



APC

Grow and evolve your business

my**Schneider** IT Partner Programme

apc.com/partners

Life Is On

Schneider
Electric

Table of contents



The mySchneider IT Partner Programme overview



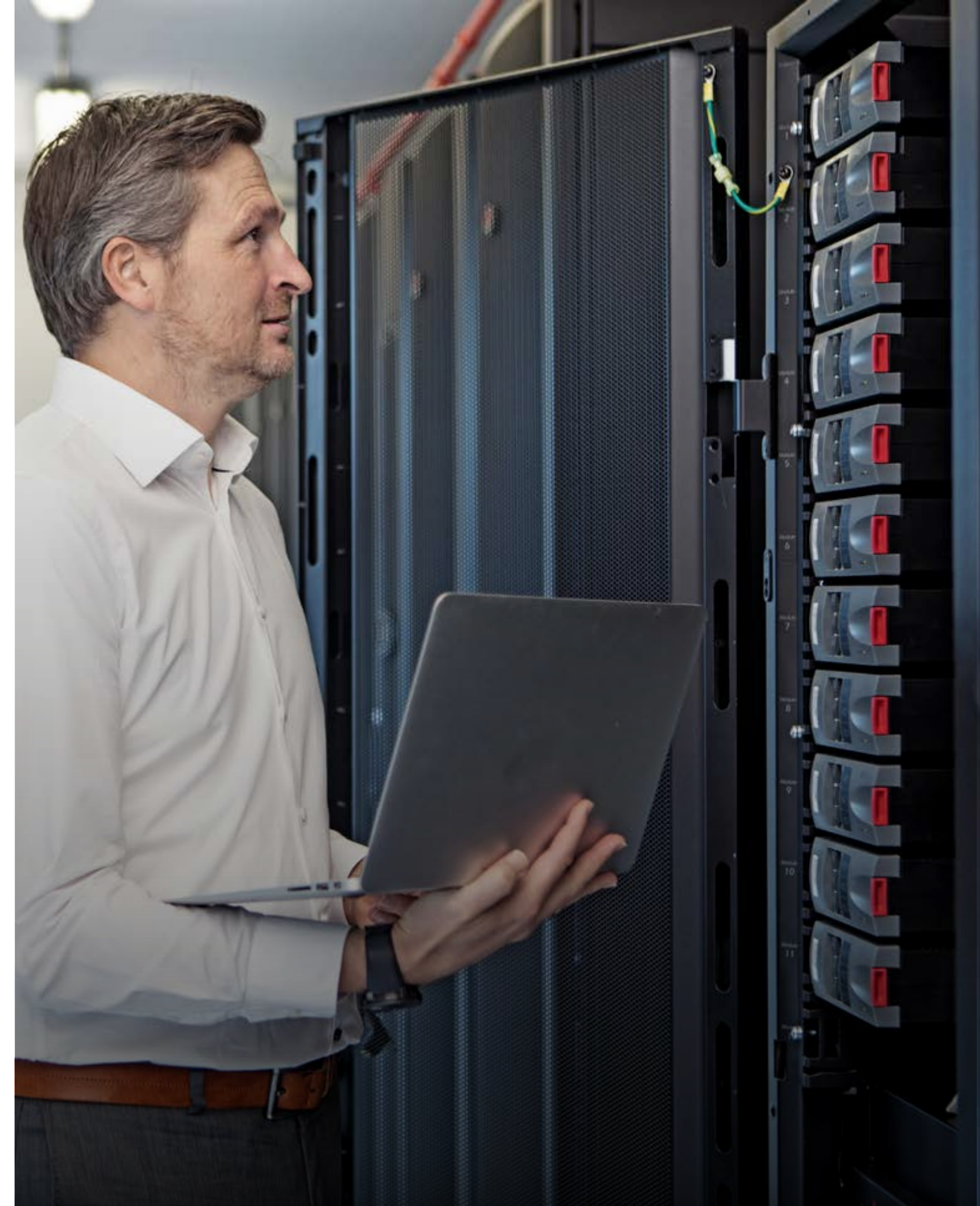
Partnership of the future

Diversify your business, attract new customers, and capture new market opportunities

At Schneider Electric, we are fully aware of the ongoing digital evolution and the increasing customer demands that put pressure on our partners' businesses.

Building upon our award-winning channel programme's history, we're introducing the my**Schneider** IT Partner Programme created to help our partners develop multiple IT competencies and diverse business models.

