

APC

Partnering for growth, innovating for impact.

mySchneider IT Partner Program

Schneider Electric

Table of contents

1. IT opportunities in the AI era
2. Partner Ecosystem overview
3. mySchneider IT Partner Program overview
4. Future-ready certifications to help build your business
5. IT Solution Provider Certification overview
6. Ecommerce Certification overview
7. How to join the mySchneider IT Partner Program

IT opportunities in the AI era

Partner Ecosystem overview

mySchneider IT Partner Program overview

Future-ready certifications to help build your business

IT Solution Provider Certification overview

Ecommerce Certification overview

How to join the mySchneider IT Partner Program



IT opportunities in the AI era

IT opportunities in the AI era

Partner Ecosystem overview

mySchneider IT Partner Program overview

Future-ready certifications to help build your business

IT Solution Provider Certification overview

Ecommerce Certification overview

How to join the mySchneider IT Partner Program

Partnering for growth

Schneider Electric: Your ideal partner in meeting the demand for AI-driven IT solutions

We empower our partners to lead in the AI era. As a trusted global provider of IT physical infrastructure, we offer the tools, expertise, and innovation you need to meet the rising demands of AI-driven environments. Our comprehensive offerings include:

Distributed IT — Enable reliable, scalable IT across distributed environments - bringing compute, data, and management closer to where it's needed.

Hybrid IT Architectures — Build or upgrade data centers with right-sized on-premise and hybrid solutions for diverse workloads.

AI-ready Infrastructure — Deploy innovative infrastructure designed for high-compute workloads, essential for AI inference and storage.

Comprehensive Support — Get expert guidance, technical assistance, and training to help you succeed at every stage.

By leveraging our expertise and resources, you can help your customers in navigating AI and hybrid IT complexities, ensuring they stay innovative and competitive in the ever-changing market landscape.

IT opportunities in the AI era

Partner Ecosystem overview

mySchneider IT Partner Program overview

Future-ready certifications to help build your business

IT Solution Provider Certification overview

Ecommerce Certification overview

How to join the mySchneider IT Partner Program

Partner Ecosystem overview



IT opportunities in the AI era

Partner Ecosystem overview

mySchneider IT Partner Program overview

Future-ready certifications to help build your business

IT Solution Provider Certification overview

Ecommerce Certification overview

How to join the mySchneider IT Partner Program

Bridging the gap between IT and OT

Empowering partners through a unified ecosystem

mySchneider IT Partner Program

- 2022: Launch of the evolved mySchneider IT Partner Program
- Positioned as an industry leader in developing multiple IT competencies and diverse business models

Critical Infrastructure Certification

- 2024: Continuing to build upon our award-winning channel program's history
- Launch of the Critical Infrastructure Certification under the EcoXpert™ Partner Program
- Addressing OT specialized partners

Connecting two partner programs within an ecosystem

Our diverse, common ecosystem creates a one-of-a-kind shared space for both IT and OT partners

IT opportunities in the AI era

Partner Ecosystem overview

mySchneider IT Partner Program overview

Future-ready certifications to help build your business

IT Solution Provider Certification overview

Ecommerce Certification overview

How to join the mySchneider IT Partner Program

Evolve and expand your business model

Unlock growth with the mySchneider IT and EcoXpert Partner Programs

Our cross-functional ecosystem of partners is designed to support your unique business goals–whether you're building new revenue streams or enhancing existing ones.

Dive into the dynamic world of IT with the mySchneider IT Partner Program, or explore the transformative potential of OT convergence through our invitation-only EcoXpert Partner Program.



Addressing different partner competencies and enabling the development of diverse business models

IT-focused Partners

- IT Solution Providers/System Integrators
- IT Ecommerce Partners



mySchneider IT Partner Program

Learn more

Data Center and Critical Infrastructure Competent Partners

- Power Specialist/Contractor
- Mechanical Installer/ Contractor
- Data Center Design and Build Firm
- Data Center Automation Firm
- DCIM Software Experts



EcoXpert Partner Program

Learn more

IT opportunities in the AI era

Partner Ecosystem overview

mySchneider IT Partner Program overview

Future-ready certifications to help build your business

IT Solution Provider Certification overview

Ecommerce Certification overview

How to join the mySchneider IT Partner Program

mySchneider IT Partner Program overview



IT opportunities in the AI era

Partner Ecosystem overview

mySchneider IT Partner Program overview

Future-ready certifications to help build your business

IT Solution Provider Certification overview

Ecommerce Certification overview

How to join the mySchneider IT Partner Program

An evolving partnership of the future

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

We recognize the rapid pace of digital transformation, driven significantly by advancements in AI, and the increasing demands it places on our partners' businesses.

