



Opportunity Registration Program: Select, Premier & Elite IT Solution Providers

The Opportunity Registration Program (ORP) is designed to provide financial incentives for partners that proactively identify, develop and close new business opportunities in strategic IT growth areas with APC products and Schneider Electric solutions.

Project Revenue Threshold \$10,000



10% Eligible Discount

Revenue Minimum Project Discounts

Discount Requirements	Revenue Minimum	Discount		Stackable Discounts
Smart-UPS™	\$10,000	10%		GEM 3% (Edge SKUs only)
Symmetra LX, RM				
Smart-UPS Modular Ultra				
Security & Environmental Monitoring				
Racks & Rack PDU				
Software* & Services				
Back-UPS™ & AV				Not Applicable
InRow Cooling				
Easy UPS 3PH**				
Symmetra UPS 3PH				
Containment				
Galaxy VS UPS				

*Certain software products may be ineligible. See details below. **Only available in Canada. GEM discounts may only be applied when the products/services are being sold to an end user in the Government, Education or Medical Field. End users that sell into those fields are out of scope for this discount.

3+ Eligible Categories



12% or 15% Eligible Discount

Edge IT Discount

Discount Requirements	Revenue Minimum	Discount		Stackable Discounts
3 Product Categories (Edge)	No Revenue Minimum	12% Select Partners	15% Premier & Elite Partners	Not Applicable

Edge Product Categories:

- Single-Phase Network UPS (Smart-UPS, Symmetra LX/RM, Smart-UPS Modular Ultra)
- Racks & Enclosures
- Rack-Mount PDUs (including ATS & Rack-Mount Bypass)
- Services (EcoCare for Single-Phase, Extended Warranty Services, Assembly & Startup for Single-Phase)
- Network Management Cards
- Security & Environmental Monitoring (NetBotz™)
- Software (EcoStruxure™ IT Expert, PowerChute Network Shutdown for HCI, Server & Embedded Software)

Resources:

[Access Registration Portal](#)
[Deal Registration Process](#)
[Program Terms & Conditions](#)

Public Bid/E-Rate Projects: Projects that are out for public bid or E-Rate projects may not be eligible for ORP or Edge discounting. Other discounting options may be available. Please reach out to your dedicated sales teams for more information. You should also consult the [ORP Terms & Conditions](#).

Life Is On



Contact the APC Schneider Electric team
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