The my**Schneider** IT Partner Programme will support the evolution of your company through a collaborative ecosystem, trainings, tools, and other resources, so you can expand to multiple IT specialisations and future-proof your business.



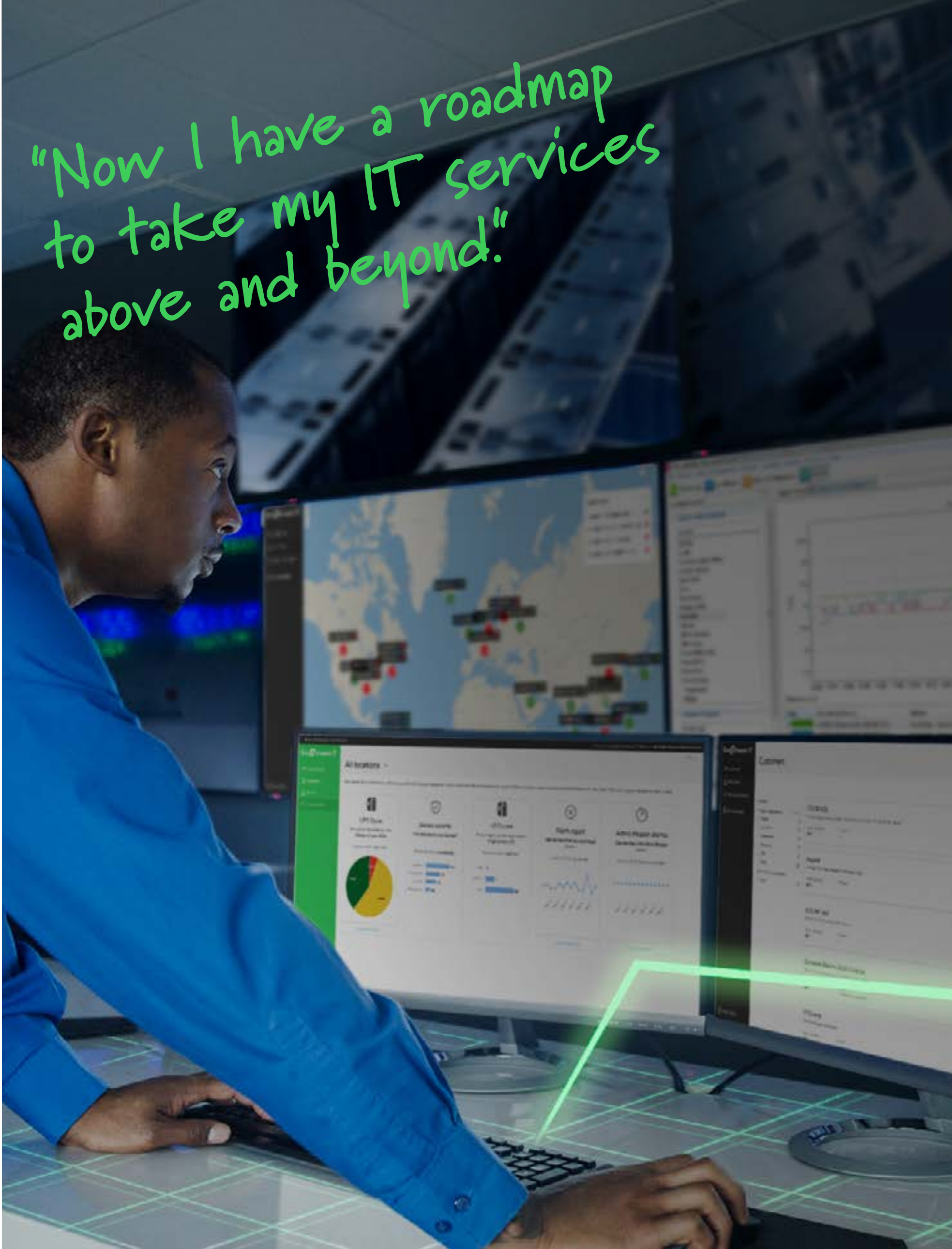
Take your business to the next level

Grow your skills and unlock profitable revenue streams by expanding your operations across new and existing markets. The mySchneider IT Partner Programme offers three certification levels for each specialisation – Select, Premier, Elite – so you can progress gradually according to your business needs. Each level requires you to meet specific targets and unlocks access to additional benefits.