We're globally recognized for our sustainability leadership, named a Champion in the Canalys Sustainable Ecosystems Leadership Matrix, and acknowledged for empowering partners through initiatives like the Schneider Electric Sustainability School and Sustainability Impact Awards.

Building on the legacy of our award-winning channel program—recognized by CRN for eight consecutive years, including a 5-star rating for the past four—and our leadership in the Canalys Global Leadership Matrix, we're proud to evolve the mySchneider IT Partner Program to meet the needs of tomorrow.

The mySchneider IT Partner Program will support your company's growth through a collaborative ecosystem, trainings, advanced tools, and a wealth of business-driving resources. These enhancements will enable you to expand and build a resilient business, ensuring sustained success in the AI age.







IT opportunities in the AI era

Partner Ecosystem overview

mySchneider IT Partner Program overview

Future-ready certifications to help build your business

IT Solution Provider Certification overview

Ecommerce Certification overview

How to join the mySchneider IT Partner Program

Take your business to the next level

Explore a structured path to growth and recognition

Grow your skills and unlock profitable revenue streams by expanding your operations across new and existing markets. The mySchneider IT Partner Program offers three levels for each certification—Select, Premier, and 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
Elite	✓	✓
Premier	✓	✓
Select	✓	✓

IT opportunities in the AI era

Partner Ecosystem overview

mySchneider IT Partner Program overview

Future-ready certifications to help build your business

IT Solution Provider Certification overview

Ecommerce Certification overview

How to join the mySchneider IT Partner Program

Differentiate your business in the long term

Become an expert and strategic advisor with the mySchneider IT Partner Program:



Enable development of innovative business models

Three-level certification structure that aligns with different business goals and supports partner growth.



Simplify and increase 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.



Help capture new business opportunities

Key enablers and roadmaps allow building expertise for new markets and staying effective and competitive in existing ones.



Uphold 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.



Provide agility for future growth

Aligning with industry-leading practices to boost business agility for future growth and changes in the channel.

