

Alliance
Partner Program

Become an Alliance System Integrator

What does it mean to be part of the Alliance Partner network?

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Schneider Electric

What is the Alliance Partner Program for System Integrators?

Industrial automation is entering a new era where software, data, energy, and automation converge, and customers expect end-to-end, sustainable solutions delivered faster and with greater confidence. No single company can meet these demands alone.

The Schneider Electric™ **Alliance Partner Program** for **System Integrators** is a **global ecosystem** of leading industrial automation experts who collaborate closely with Schneider Electric to grow, innovate, and lead **together** in a rapidly evolving industrial landscape.

Through access to one of the industry's broadest automation and software portfolios, differentiated enablement, deep technical expertise, the Alliance Partner Program is built to help system integrators **design, build, and scale solutions that create real impact for customers.**



"For us at Schneider Electric, partnership comes down to one word: trust. Our Alliance System Integrators bring exceptional technical mastery. They are the ones who solve the automation challenges that require creativity, discipline, and deep domain knowledge. When their local insight meets our global technology ecosystem, something powerful happens: innovation becomes replicable. Complexity becomes manageable. And transformation becomes scalable."

Gwenaelle Avice-Huet
Executive Vice President
Industrial Automation
Schneider Electric



"Our System Integrators are pivotal to executing our Industrial Automation strategy and accelerating EcoStruxure Automation Expert adoption, multiplying our impact in every country. With the Alliance Partner Program, we are strengthening the value we deliver to them—and, in return, the value they bring to our customers. This is how we grow, together."

Marc Fromager
Senior Vice President Commercial and Segments
Industrial Automation
Schneider Electric

A focus on outcomes

By joining the Alliance Partner Program, your organization gains strategic access to Schneider Electric technology, market reach, and exclusive partner services designed to help you win more, deliver faster, and scale confidently.

Grow your business

Leverage Schneider Electric's industry-leading offer portfolio to broaden the project scope, expand your reach, and gain new business opportunities.

Develop employee expertise

Increase employee retention and decrease onboarding time through a comprehensive training and certification process.

Differentiate yourself

Rise above the competition through recognized competencies and specializations and increase your visibility via co-marketing initiatives.

Minimize engineering and commissioning time

Access the tools you need and benefit from direct support to optimize integration of third-party systems.

Capture new market share

Rely on the support of Schneider Electric at every turn of your expansion.

A global ecosystem with local support

Being an Alliance System Integrator is more than belonging to a partner program. It opens access to a global network of industrial experts and ignites new opportunities for the growth and success of our local and regional partners.

1,600+
Alliance SI

80+
countries

1
worldwide network



Explore the three levels of the program

Every partnership has a path. Discover how the Alliance Partner Program helps system integrators build expertise and reach new heights.



Start here

Discovery phase:
Get introduced to the Alliance Partner Program and formalization of the partnership.

Alliance Registered Industrial Automation System Integrator
Schneider Electric

Registered

Registered SIs gain access to the essential tools, training, and communities needed to start building expertise with Schneider Electric solutions.

Registered partners meet baseline business requirements and begin developing projects aligned with Schneider Electric's industrial automation portfolio.

Alliance Certified Industrial Automation System Integrator
Schneider Electric

Certified

Certified SIs have demonstrated validated technical capability and project experience with Schneider Electric solutions.

They meet advanced technical and business requirements and gain extended tools, co-marketing opportunities, and prioritized collaboration with Schneider Electric teams to deliver recognized, high-quality solutions.

Alliance Master Industrial Automation System Integrator
Schneider Electric

Master

Master SIs are recognized as top-tier Alliance partners. They represent the highest level of maturity, technical mastery, and strategic alignment within the Alliance Partner Program.

This level is reserved for partners showing sustained excellence, broad competencies, multi-offer engagement, and consistent delivery of impactful, reference-worthy projects.



"We have this fantastic relationship and a great support network, from our account manager all the way through the technical support and also the development teams."

Stephen Maltby
Managing Director
Platinum Electrical Engineering
Master level Alliance System Integrator



"Being an Alliance Partner gives us more credibility and trust with our customers, and increased our footprint in the market."

Mohammed Salah
Chairman & Managing Director
Quasi Systems For Energy & Control Solutions S.A.E
Certified level Alliance System Integrator



"The Alliance Partner Program provides us with market trends, expert support and extensive trainings—everything we need to better serve our customers."

