



Grow and evolve your business

my**Schneider** IT Partner Program

apc.com/partners

Life Is On

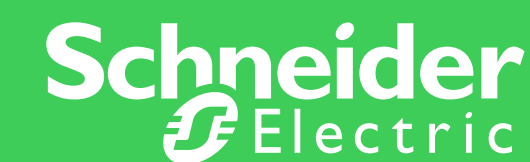


Table of contents



APC

The mySchneider IT Partner Program overview

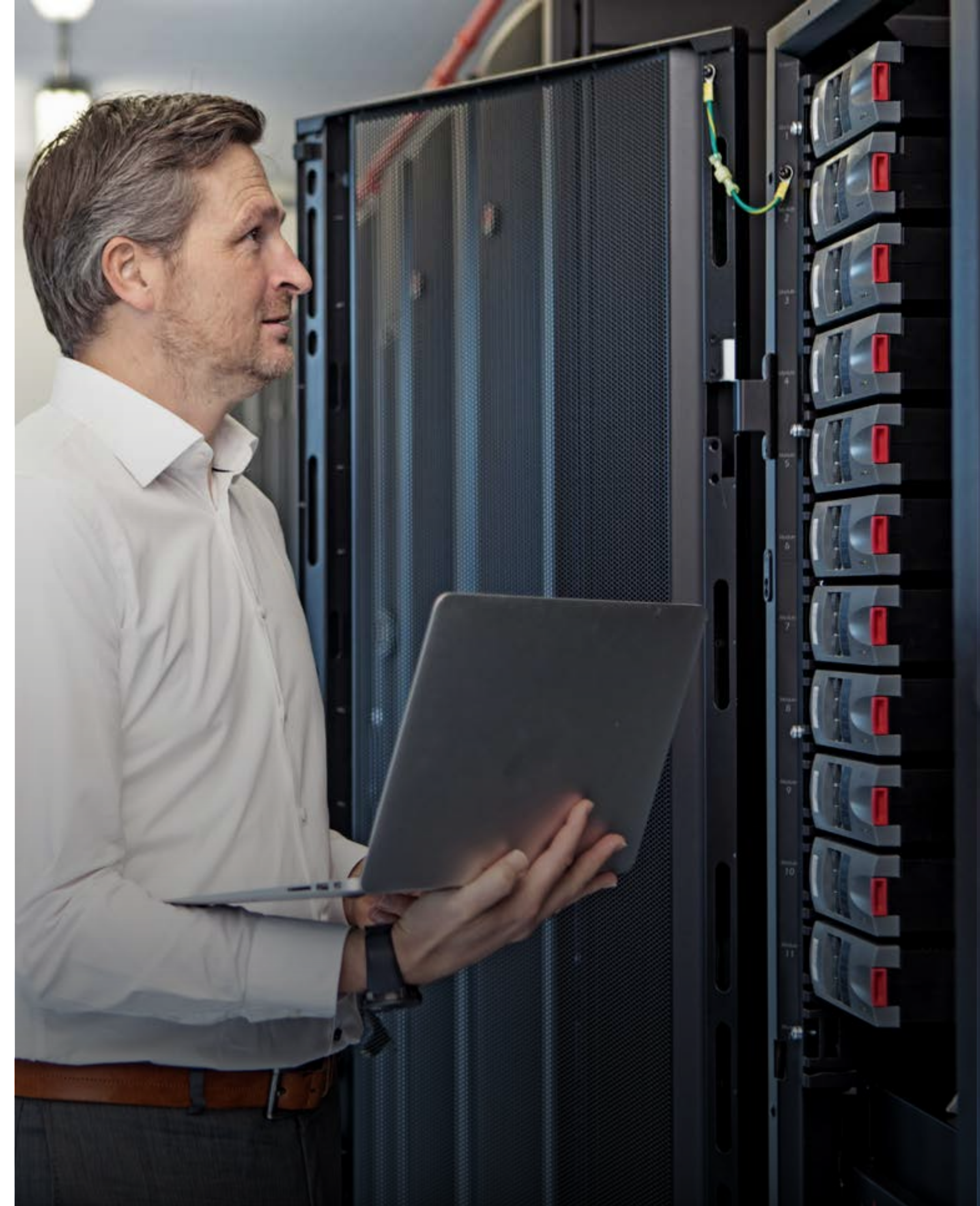
Partnership of the future

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 program's history, we're introducing the my**Schneider** IT Partner Program created to help our partners develop multiple IT competencies and diverse business models.