IT opportunities in the AI era

Partner Ecosystem overview

mySchneider IT Partner Program overview

Future-ready certifications to help build your business

IT Solution Provider Certification overview

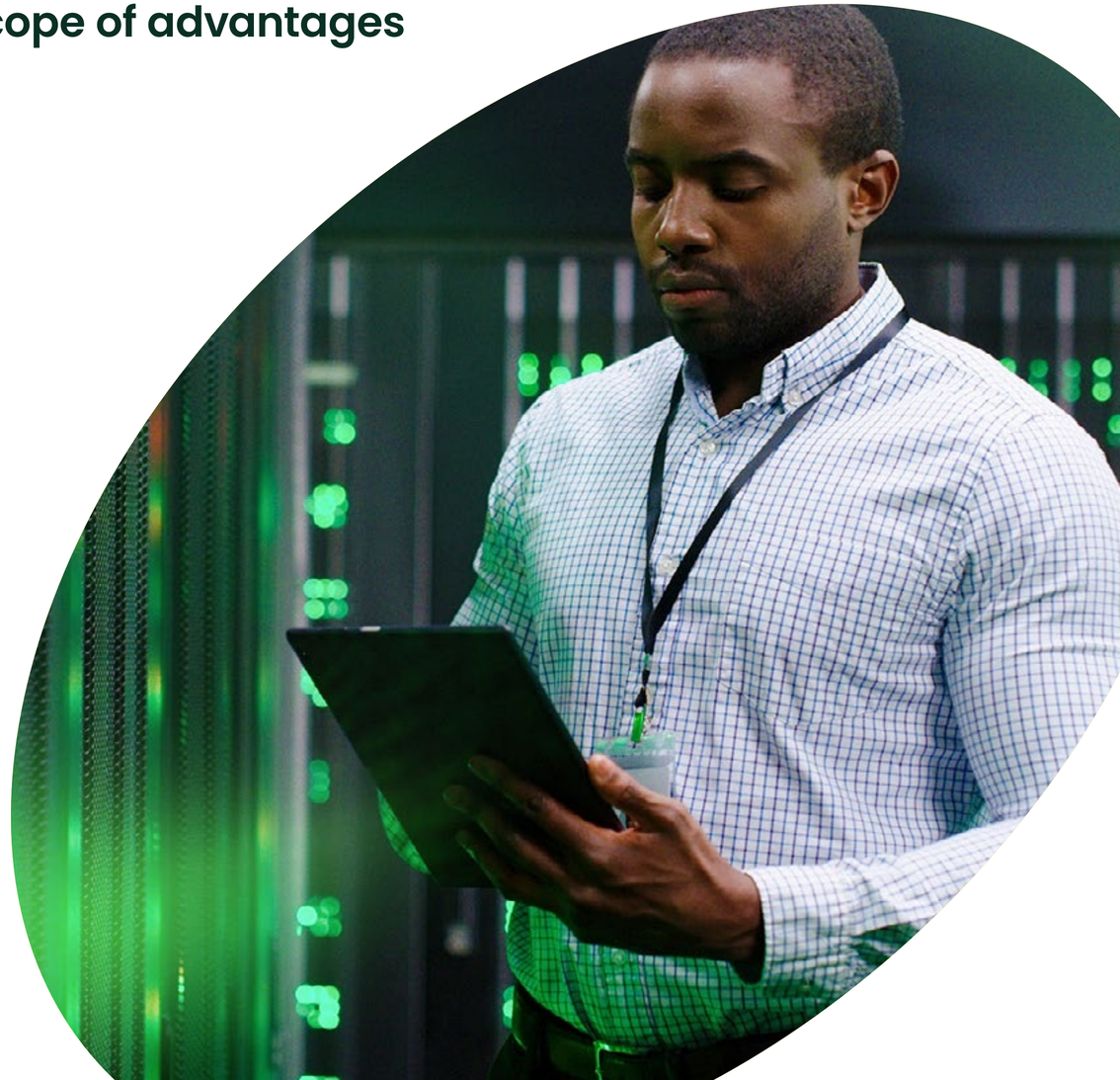
Ecommerce Certification overview

How to join the mySchneider IT Partner Program

Get the most of your partnership

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

Unlock the benefits aligned with our certification paths, designed to best support your business growth, and enhance profitability. Discover a wide range of tools, enablers, and other resources that will help you strengthen your unique business model in the AI era. These industry-leading benefits will enable you to deliver exceptional customer service and maintain a competitive edge in the rapidly changing IT environment.



IT opportunities in the AI era

Partner Ecosystem overview

mySchneider IT Partner Program overview

Future-ready certifications to help build your business

IT Solution Provider Certification overview

Ecommerce Certification overview

How to join the mySchneider IT Partner Program

What the program offers

The extensive scope of value-adding benefits of the mySchneider IT Partner Program include:

Training: Courses, events, and webinars webinars, including **AI Innovation School** for upskilling your employees and staying up to date with industry news, our products, and solution launches.

Opportunity Registration Program (ORP): Financial incentives and deal protection for partners that proactively identify, develop, and close new business opportunities.

Partner locator: Lists your business on our website so that customers can find you easily.

Sustainability resources: With our Sustainability School and tools, learn how to accelerate decarbonization for your company and customers.

Design portal: Leading design tools for configuring, designing, and quoting Schneider Electric power products and solutions quickly and efficiently.



Partner portal: A personalized online experience that provides 24/7 access to all content, tools, benefits, and training.

Marketing and sales kits: Resources supporting your marketing and sales staff, helping you to attract more customers.

Badge and certificate: Solid proof of expertise that helps persuade potential customers.

Financial benefits: Boosting business growth with funds dedicated to sales incentives and marketing campaigns.

Rewards: An exclusive loyalty program to reward your partnership and boost your business.

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

IT opportunities in the AI era

Partner Ecosystem overview

mySchneider IT Partner Program overview

Future-ready certifications to help build your business

IT Solution Provider Certification overview

Ecommerce Certification overview

How to join the mySchneider IT Partner Program

Future-ready certifications to help build your business



IT opportunities in the AI era

Partner Ecosystem overview

mySchneider IT Partner Program overview

Future-ready certifications to help build your business

IT Solution Provider Certification overview

Ecommerce Certification overview

How to join the mySchneider IT Partner Program

Explore the certifications

Tap into your full potential

The mySchneider IT Partner Program offers two certifications designed to fit your specific channel model. Each certification has specific requirements and benefits to support your unique business type.



IT Solution Provider

Enroll if you are a:

IT Reseller | IT System Integrator | IT Solution Provider | Managed Service 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.



