

#### Machine Integrator Partner Program



Partnership for growth

Life Is On Scl





- Why is Schneider Electric the right partner for your business?
- Mhat is the Machine Integrator Partner Program?
- How can you benefit?
- Make How to join?





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Are you looking for possibilities to grow your OEM business? Partnering with Schneider Electric is the right choice:

- We are a global company with a complete range of automation & control products and solutions
- With our global support and local presence, we provide support to help you build safe, more efficient, better connected, and more flexible systems for machine automation
- We understand and care about your business. Your success is our success, so let's work together to grow. Together.







## Schneider Electric is the global specialist in energy x management and automation

With revenues of €25 billion in FY2014, our 170,000 employees serve customers in over 100 countries, helping them to manage their energy and process in ways that are safe, reliable, efficient, and sustainable. From the simplest of switches to complex operational systems, our technology, software and services improve the way our customers manage and automate their operations. Our connected technologies are reshaping industries, transforming cities, and enriching lives.

At Schneider Electric, we call this Life Is On.

## Original equipment manufacturers are our key partners



Our value proposition for OEMs includes:

- 300 automation solution experts to support solutions
- 30+ Tested, Validated, Documented Architectures (TVDAs) for OEMs
- 7 OEM segments in which we specialise
- A broad portfolio of best-in-class products & proven solutions
- Expert capabilities in co-design, optimisation & customisation
- Global support through the entire life cycle

€400 million

worldwide from OEM sales of complete solutions

€3 billion
in global OEM sales



The Machine Integrator Partner Program is a global Schneider Electric<sup>™</sup> program created to develop partnerships with machine integrators. Its purpose is to create a win-win environment that increases sales and support. With your experience and knowledge of machines, you are a key partner for both Schneider Electric and OEMs.

At the same time, you can benefit from Schneider Electric's leading technology. We offer:

- A wide scalable and flexible portfolio of products & solutions
- Co-design, optimisation & customisation capabilities
- Global support throughout the entire life cycle













#### Discover our OEM application expertise



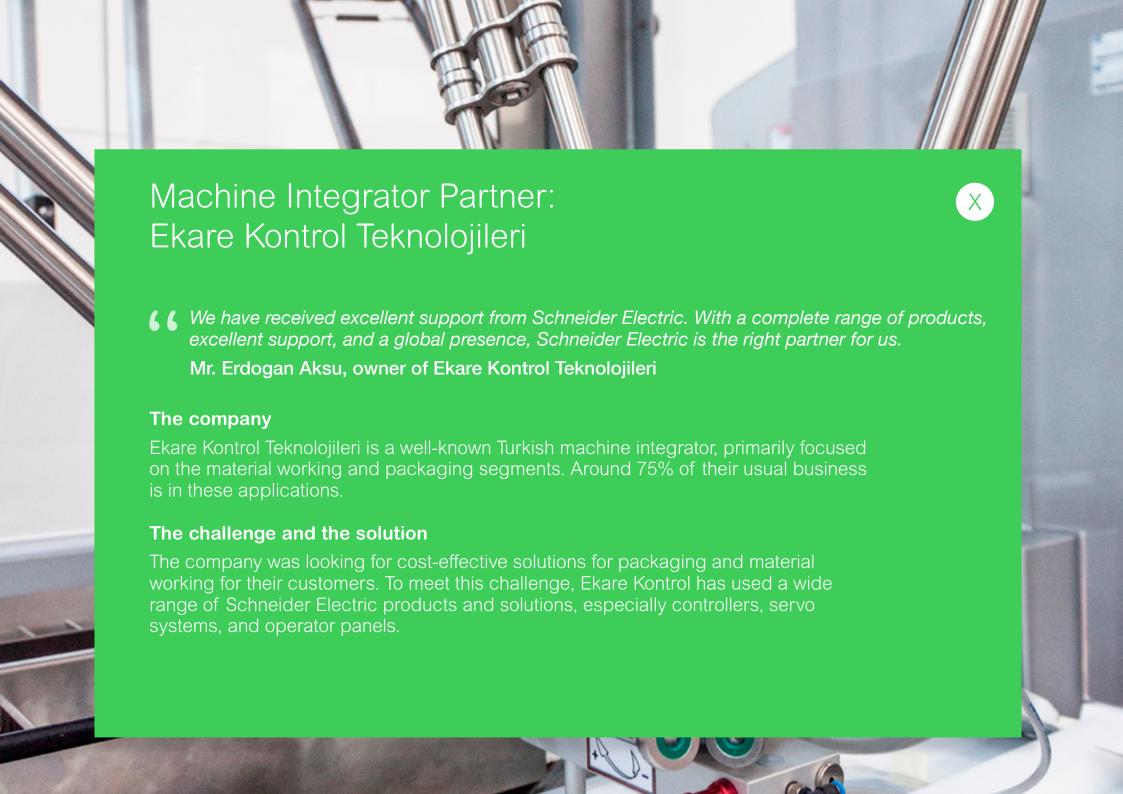
Schneider Electric has extensive experience in machine automation, especially in the following OEM applications:

