



Drive recurring revenue

Edge Software & Digital Services Program

mySchneider IT Solutions Partner Program

apc.com/software-services-program

Life Is On

Schneider
Electric

Quickly and confidently establish a successful Managed Power Services practice

Our Edge Software & Digital Services Program gives you the foundation to offset expenses needed to develop your practice, elevate the competency of your teams and demand in the market, increase profitability for full infrastructure solutions and access all tools and resources needed throughout a project.

Stay competitive in the fast-changing world of edge computing by shifting your business to the Managed Power Services model. Our Edge Software & Digital Services Program will help you to quickly and confidently establish new recurring revenue streams by offering remote monitoring and management of critical physical infrastructure across your customers' networks.

Our Edge Software & Digital Services Program provides benefits* centered around our key values of partnership.

Business Development and Investment

As a Managed Service Provider, you can offset your expenses needed to develop your practice by taking advantage of customer lifecycle rebates available exclusively to certified partners.

Enablement

Elevate the competency of your teams by choosing a certification path that suits your business stage and capabilities. Additionally, certified partners get access to marketing and sales kits that can help them drive demand in the market.

Support

Schneider Electric helps you confidently grow your practice and effectively manage your needs across your customer's lifecycle. Our Partner Success and Account Managers can help you drive practice development and our tools and communities can support you in finding business solutions.

Profitability and Partner Experience

Increase your profitability with deal registration programs for full infrastructure solutions, offered to certified partners. Our one stop-shop digital destination will help you to easily access the training, all tools and resources.

30%↑

in revenue per transaction after adding Managed Services to business practice**

*Benefits may vary by region

**Based on a Schneider Electric survey

Edge Software & Digital Services Program benefits

As a certified partner, you will be able to offset your expenses, drive demand in the market and confidently grow your business practice with the support of our Partner Success and Account Managers.

Get certified to leverage our key benefits*:

Customer Lifecycle Rebate

Offset the operating expenses for developing your practice with this exclusive benefit for Edge Software & Digital Services certified partners.

Local Edge Configurator (LEC)

Find the right software and services offer for your infrastructure solution with the LEC “find matching” option.