Yusal Sunjaya
Engineering Manager
MitraPandawa
Certified level Alliance System Integrator

Scale through specialization

Deep technical and industry expertise is the key to staying ahead of fast-evolving customer expectations.

By developing recognized specializations, system Integrators strengthen their credibility, differentiate in competitive bids, and access higher-value projects. Specialization is a powerful growth driver, expanding your pipeline and increasing average project revenue.

33 Competencies

Expertise that is driving competitive, efficient, and sustainable solutions for customers

Schneider Electric competencies:

EcoStruxure Plant:
- Control System
- Cybersecurity
- EcoStruxure Automation Expert
- EcoStruxure Process Expert
- Modicon Safety
- Motor Management
- PLC Modernization
- Remote Operations
- Triconex Safety
- Water Advisor

EcoStruxure Machine:
- Digital Twin
- High Performance Motion
- High Performance Robotics
- HVAC Control
- Machine Control
- Machine Motor Control
- Motion Control
- Robotics
- Safety Control

AVEVA competencies:

Apps, analytics, and services:
- Predictive Analytics
- Mobile Operator Rounds
- Simulation
- PI System
- Production Management
- Unified Supply Chain
- Unified Operations Center
- Enterprise SCADA
- MES Operations and/or Performance
- Model Driven MES

Edge Control:
- System Platform
- Plant SCADA
- Edge
- InTouch HMI

6 Segment Specializations

Understanding and resolving the criticalities that customers face every day



Water and Environment



Consumer Packaged Goods



Energy and Chemicals



Mining, Minerals, and Metals



Transportation



Machinery Applications

3 Technology Specializations

Leveraging the best-in-class technologies to build and deploy solutions to win



EcoStruxure Automation Expert



Drives and System Drives



Robotics

Partner Program benefits

Commercial and business development benefits

	Registered	Certified	Master
Access to Alliance SI Partner resources and tools in mySchneider	✓	✓	✓
Listing on Schneider Electric Partner Locator by program level	Registered	Certified	Master
Differentiated discount Levels	+	++	+++
Access to exclusive marketing toolkit	✓	✓	✓
Ability to unlock Schneider Electric and AVEVA competencies	✓	✓	✓
Ability to unlock segment and technology specializations		✓	✓
Sales enablement kits and promotional assets in mySchneider		✓	✓
Lead generation via mySchneider opportunities		✓	✓
Joint action planning, opportunity pursuit, and platforming		✓	✓
Co-marketing opportunities		✓	✓
Performance bonus – annual volume rebate		++	+++
Access to Schneider Electric exclusive events and speaking opportunities		++	+++
Access to offer roadmaps and future solutions insights			✓
Leadership sponsorship			✓

