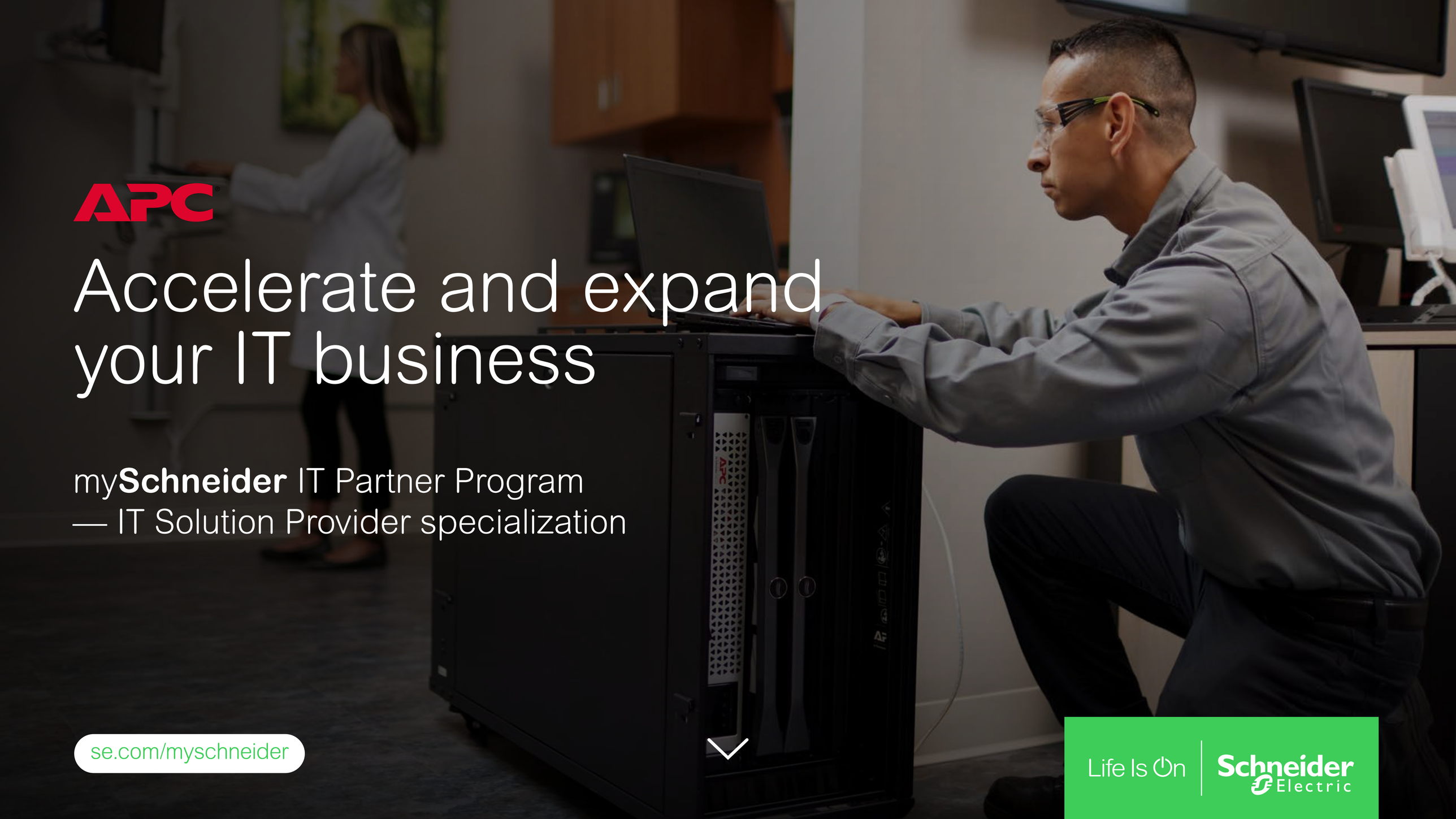

APC

Accelerate and expand your IT business

my**Schneider** IT Partner Program
— IT Solution Provider specialization

se.com/myschneider

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Get to know the mySchneider IT Partner Program

A strong and proven program foundation

At Schneider Electric, we are fully aware of the ongoing digital revolution and increasing demands that put pressure on our partners' businesses. Therefore, we are building on our award-winning channel program's history, and introducing the new my**Schneider** IT Partner Program to help our partners pursue multiple IT competencies and enable the development of diverse business models.

