

Solutions Partner Program

Creating business opportunities and growth through value-added partnerships.



Make the most of your energySM

Schneider
Electric

Use the power of partnership to create business success.



Who can 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

This program is for U.S.-based companies.

When your business depends on delivering expert advice, engineered applications and integrated solutions, you require more than just specialty equipment to fulfill customer needs. You need a business partner with proven experience, capabilities and industry expertise to help guide your operations and grow your business in a competitive marketplace – a global technology leader that can deliver the tools and training to be successful, while rewarding you for both your loyalty and the business you generate. That's why you need to partner with Schneider Electric.

The Schneider Electric Solutions Partner Program puts power in partnership, with a full range of value-added resources and rewards designed to enhance your operations and create success by:

- Simplifying the business transaction approach
- Awarding monetary rewards for loyalty and generated business
- Delivering tools and training to understand, specify and deploy supplier solutions
- Providing expert technical support and services
- Offering business planning and marketing support
- Presenting referrals for increasing business opportunities

Put the power of the Schneider Electric Solutions Partner Program to work for you today.



The benefits of membership

Members of the Schneider Electric Solutions Partner Program gain access to Schneider Electric's global resources, including technology, product and application expertise, to help create marketplace advantages and secure new business opportunities. Through partnership, we are focused to help you drive sales, generate additional revenue streams and create greater revenue potential, while rewarding your efforts.

+ Eligible Program Participants

The Solutions Partner Program was designed to deliver value across a full range of industry partners:

- **Control Panel Builders** – that build and/or engineer electrical control panels, potentially spread across multiple customers and industry segments. Typically this includes participants involved with electrical distribution equipment, low-end automation, and controls.
- **System Integrators** – that provide electrical distribution, automation and control system integration services. These candidates typically provide turnkey solutions and integration services into IT, discreet, and process operations.
- **Specialty OEMs** – original equipment manufacturers that either build control panels and/or perform system integration services above and beyond the specific machines they build (must provide documentation of three recent projects).
- **Consulting Engineers** – consulting and engineering companies that typically write electrical project specifications for electrical distribution, automation and control products. Because this group does not purchase Schneider Electric products, they are not eligible for reward certificates and must provide semi-annual summaries of Schneider Electric driven project specifications.

Key Solutions Partner Program benefits include:

- Rewards Incentive Program with available rebates and year-over-year incentives for business growth
- Discount pricing for Solutions Partner Software Suite

Alliance Level Membership adds the following benefits:

- Annual account evaluation and planning with an assigned Schneider Electric field sales engineer
- Partner referrals for qualified business opportunities
- Advanced product and software training opportunities
- Marketing support for local trade shows, collateral development, and more

Unlike other customer loyalty programs, our Solutions Partner Program is an all inclusive, "one program" for all partner levels with tiered benefits. Simple, concise and easy to understand, this new program replaces all previous Schneider Electric incentive programs, including: Top Builder, Authorized Panel Builder, Top Integrator and Authorized System Integrator programs.



To be eligible to join this program, you must agree to the following:

- Purchase a minimum of \$10,000 in Schneider Electric products annually or have consultant-specification influence over sales reaching this amount.
- With annual Schneider Electric product purchases or spec influence of over \$100,000, Solution Partners may be invited to join the Alliance Level of membership that includes additional program benefits and requires the following:
 - Participation in an annual evaluation review, ensuring that both you and Schneider Electric are meeting commitments to the program.
 - Participation in the development, measurement and review of a joint business, account and action plan.

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Incentive-based rewards

As part of the Solutions Partner Program, we provide rebates on the purchase of Schneider Electric products based on your previous calendar year sales. Once a year, our Solutions Partner Program team will review eligibility and issue certificates to partners who meet the program requirements.

To participate in the Rewards Incentive Program, you must register as a member of the Solutions Partner Program and reach one of the following sales levels:



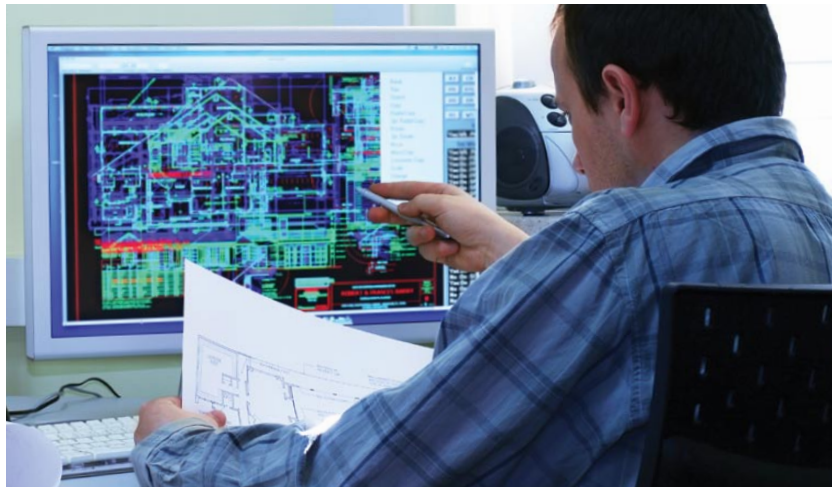
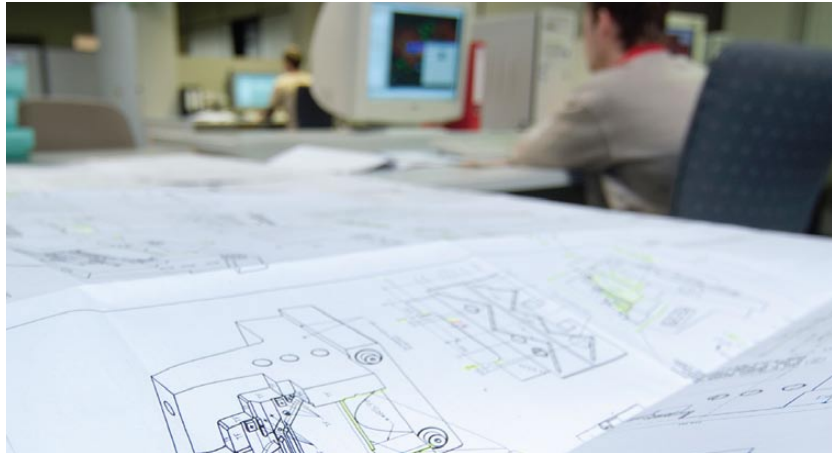
Level	Minimum Sales	Maximum Sales	# Certificates	Certificate Value	Total Value
Gold	\$50K	\$79K	1	\$3,000	\$3,000
Platinum	\$80K	\$239K	2	\$4,000	\$8,000
Diamond	\$240K	\$799K	3	\$5,000	\$15,000
Diamond Elite	\$800 and over	N/A	4	\$6,000	\$24,000

As you increase your sales of Schneider Electric products year over year, we've revamped the program to include additional incentives:

- 15% – 1 additional certificate
- 25% – 2 additional certificates

NOTES:

- Rebates apply to customer's standard negotiated price levels on any Schneider Electric products. One-time negotiations (project jobs) do not qualify. Rebates will be issued by the distributor as a credit within 10 business days. One certificate per order.
- Growth Incentives require growth in revenue and an increase in product diversity.
- To file a Solutions Partner rebate, your authorized Square D distributor or Schneider Electric sales representative must provide a copy of the original rebate certificate along with copies of the customer invoice to the local Schneider Electric field office and redemption form. If available, please reference a Debit Memo number for tracking purposes. A rebate will be issued within five business days as a credit to your account. Rebates must be filed within 30 days after invoicing. Fax or email documentation to the Rebate Team:
 - Fax: 859-817-6040
 - email > rebate_request@us.schneider-electric.com



Solutions Partner University

Offered periodically to eligible System Integrators and Control Panel Builder customers, this no-cost training provides attendees with the ability to stay current with Schneider Electric offers, industry trends and new advances. With training from industry and product experts, sessions can include:

- Software Module – an in-depth, hands-on learning environment that explores key Schneider Electric software programs
- Hardware Module – go beyond a general feature review to learn about specific product applications and installation examples using our current, top-of-the-line hardware solutions

Advanced software solutions

Schneider Electric provides its Solutions Partners all the tools needed to specify, configure and program products. With a robust, newly developed Solutions Partner Software Suite, qualifying System Integrators and Control Panel Builders will receive the most up-to-date versions of high-end, control programming software and software subscription services, all at discounted prices.

By purchasing the Solutions Partner Software Suite, you will automatically receive immediate access to one year of Schneider Electric Services Bronze Level support. This provides access to Schneider Electric technical support by phone during regular business hours and 24/7 Web site access. Solutions Partners will also automatically receive the latest software updates, as well as product news, manuals, documents and more.



Take the next step.

Get the competitive edge today by joining the Solutions Partner Program. Register today to take advantage of the tools, resources and rewards available exclusively to Schneider Electric partners. By participating, you will engage in a partnership with a global technology leader who possesses the resources and commitment to help you grow your business – paying dividends for you today and into the future!

Getting started.

If you are an interested system integrator, control panel builder, or specialty OEM, visit us at <http://senamicro.com/registration/home/site/nspp> to complete the online registration.

Once registration is complete, you will be contacted by a Schneider Electric field sales engineer to review your registration. After this, you're ready to start enjoying the benefits as a Schneider Electric Solutions Partner, which includes 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. Simply register on-line at the URL listed above to request more information.

> For more information

Learn more about the Schneider Electric Solution Partner Program by visiting:
<http://www.schneider-electric.us/your-business/solutions-partner-program/>

Schneider Electric USA, Inc.

8001 Knightdale Boulevard
Knightdale, NC 27545
Phone: 919-266-3671
www.schneider-electric.us