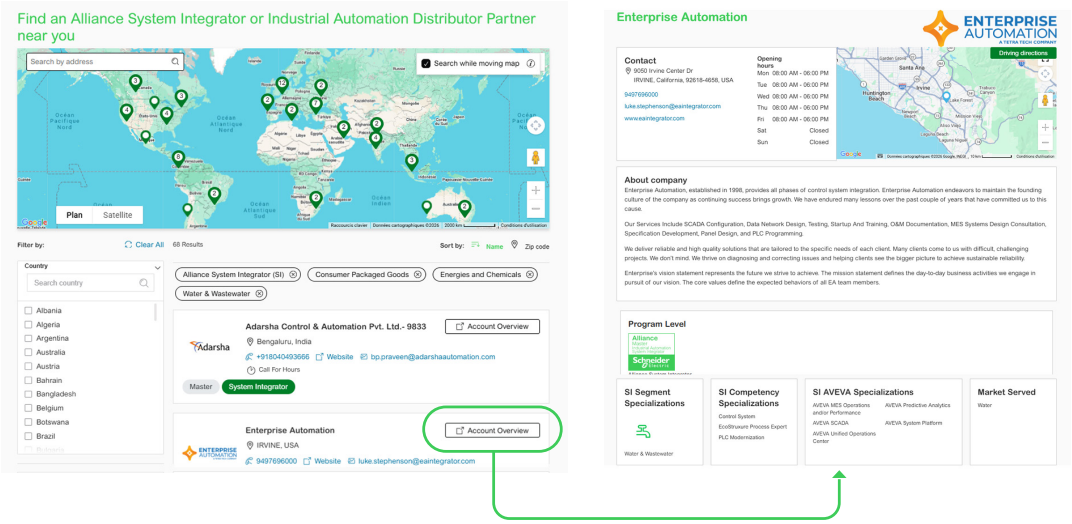
Technical Benefits

	Registered	Certified	Master
50+ Schneider Electric development software packages (Alliance Software Pack)	✓	✓	✓
Access to Configurators, Product Selectors, and Engineering and Commissioning tools (Tested-Validated Design Architectures, EcoStruxure Architecture Builder)	✓	✓	✓
Business Hours Technical Support	✓	✓	✓
Premium Support Contract for Alliance Software Pack	Core (Level 1)	Advanced (Level 2)	Expert (Level 3)
Alliance SI Online Communities and Knowledgebase	✓	✓	✓
Comprehensive Technical Training catalog via mySchneider	✓	✓	✓
Discount on Virtual Instructor-Led Training	10%	30%	50%
Webinars, Tech Talks and Bootcamps	✓	✓	✓
Access to Global EcoStruxure Plant Competency Center (pre-sales)		✓	✓
Access to annual EcoStruxure Plant sales training and TeXpert bootcamp		✓	✓
Consultative Selling Trainings		Discounted price	2 free seats

Be listed on the Alliance Partner Locator

Our online global Alliance Partner Locator enables customers to identify trusted, recognized industrial partners who can deliver our Schneider Electric solutions and applications. It allows users to filter results by country, city (postal code), and area of application to target the right professional based on their needs and location.

The locator is a great way to promote your company name and expertise to a wide range of clients and potential prospects.

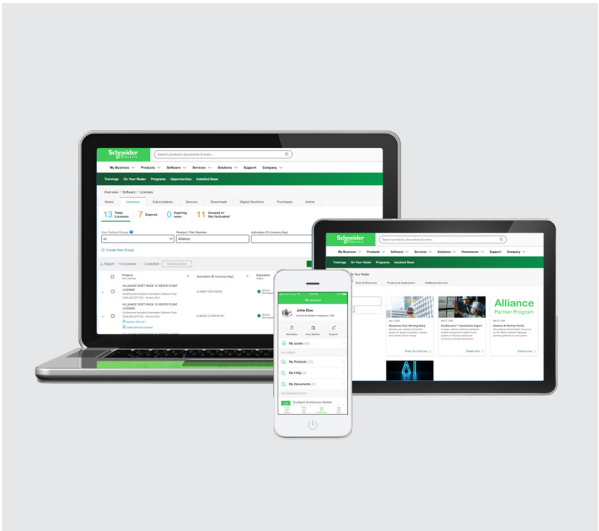


mySchneider: your one-stop-shop digital experience

Unlock a single, personalized digital gateway to everything you need as an Alliance System Integrator.

Through mySchneider, you gain direct access to all Alliance tools, resources, and support in one place. This centralized portal empowers you to work smarter, deliver faster, and strengthen your partnership with Schneider Electric.

- Manage operations efficiently with online case management, order tracking, opportunity management, on-demand training, and more.
- Access project resources across every phase, including solution-specific documentation and certification guidance.
- Access your Alliance-exclusive content and stay informed about the latest program updates and enablement.
- Track your progress toward higher certification levels with clear visibility on key actions.



Register or log in to mySchneider portal to explore new possibilities.