The my**Schneider** IT Partner Program offers multiple specializations with three levels — Select, Premier, Elite — so you can progress according to your business needs. Each level unlocks access to additional and enhanced benefits and requires you to meet specific targets.

my**Schneider** IT Partner Program

	IT Solution Provider	IT Software & Services Provider*	Data Center Solution Provider*
Elite	✓	✓	✓
Premier	✓	✓	✓
Select	✓	✓	✓
Combine multiple IT specializations			

*Specialization coming soon

Differentiate your business in the long term

Become an expert and strategic advisor across multiple IT specializations with the my**Schneider** IT Partner Program that:

Enables development of diverse business models

Three-level, multiple-specialization structure recognizing unique business models with the flexibility to pursue diverse competencies.

Simplifies and increases transparency of requirements and benefits

A company-specific user experience with personalized status updates on requirements and certifications drives quick and efficient strategic decision making.

Helps capture new business opportunities

Key enablers and roadmaps allow building expertise for new markets and staying effective and competitive in existing ones.

Upholds channel-centric practices

Maintaining our core promise and channel policy to increase partners' profitability and provide them with best-in-class support, enablement, and experience.

Provides agility for future growth

Aligning with industry-leading practices to boost business agility for future growth and changes in the channel.

The IT Solution Provider specialization overview

Empowering IT Solution Providers

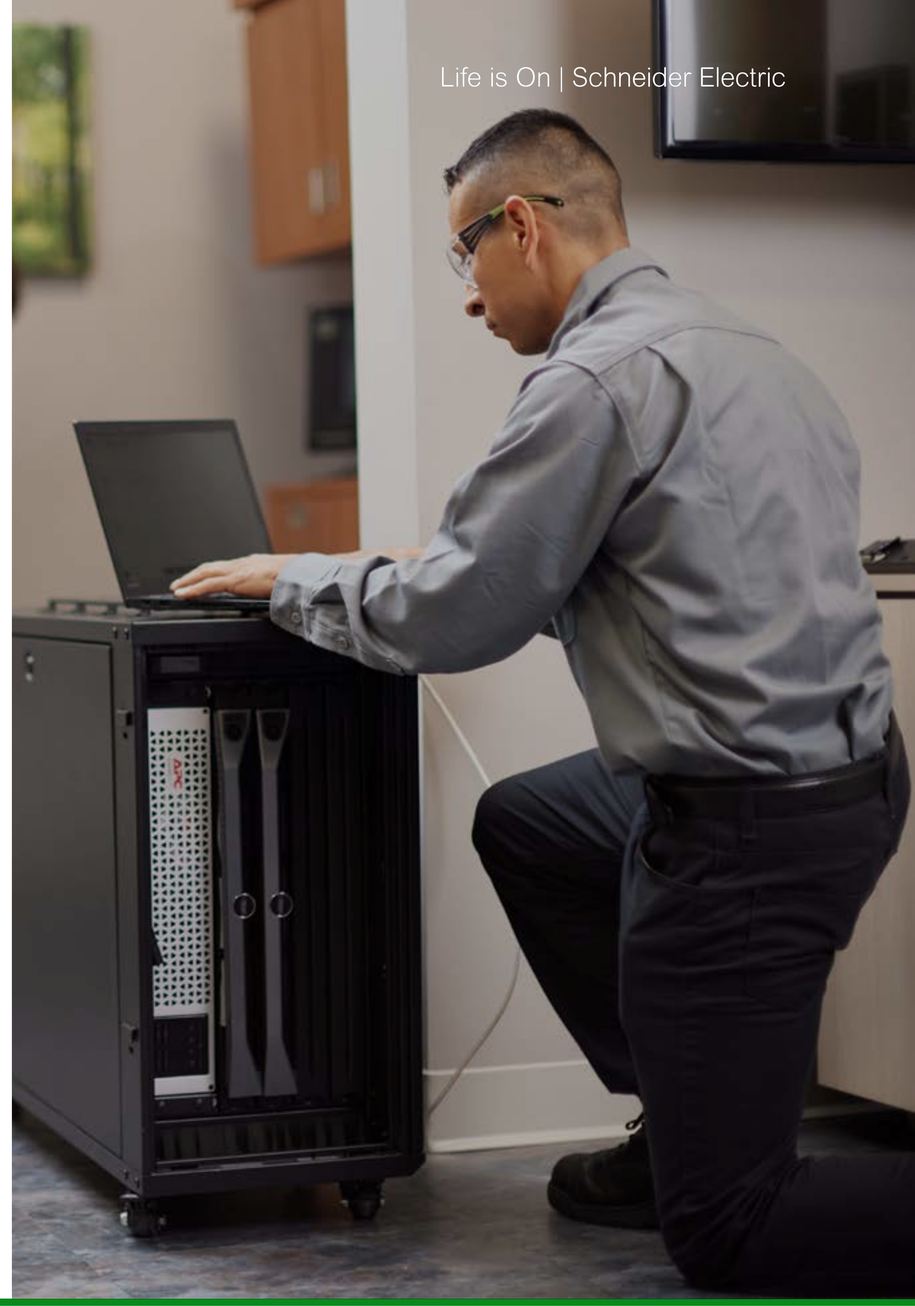
Strengthen your business and attract new customers