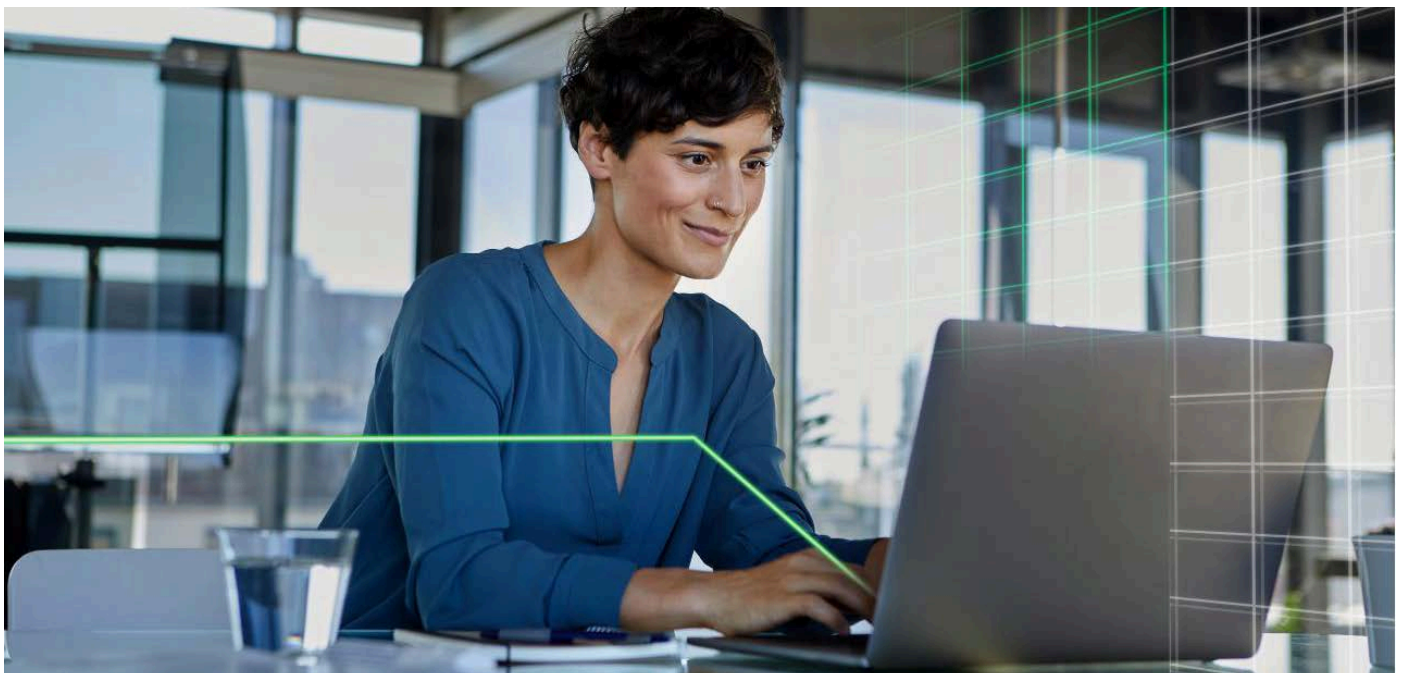
Deal Registration Program

Increase your profitability with the Deal Registration Program (Opportunity Registration Program) for full infrastructure solutions.

Partner support

Get direct access to your local Sales Representative and Partner Success Managers.

*Benefits may vary by region. Contact your local channel marketing lead or account manager for more information



The program offers two certification tracks to suit your business type

Software & Digital Services for Edge Computing (Select level certification)

If you are looking at reselling software and services for your customers' critical IT infrastructure, then this certification is for you. It aims to elevate the competency of your teams to help them to choose the right software and services solution for your customers.

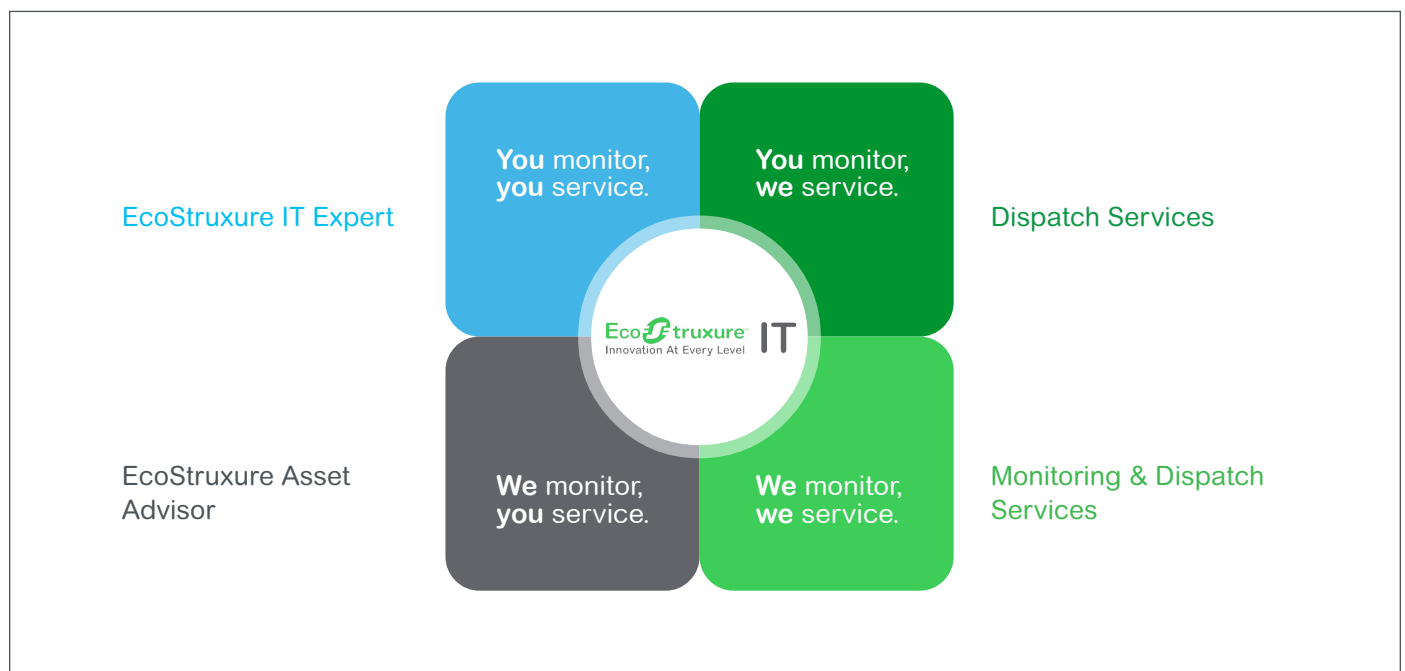
This certification will enable you to:

- Learn how to select, recommend and sell the right EcoStruxure IT solution within Edge Computing environments.
- Discover our flexible Edge Software and Digital Services portfolio to deliver 24/7 remote monitoring, and on-site support, with the option to outsource services.
- Gain access to tools and incentives exclusively available to Software & Digital Services certified partners.

Requirements for this certification*:

- At least 1 individual from your company must complete this Select level certification:
 - Online training for Sales Associate
- No revenue requirements needed

*Requirements may vary by region



Managed Services & Software for Edge Computing (Premier level certification)

If you are a current MSP or aspiring to become one, then this certification is right for you. It aims to elevate the competency of your teams not only to select, recommend, and sell the right EcoStruxure IT solution for your customers, but also to monitor, manage and remediate issues related to their critical IT infrastructure by adding managed power services to your portfolio.

This certification will enable you to:

- Learn to expand, grow and differentiate your existing monitoring or service practice and operations to include Managed Power services featuring EcoStruxure IT software and services.
- Select and recommend the right solution to offer to your customers based on their needs.
- Monitor, manage, and remediate issues relevant to your customers' distributed IT deployments.
- Gain access to tools and incentives exclusively available to Managed Services & Software certified partners.

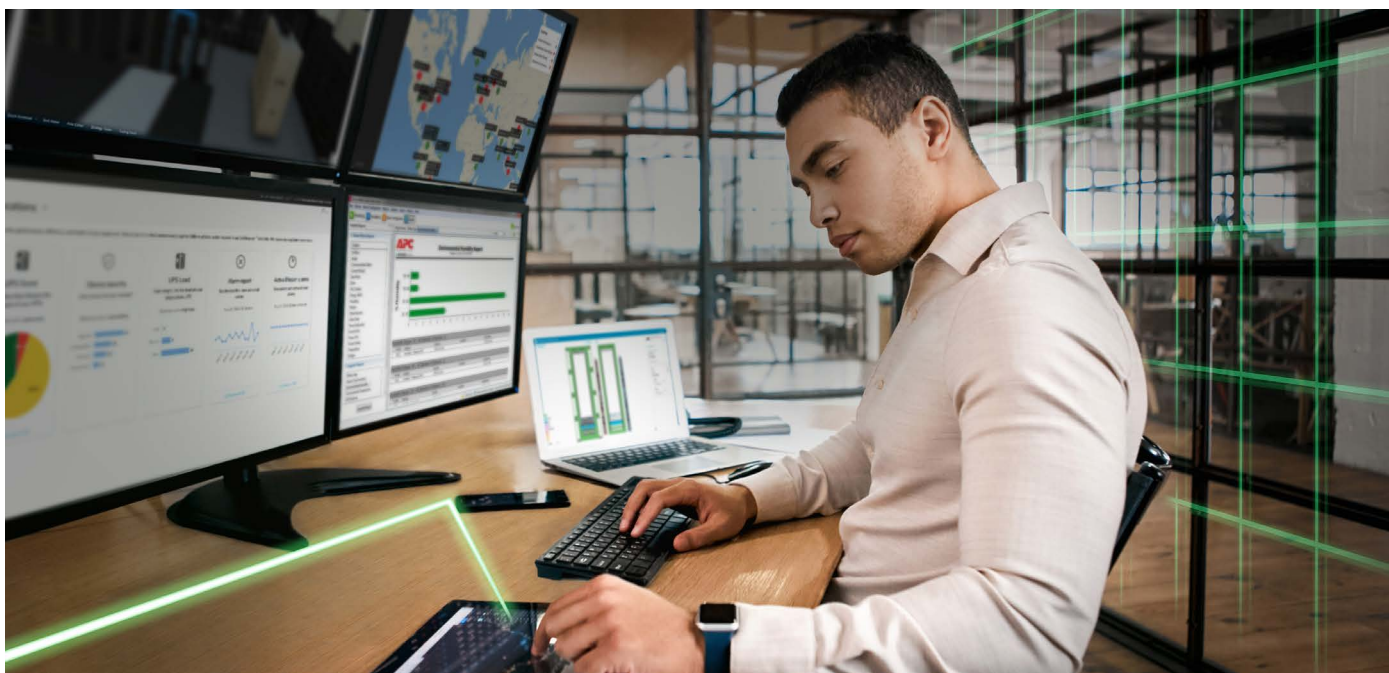
Requirements for this certification*:

- At least 2 individuals from your company must complete this Premier level certification:
 - First individual: Online training for Sales Professional
 - Second individual: Online/On-site training for at least one Technical Consultant option
- A business plan must be developed together with your Schneider Electric Account Manager
- No revenue requirements in the first year

Technical Consultant options:

1. Operations: Operations for Managed Service Practices
2. Network Operations: Remote Remediation for Dispatch Services
3. Field Service: Onsite Support for Delivered Services

*Requirements may vary by region



Enroll today!

Start driving recurring revenue with your new Managed Power Services practice!

Not yet a Partner?

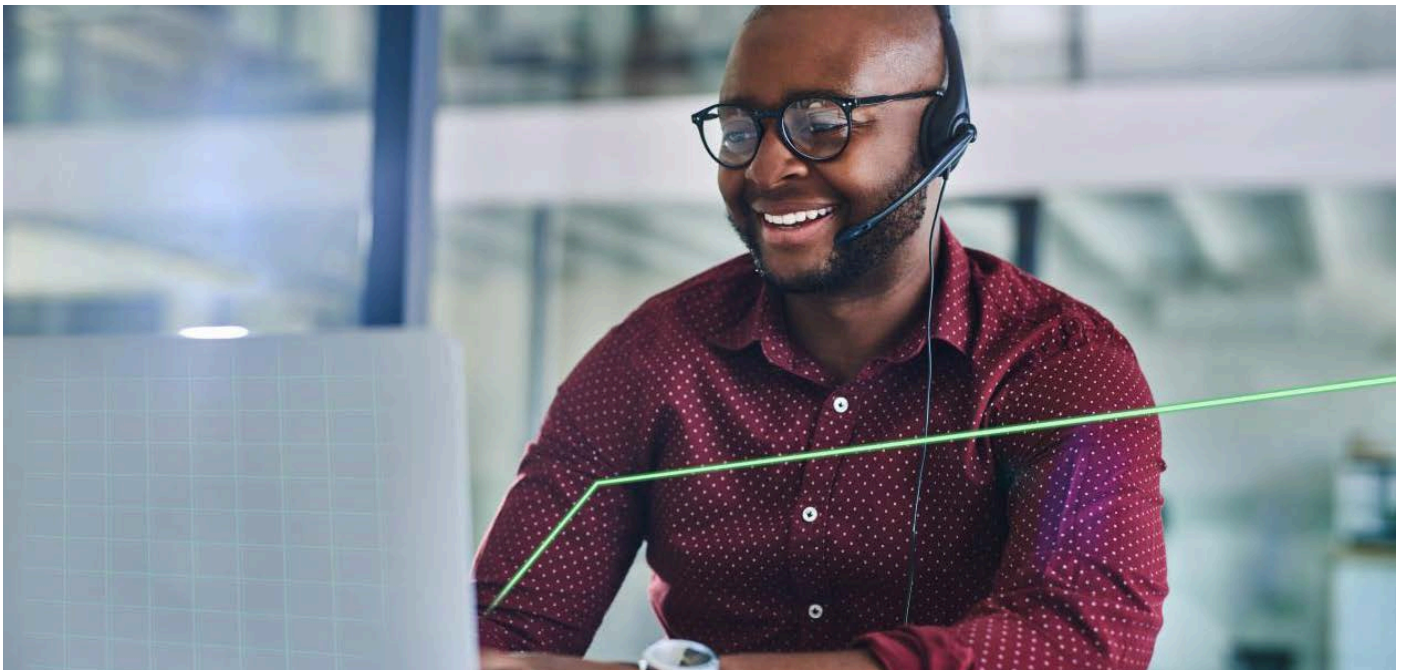
Register now and get certified.

apc.com/software-services-program

Already a Partner?