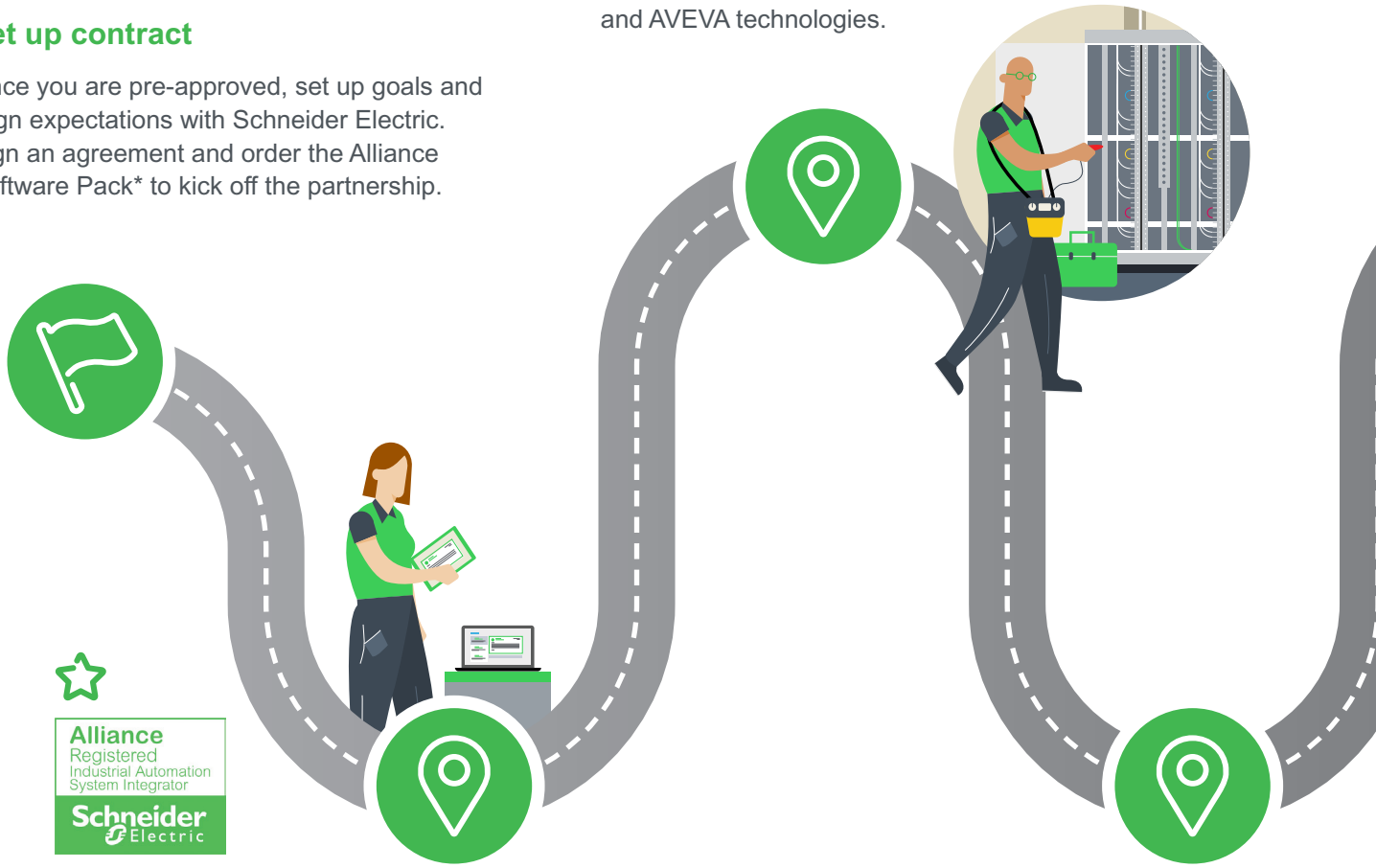
Your journey as a Schneider Electric Alliance System Integrator

Set up contract

Once you are pre-approved, set up goals and align expectations with Schneider Electric. Sign an agreement and order the Alliance Software Pack* to kick off the partnership.

Build skills and technical confidence

Follow dedicated Alliance learning paths to strengthen your engineering skills across Schneider Electric's EcoStruxure Plant and Machine and AVEVA technologies.



Start enjoying benefits

Your are now a Registered Alliance System Integrator! Explore exclusive tools and content via mySchneider, benefit from dedicated commercial and technical support and from Schneider Electric prescription power.

Gain expertise through competencies

Complete competencies to build credibility and validate your expertise and across EcoStruxure and AVEVA solutions. Achieve two individual employee certifications and deliver two successful customer projects to unlock the recognition.

*The Alliance Software Pack license must be renewed yearly to maintain your level within the program.
**Program levels are valid for a duration of two years and subject to revisions.