As the IT market evolves, your customers' expectations have expanded. They look to you for more comprehensive management of their projects from concept to integration to support. The IT Solution Provider specialization will help position you to better meet and exceed these expectations, driving more profitability and competitive differentiation for your business.

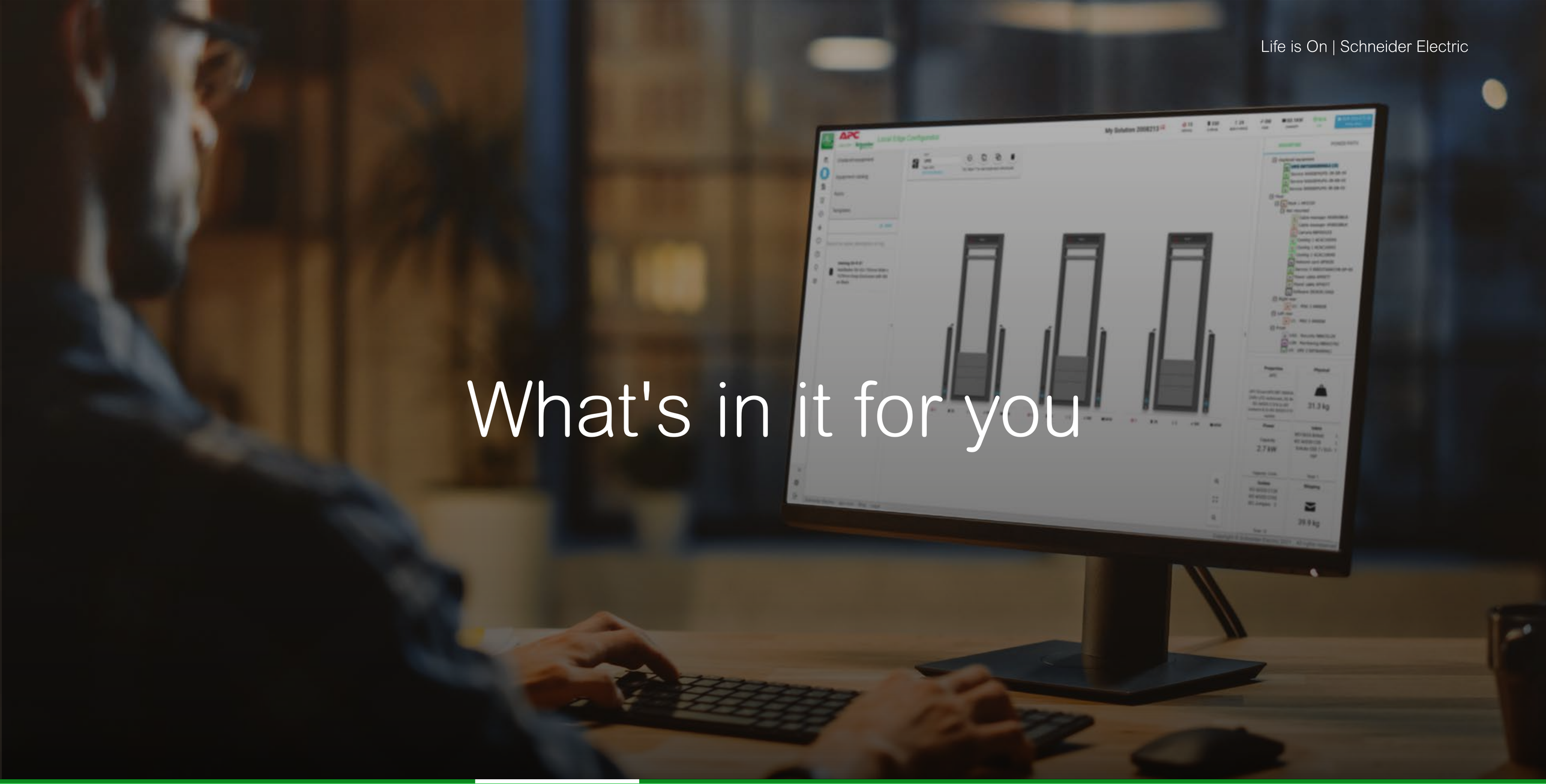
The IT Solution Provider specialization is ideal for distributed IT, edge computing infrastructures, and mid-size or micro data centers. Enroll if you are:

- IT reseller
- System integrator
- Solution provider

Help your customers better identify their needs, and configure and install IT infrastructure solutions.



