your loyalty and for the business you generate.

With Schneider Electric's Solutions Partner Program, you have arrived at your destination for success, and discovered a valuable business opportunity... a partnership that will pay dividends for you and your business!

### What is the Solutions Partner Program?

It is a new, comprehensive partner program from Schneider Electric for system integrators, control panel builders, and select, specialty OEMs that provides:

- Simplified approach for conducting business transactions
- Monetary rewards for loyalty and business generated
- Tools and training to understand, specify and deploy supplier solutions
- Expert technical support and services
- Business planning and marketing support
- Increased business opportunities



Who should join?

The Solutions Partner Program is open to select members of current Schneider Electric incentive programs, as well as...

- System integrators
  - Control panel builders
  - Specialty OEMs
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**Schneider**  
Electric

## What makes the Schneider Electric Solutions Partner Program different from other customer loyalty programs?

It is an all inclusive, “one program” for all partner levels that is simple, concise and easy to understand. The Solutions Partner Program replaces other Schneider Electric incentive programs, including: Top Builder, Authorized Panel Builder, Top Integrator and Authorized System Integrator. Under the new program, solutions partners are eligible for outstanding incentives, including:

- Rebates from \$3K up to \$36K, with incentives for growing your business and moving to the next level year-over-year
- Annual account planning with your assigned Schneider Electric field sales engineer
- Solutions Partner Software Suite (U.S.version) is available at discount pricing, with a designated minimum level in annual Schneider Electric product sales, including: PLCs, drives, HMI/SCADA, Power and more
- Advanced training opportunities

## How do you qualify to become a Schneider Electric Solutions Partner?

If you are a system integrator, control panel builder, or specialty OEM, you can register on-line at [www.senamicromicro.com/solutionspartner](http://www.senamicromicro.com/solutionspartner). After completing your registration, a Schneider Electric field sales engineer will contact you to go over your registration and ask you a few more questions. Then you're ready to start enjoying the benefits of a Schneider Electric Solutions Partner... the tools, the training and the rewards for growing your business.

And, if you are a consulting engineer, a software provider, a specifying engineer or a consultant – find out how you can be a part of Schneider Electric's Solutions Partner Program as well. Simply register on-line at the URL listed above to request more information.



### So, don't hesitate.

Get your bearings and set your course for success! Join one of the most comprehensive, most rewarding customer loyalty programs in the industry. Partner with a global technology leader with the resources and commitment to help you grow your business today and tomorrow. Arrive with Schneider Electric's Solutions Partner Program... a partnership that will pay dividends for you and your business!

Join Us! Register today at  
[www.senamicromicro.com/solutionspartner](http://www.senamicromicro.com/solutionspartner).

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