



Machine Integrator Partner Program



Partnership for growth

schneider-electric.com/mipp

Life Is On

Schneider
Electric



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



A photograph of two men in a factory environment. The man on the left is wearing a grey polo shirt and has a purple earpiece. The man on the right is wearing a light blue button-down shirt with a tie and also has a purple earpiece. They are both looking at a document held by the man on the right. The background shows industrial machinery, pipes, and overhead lights.

Why is Schneider Electric the right partner for your business?

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 at a glance



Our OEM business at a glance



Schneider Electric is the global specialist in energy 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



What is the Machine Integrator Partner Program?

The Machine Integrator Partner Program is a global Schneider Electric™ 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 expertise



Partner example 1



Partner example 2



Discover our OEM application expertise



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



Discover our complete offer!

Machine Integrator Partner: Ekare Kontrol Teknolojileri



“ We have received excellent support from Schneider Electric. With a complete range of products, excellent support, and a global presence, Schneider Electric is the right partner for us.

Mr. Erdogan Aksu, owner of Ekare Kontrol Teknolojileri

The company

Ekare Kontrol Teknolojileri is a well-known Turkish machine integrator, primarily focused on the material working and packaging segments. Around 75% of their usual business is in these applications.

The challenge and the solution

The company was looking for cost-effective solutions for packaging and material working for their customers. To meet this challenge, Ekare Kontrol has used a wide range of Schneider Electric products and solutions, especially controllers, servo systems, and operator panels.

A close-up photograph of an industrial machine, likely a CNC lathe or mill, featuring blue and orange flexible hoses. The machine is in operation, with a metal workpiece being machined and a large amount of white metal chips being ejected. The background is slightly blurred, showing more of the industrial environment.

Machine Integrator Partner: Automotion



“ Subcontracting automation will become even more important in the future, and the suppliers focusing on this will succeed. This is exactly the point where they can make the difference.

Mr. Luc De Tollenaere, owner of Automotion

The company

Automotion is well-known in the Belgian OEM market, with more than 20 years of expertise in delivering motion control solutions for machine builders.

The challenge and the solution

The growing complexity of machines in a wide range domains means that small and medium-size machine builders require professional support from a specialist subcontractor. To meet the needs of these customers, Automotion must be able to provide professional co-engineering, software development, and after sales services, as well as an offer of reliable products from a global supplier.

In partnership with Schneider Electric, Automotion's teams offer customers complete support, from the choice of technology and design, to programming and commissioning.

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
- 🖱️ 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™ 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 www.schneider-electric.com/machinebuilders

Step 2: Contact your local partner program leader

Your partner program leader is the local Schneider Electric expert responsible for machine integrator partners. See www.schneider-electric.com/mipp 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

Schneider Electric Industries SAS

Head Office
35, rue Joseph Monier - CS 30323
F92506 Rueil-Malmaison Cedex
FRANCE

©2015 Schneider Electric. All Rights Reserved. Schneider Electric and SoMachine are trademarks owned by Schneider Electric Industries SAS or its affiliated companies. All other trademarks are property of their respective owners.
998-19583566_GMA-GB

Life Is On