mySchneider IT Partner Programme

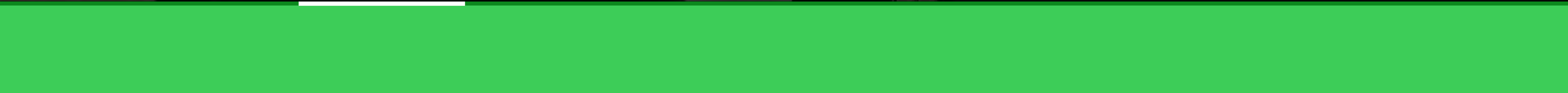
	IT Solution Provider	IT Software & Services Provider	Data Center Solution Provider
Elite	✓	✓	✓
Premier	✓	✓	✓
Select	✓	✓	✓
Combine multiple IT specialisations			

"Now I have a roadmap to take my IT services above and beyond."



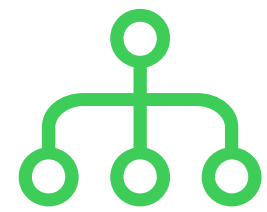
What to expect from the programme

APC
by Schneider Electric



Differentiate your business in the long term

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



Enables development of diverse business models

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



Simplifies and increases transparency of requirements and benefits

A company-specific user experience with personalised 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.



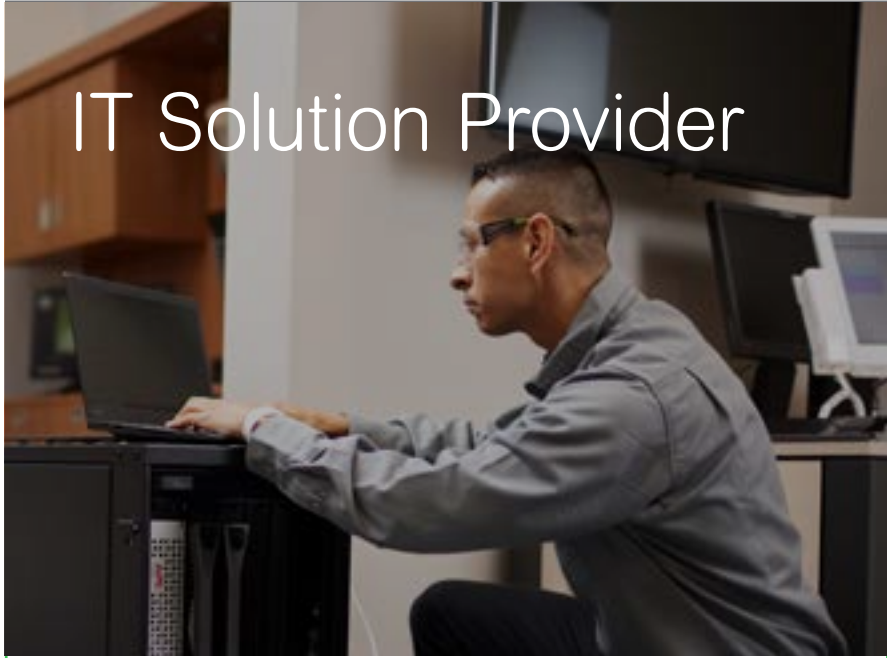
Specialisations that will best help
you in building your business

Explore the programme's specialisations

Get more flexibility and more opportunities

The my**Schneider** IT Partner Programme offers diverse specialisations dedicated to different IT sectors. Each specialisation has specific requirements and benefits to support your unique business type.

mySchneider IT Partner Programme



IT Solution Provider

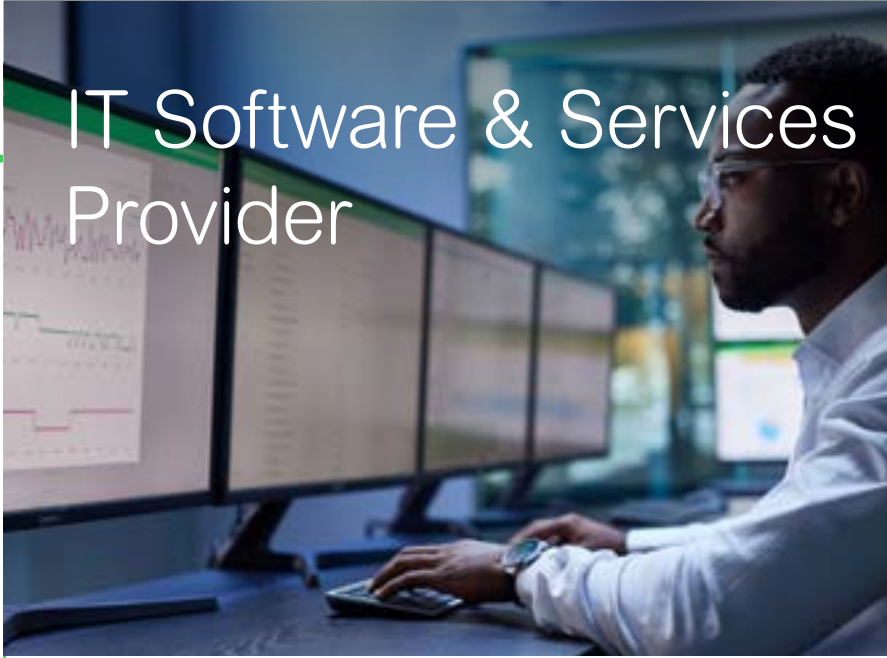
Enroll if you are a:

- IT Reseller
- System Integrator
- Solution Provider

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

Ideal for distributed IT/edge computing infrastructures, micro and SMB data centers.

Join the specialisation today!
[Click here to learn more.](#)



IT Software & Services Provider

Enroll if you are a:

- Managed Service Provider
- Software & Services Provider
- Software & Digital Services Reseller

Specialise in the deployment of lifecycle management, including the capabilities to resell, monitor, and manage the environment.

Perfect for hybrid IT, on- and off-premises management and monitoring services.

Upcoming specialisation.
More updates coming soon!



Data Center Solution Provider

Enroll if you are a:

- Data Center Provider

Expand your competencies and specialise in critical power and cooling. Ensure your customers' network scalability and manageability through increasing availability, efficiency, and performance of their data infrastructure.

Suitable for regional, including mid/ large enterprise data centers.

Upcoming specialisation.
More updates coming soon!

Benefits tailored to your business



Get the most of your partnership

Choose the my**Schneider** IT Partner Programme for a proven, partner-centric foundation and a broad scope of advantages

Explore the benefits aligned with our specialisation paths that are designed to best support your business growth and increase profitability. Discover a wide range of business-driving tools, enablers, and resources that are here to help you in diversifying and strengthening your unique business model, while supporting you in better serving your customers.



What the programme offers



Benefits may vary by specialisation, programme level, and country.

Tap into exciting new opportunities

Become part of the my**Schneider** IT Partner Programme to strengthen your business today and prepare it for a successful tomorrow. With the rich programme's resources and solid development paths, you can develop your expertise across multiple IT specialisations.

That's not all. As the market evolves, the programme will evolve too. We'll be adding more specialisations, so you can stay relevant and competitive in the ever-changing business environment. Stay tuned!

Are you a new partner?

[Register now](#)

Are you an existing partner?

[Log in here](#)



About Schneider Electric

Schneider Electric

Schneider's purpose is to **empower all to make the most of our energy and resources, bridging progress and sustainability** for all. We call this Life Is On.

Our mission is to be your **digital partner for Sustainability and Efficiency**.

We drive digital transformation by integrating world-leading process and energy technologies, end-point to cloud connecting products, controls, software and services, across the entire lifecycle, enabling integrated company management for homes, buildings, data centers, infrastructure, and industries.

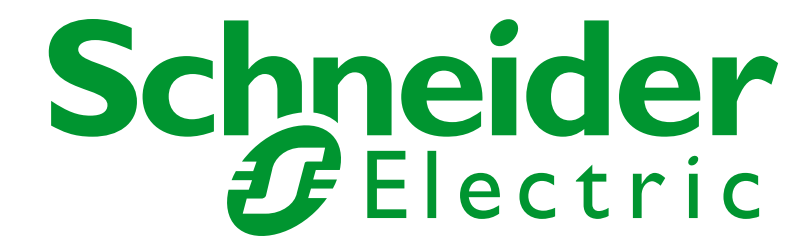
We are the **most local of global companies**. We are advocates of open standards and partnership ecosystems that are passionate about our shared **Meaningful Purpose, Inclusive, and Empowered** values.

APC

APC, a flagship brand of Schneider Electric, provides clean battery backup power, surge protection, and IT physical infrastructure inside and outside the traditional IT environment.

Through our APC brand products and solutions, we offer certainty in a connected world. Certainty that our reliable, integrated physical infrastructure solutions are based on the fundamental premise that your data and information should — and always will be — accessible.

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For more information about
the my**Schneider** IT Partner Programme visit:

apc.com/partners



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