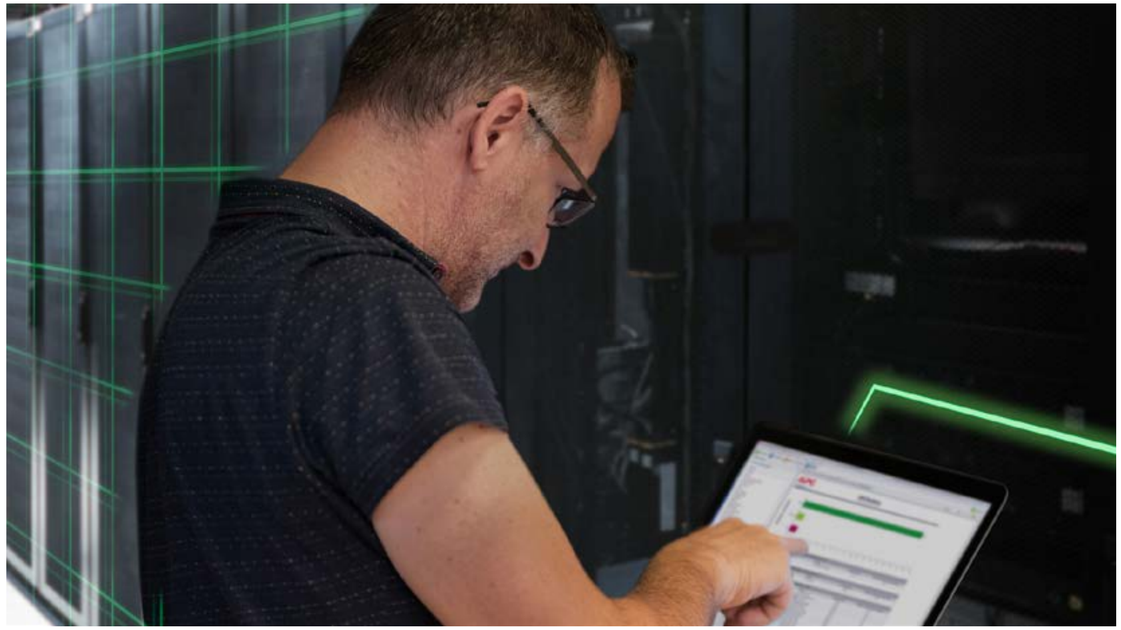
What's in it for you



Gain access to a wide range of benefits

The partner program has been designed to help our partners increase profitability and provide them with best-in-class support, enablement, and experience. Its exclusive benefits range from trainings to useful tools, sales and marketing resources, and partner support.

The IT Solution Provider specialization will allow you to stay competitive in the market by helping you deliver IT solutions quickly and profitably.



Explore the benefits overview

Out of the many tools and resources available to our partners, key benefits include:

- Price protection and discounting for registered opportunities
- Access to industry-leading configurators
- Marketing investments
- Dedicated account manager
- Enrollment into rewards program for individual incentives

IT Solution Provider	Select	Premier	Elite
Profitability			
Opportunity Registration Program (ORP)	◔	◑	●
Partner Opportunity Program (POP)		◑	●
Enablement			
Product announcements	●	●	●
Green Premium	●	●	●
Business listing on apc.com partner directory (Partner Locator)	◔	◑	●
Marketing platform	◔	◑	●
iSEL (sales portal with product technical and marketing information)		◑	●
Marketing Development Funds (MDF)		◑	●
Support			
Product and solution training, specialization and certification	●	●	●
Webchat to interact with a local support agent	●	●	●
APC blog and community site	●	●	●
Webinars and events	◔	◑	●
Customer care and technical support	◔	◑	●
Design Portal / Local Edge Configurator	◔	◑	●
Design Portal / ISX Configurator		◑	●
Demo program, solutions (not for resale)		◑	●
Dedicated account manager		◑	●
Experience			
Personal page with free online resources, news, updates and promotions	●	●	●
Rewards program	◔	◑	●

Benefits may vary by certification level, country, and region.
Log in to mySchneider to check your region-specific benefits or contact your account manager.

Discover a more personalized user experience

The IT Solution Provider specialization empowers partners with the information needed to grow the competencies necessary to be an industry-leading solution provider.

Our new easy-to-navigate program dashboard provides visibility and transparency of all program requirements. You will be able to check your current program status and view how close your company is to moving up to the next level in the specialization.

Not only will you receive better guidance on how to move up in the specialization, but also gain insights into local benchmarking, as the requirements are based on it. The local benchmarking will allow you to compare how your business is performing against other partners in your local market.

For any questions and more information, contact your local account manager.

How to get started

How to get started

Ready to capture new business opportunities and turn them into viable revenue streams?

Join the IT Solution Provider specialization to future-proof and differentiate your business. As soon as you join, you will get access to our program dashboard and will be able to see the requirements for each program level. This will help you to get certified quickly and access our many business-driving benefits.

Not a partner in the my**Schneider** IT Partner Program?

Register for the program before joining this specialization.

Register for the my**Schneider** IT Partner Program

Already a member of the my**Schneider** IT Partner Program?

Log in and go to 'Programs' to join this specialization.

Join the IT Solution Provider specialization

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Log in and join the
IT Solution Provider specialization

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