Log in now and go to the Edge Software & Digital Services Program in the “Programs” section of your homepage.

se.com/myschneider



The value of partnership in today's connected world

In our digitally connected world, data is our most valuable asset.

Schneider Electric's purpose is to empower everyone to make the most of their energy and resources, bridging progress and sustainability for all. At Schneider, we call this Life Is On.

We drive digital transformation by integrating world-leading process and energy technologies to realize the full efficiency and sustainability opportunities for your business. Our integrated solutions are built with safety, reliability, and cybersecurity in mind for your homes, buildings, data centers, infrastructure, and industries.

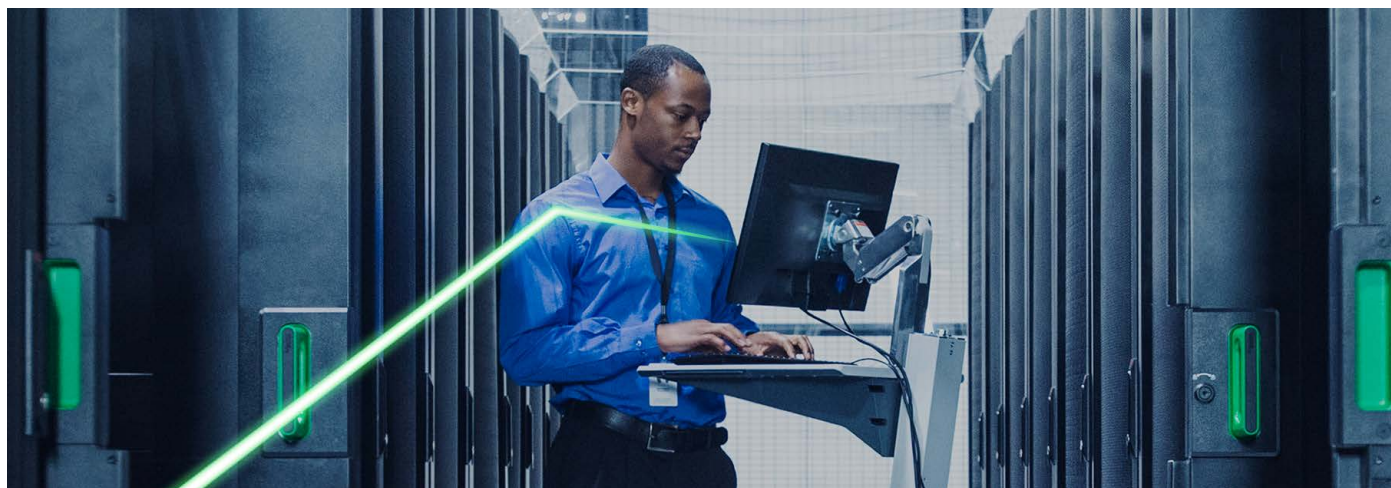
APC, a flagship brand of Schneider Electric, provides clean battery backup power, surge protection, and IT physical infrastructure, ensuring data is available — whenever and wherever you need it.

With APC products that are connected to Schneider Electric ecosystems, we provide a complete portfolio of data center solutions, software and services that are sustainable, resilient, hyper-efficient, and adaptive in the cloud and at the edge.

When connecting APC products to the EcoStruxure platform, IT solution providers can leverage a flexible portfolio of Edge Software & Digital Services for critical IT infrastructure to establish their own managed power services practice. This effectively enables them to generate new revenue streams and hardware refresh opportunities as well as position themselves as their customers' strategic advisor.

At Schneider, partnership is important, and we recognize that we all benefit when we work together. The mySchneider IT Solutions Partner Program provides access to a wide variety of Schneider Electric solutions including APC products, as well as incorporates many other benefit programs such as the Edge Software & Digital Services Program.

Our mission is to be your digital partner for sustainability and efficiency. We are the most local of global companies, serving our customers with the largest portfolio of connected products, software, and services of our industry, bringing expertise to our segments, customers, and partners.



Life Is On



Get certified today!

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