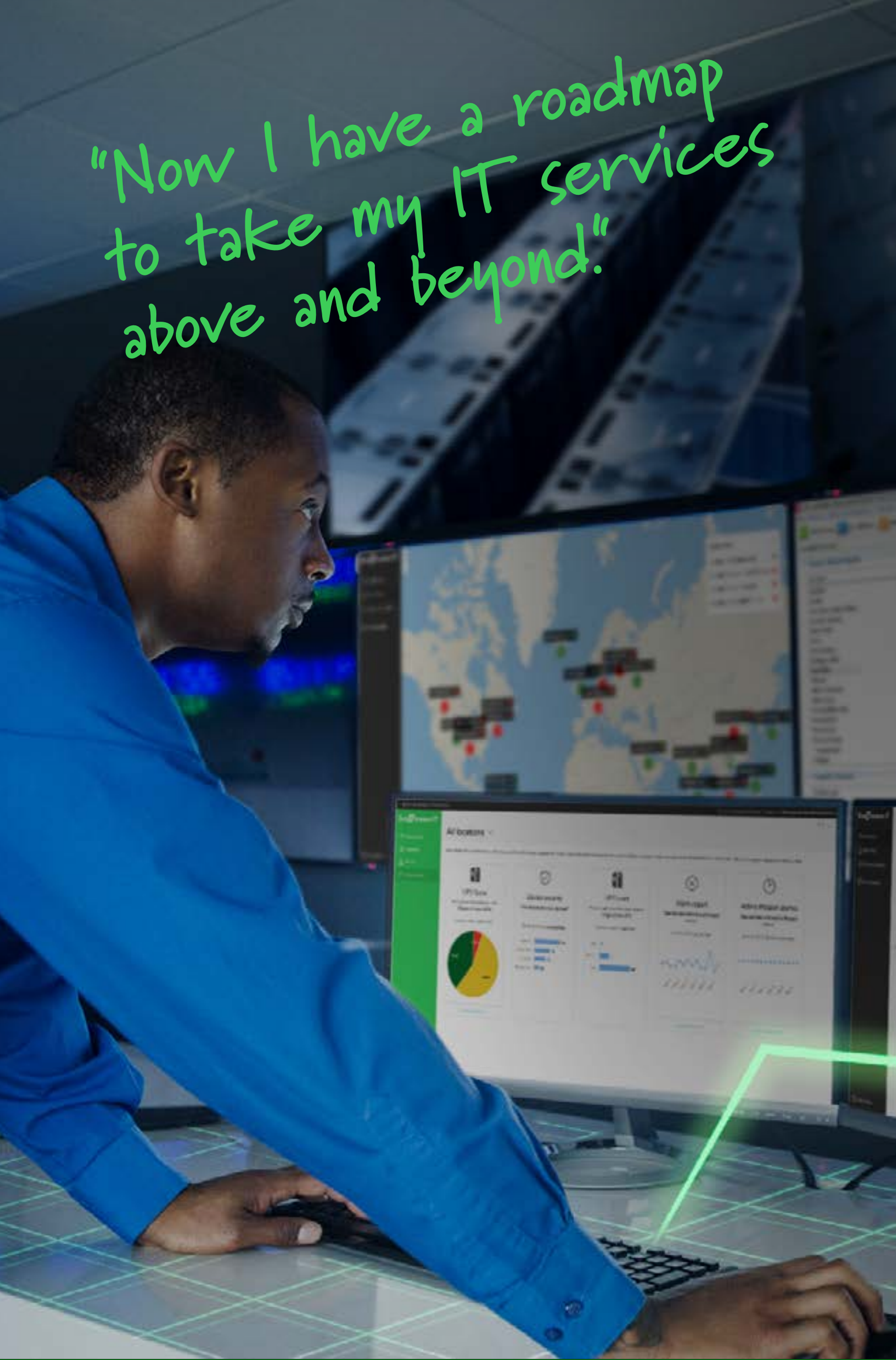
The my**Schneider** IT Partner Program will support the evolution of your company through a collaborative ecosystem, trainings, tools, and other resources, so you can expand to multiple IT specializations and future-proof your business.