Alliance
Certified
Industrial Automation
System Integrator
Schneider Electric

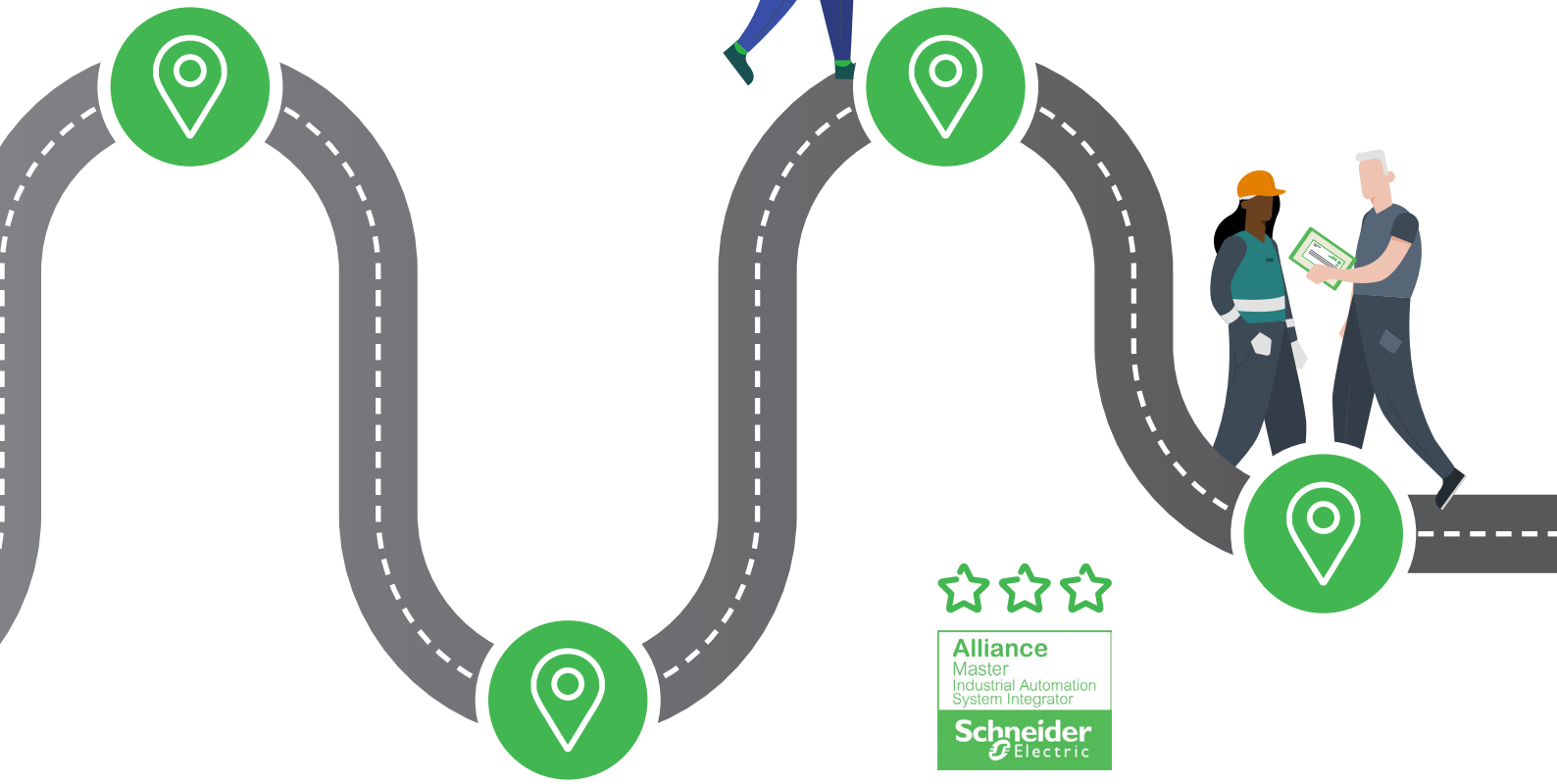
Advance to Certified level

Reach the Certified** level to unlock expanded benefits such as advanced support, sales enablement, performance incentives, joint business planning, technical bootcamps, and more.



Stand out

Gain visibility on the market by being promoted as a trusted Schneider Electric partner and be identified as an expert in your area. Be featured in Schneider Electric success stories and end-user facing campaigns.



Alliance
Master
Industrial Automation
System Integrator
Schneider Electric

Specialize to differentiate

Earn specializations across selected technologies and industrial segments. Available exclusively to Certified and Master partners, specializations highlight your unique strengths and elevate your market credibility.

Reach Master level and win bigger

Achieve the Master level (by invitation only) and benefit from unparalleled visibility, premium collaboration, support, and preferred access to project opportunities.

Enroll now

Ready to join the Schneider Electric Alliance Partner Program and accelerate your expertise?

Take the first step at

se.com/alliancesi

Already a partner and looking to expand your expertise?
Contact your channel or account manager or visit se.com/support.

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