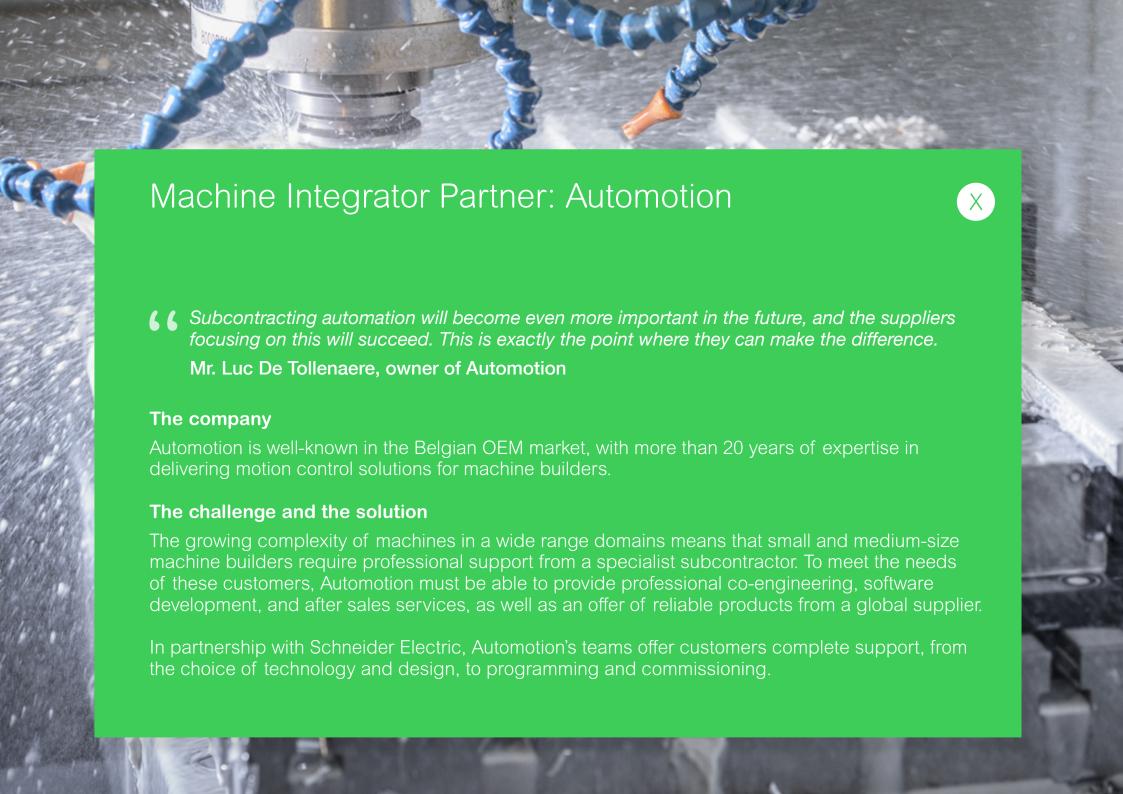






© Discover our complete offer!





## How can you benefit from the program?

Being part of the Schneider Electric Machine Integrator Partner Program brings a number of benefits for you and your business. Here are just a few examples.

- Bring greater flexibility to your business
- Stay ahead of the market with essential training
- (R) Improve efficiency and support customers better
- Discover new leads and improve the visibility of your business
- Achieve excellence with future-ready machine solutions







#### Bring greater flexibility to your business



With over 200,000 product references and offices in 130 countries, Schneider Electric offers a complete range of products to fulfill your needs. The OEM market is important for us, and our products are designed to fit into machine builders' requirements with a very good cost-performance ratio.

Our wide range of products and solutions provides you the flexibility you need to find the right solution for your project.

## Stay ahead of the market with essential training



Technical expertise is vital to your business, and it's also a significant part of the Machine Integrator Partner Program. We offer a comprehensive curriculum of continuously updated training programs.

We also offer customised trainings as well as certification programs. In addition, you receive regular product updates and information about best practices relevant to your business.

### Improve efficiency and support customers better



Schneider Electric can help you improve energy and system efficiency to give your customers more productive and sustainable machines. At the same time, your own work gains greater efficiency from our library of application function blocks and TVDAs.

For additional ease, with our SoMachine<sup>™</sup> software it's easy to manage licences and upgrades. SoMachine, together with our solutions for remote monitoring and programming, also allows you to remain near your customers machines while working remotely.

## Discover new leads and improve the visibility of your business



Joining the program means you receive invitations to local machine integrator events\* and to global digital events, as well as an exclusive LinkedIn® community. That means new opportunities and greater visibility for your business.

Increase your global visibility with our machine integrator locator, making it easier for Schneider Electric customers to find you. You can also use Schneider Electric to promote your achievements, success stories, and application notes.

\*Where applicable

### Achieve excellence with future-ready machine solutions



As a pioneer in smart automation technologies, Schneider Electric's expertise and portfolio make it easier for you to make your customers' machines safe, better connected, more flexible, and more efficient. We simplify the integration of products, machines, and processes to boost business efficiency and sustainability. Both today and tomorrow.

## How to join the Machine Integrator Partner Program?

Becoming a Schneider Electric Machine Integrator Partner is simple.

#### Step 1: Discover the Schneider Electric automation solutions approach

If you're not already familiar with our machine solutions, get to know them. Learn more on our website <a href="https://www.schneider-electric.com/machinebuilders">www.schneider-electric.com/machinebuilders</a>

#### **Step 2: Contact your local partner program leader**

Your partner program leader is the local Schneider Electric expert responsible for machine integrator partners. See <a href="https://www.schneider-electric.com/mipp">www.schneider-electric.com/mipp</a> for details.

#### Step 3: Enhance your team's technical expertise by attending trainings

We offer trainings on various topics, such as how to integrate specific Schneider Electric solutions. Make sure your team is ready and confident to overcome challenges.

#### Step 4: Share your successes through project references

Your success is worth talking about. When you complete an interesting project, let us know and we can share the good news.







For more information about the Machine Integrator Partner Program, visit

schneider-electric.com/mipp

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