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 my**Schneider** IT Partner Program offers three levels for each certification - 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 Program			
	IT Solution Provider	Ecommerce	Software & Digital Services
Elite	✓	✓	✓
Premier	✓	✓	✓
Select	✓	✓	✓

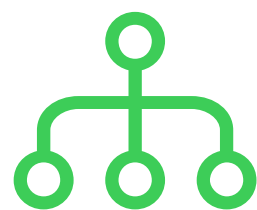


What to expect from the program



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.

A man with short dark hair, wearing a light-colored button-down shirt, glasses, and a large headset, is seated at a desk in a call center. He is looking at a large computer monitor that displays a software interface with various charts and graphs. His hands are on a laptop keyboard. In the background, another person is visible, also working at a computer. The scene is dimly lit, with the primary light source being the computer screens.

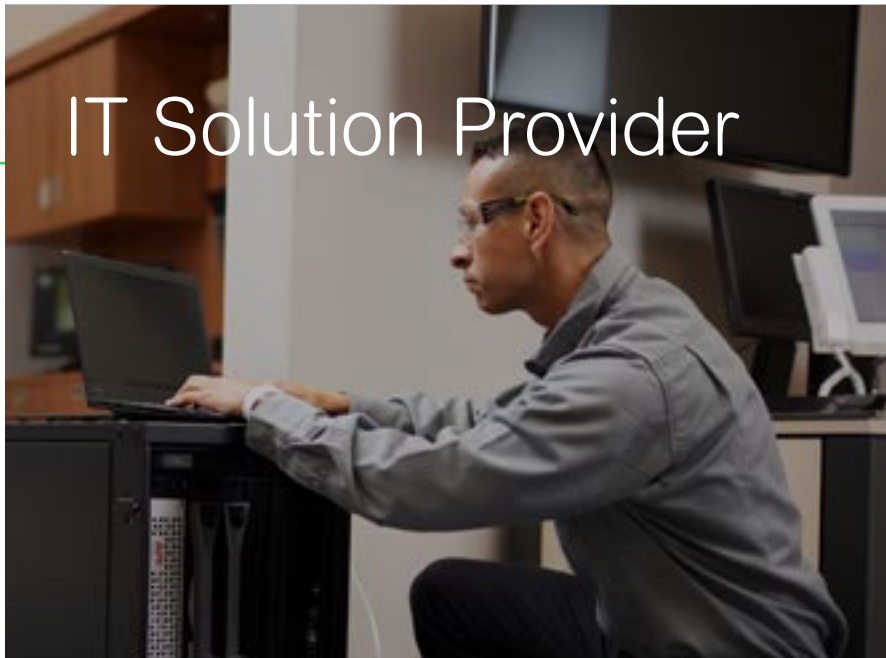
Certifications that will best help
you in building your business

Explore the program's certifications

Get more flexibility and more opportunities

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

mySchneider IT Partner Program



IT Solution Provider

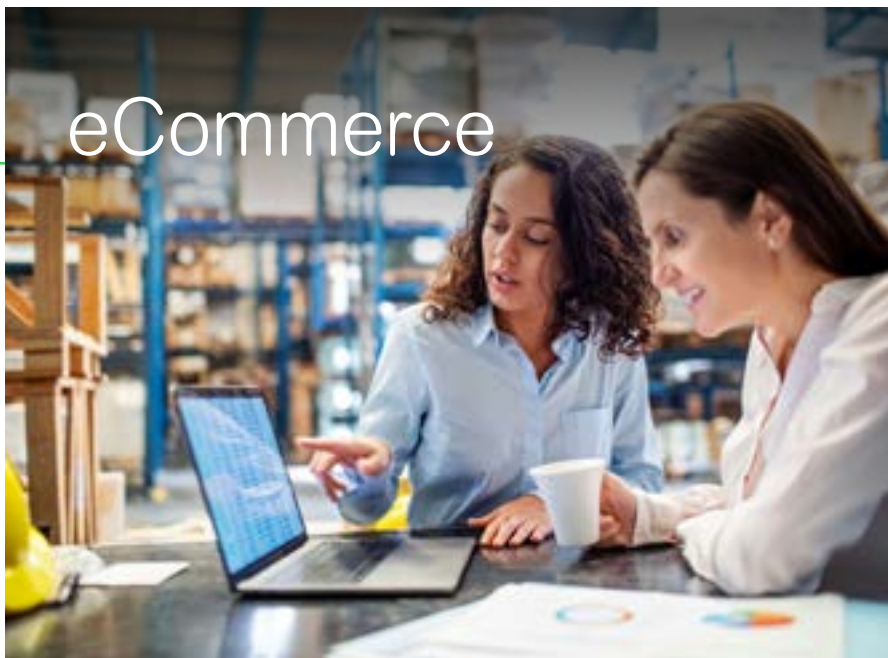
Enroll if you are a:

- 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 certification today!
[Click here to learn more.](#)



eCommerce

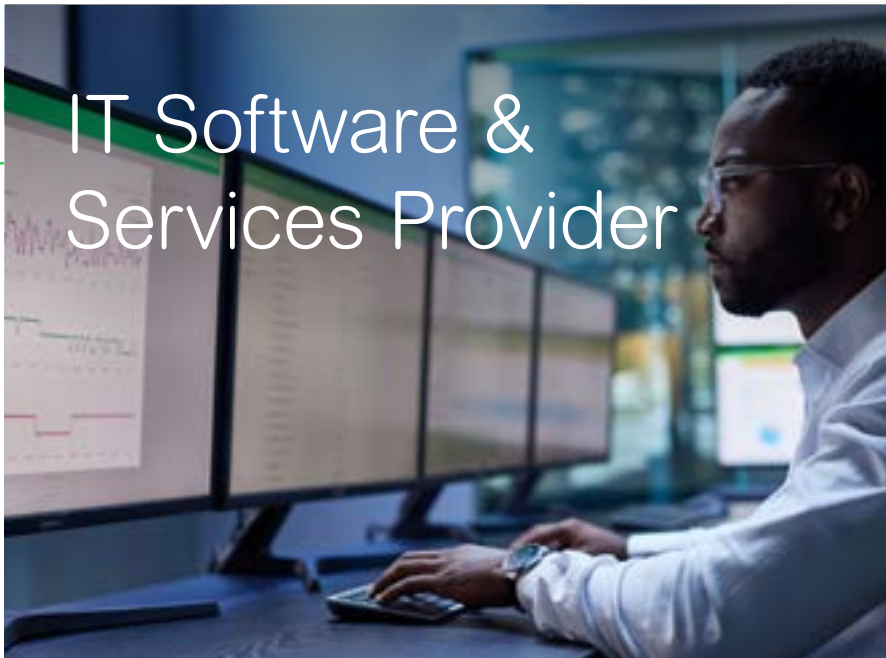
Receive an invitation if you are a:

- Digital Reseller
- Pure Etail Player
- Etailer-Retailer

Deliver and drive together the best online experience to consumers.

Suitable for B2C and B2B online consumers, recurrent digital sales to enterprises, gaming environments, product replacements or SMB segments such as offices, restoration or retail.

Request the certification 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

Specialize 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 certification.
More updates coming soon!

Benefits tailored to your business



Get the most of your partnership

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

Explore the benefits aligned with our certification 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 program offers



Benefits may vary by certification, program level, and country.

Tap into exciting new opportunities

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

That's not all. As the market evolves, the program will evolve too. We'll be adding more certifications, 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.

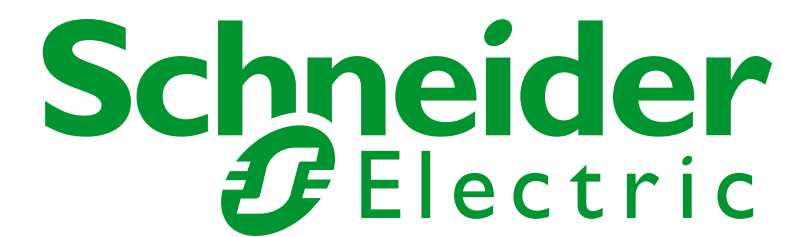
We are the **most local of global companies**. We are advocates of open standards and partnership ecosystems that are passionate about our shared **Meaningful Purpose, Inclusive, and Empowered** values.

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.

Life Is On



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

apc.com/partners



Schneider Electric

35 rue Joseph Monier
92500 Rueil-Malmaison, France
Tel : +33 (0)1 41 29 70 00