Ecommerce

Apply if you are a:

Digital Reseller | Pure Online Retail Player | Cross-Channel Retailer

Deliver and drive the best online experience for customers.

Suitable for partners with an online presence.

Certification by invitation.
Click here to learn more.

IT opportunities in the AI era

Partner Ecosystem overview

mySchneider IT Partner Program overview

Future-ready certifications to help build your business

IT Solution Provider Certification overview

Ecommerce Certification overview

How to join the mySchneider IT Partner Program

IT Solution Provider Certification overview



IT opportunities in the AI era

Partner Ecosystem overview

mySchneider IT Partner Program overview

Future-ready certifications to help build your business

IT Solution Provider Certification overview

Ecommerce Certification overview

How to join the mySchneider IT Partner Program

Empowering IT Solution Providers

Strengthen your business while meeting AI-driven demand

In today's rapidly evolving IT landscape and the ever-increasing demand for AI-friendly solutions, your customers' expectations have grown significantly. They now seek comprehensive management of their projects, from concept to integration to support. The IT Solution Provider Certification will help position you to better meet and exceed these expectations, driving more profitability and competitive differentiation for your business. As the critical IT infrastructure supporting AI workloads, your role is more vital than ever—not only in delivering performance and scalability but also in advancing sustainability through energy-efficient, future-ready solutions.

The IT Solution Provider Certification is ideal for partners who sell, design, and deploy distributed IT, edge computing infrastructures, and mid-size or micro data centers.

Enroll if you are a:

- IT Reseller
- IT System Integrator
- IT Solution Provider
- Managed Service Provider

Help your customers better identify their needs, meet their AI-driven demand, and configure and install IT infrastructure solutions.



IT opportunities in the AI era

Partner Ecosystem overview

mySchneider IT Partner Program overview

Future-ready certifications to help build your business

IT Solution Provider Certification overview

Ecommerce Certification overview

How to join the mySchneider IT Partner Program

IT Solution Provider Certification benefits

Out of the many tools and resources available to our IT Solution Provider partners, key benefits include:

- Price protection and discounting for registered opportunities
- Access to industry-leading configurators
- Marketing support
- Dedicated account manager
- Enrollment into rewards program for individual incentives
- Personalized program dashboard

Benefits may vary by certification level, country, and region. Log in to mySchneider Partner Portal to check your region-specific benefits or contact your account manager.

IT Solution Provider	Select	Premier	Elite
Profitability			
Opportunity Registration Program (ORP)	✓	✓	✓
mySchneider Rewards Program	✓	✓	✓
Passed to Partner Opportunities (P2P)		✓	✓
Performance Bonus Rebate		✓	✓
Enablement			
Partner Locator Listing	✓	✓	✓
Design Portal	✓	✓	✓
Training on Products, Solutions, and Market Trends	✓	✓	✓
AI Innovation School	✓	✓	✓
Sustainability Resources, including Sustainability School	✓	✓	✓
Webinars and Events	✓	✓	✓
Product Announcements	✓	✓	✓
Support			
Customer Care and Technical Suport	✓	✓	✓
Webchat to Interact with a Local Support Agent	✓	✓	✓
Online Schneider Electric Communities	✓	✓	✓
Dedicated Account Manager		✓	✓
Experience			
Access to mySchneider Partner Portal	✓	✓	✓

IT opportunities in the AI era

Partner Ecosystem overview

mySchneider IT Partner Program overview

Future-ready certifications to help build your business

IT Solution Provider Certification overview

Ecommerce Certification overview

How to join the mySchneider IT Partner Program

IT Solution Provider Certification requirements

What it takes to become certified

Our program requirements are based on competencies aligned with the unique value proposition and local benchmarking of IT solution providers.

We will be assessing the requirements on a yearly basis and adjusting the membership levels accordingly, with the possibility to level up during the year.



Revenue performance target from our IT solutions



Number of approved opportunities through deal registration



Required number of training curricula and their completion



Up-to-date company profile, including address and contact details, via company profile

IT opportunities in the AI era

Partner Ecosystem overview

mySchneider IT Partner Program overview

Future-ready certifications to help build your business

IT Solution Provider Certification overview

Ecommerce Certification overview

How to join the mySchneider IT Partner Program

Ecommerce Certification overview



IT opportunities in the AI era

Partner Ecosystem overview

mySchneider IT Partner Program overview

Future-ready certifications to help build your business

IT Solution Provider Certification overview

Ecommerce Certification overview

How to join the mySchneider IT Partner Program

Grow your Ecommerce business

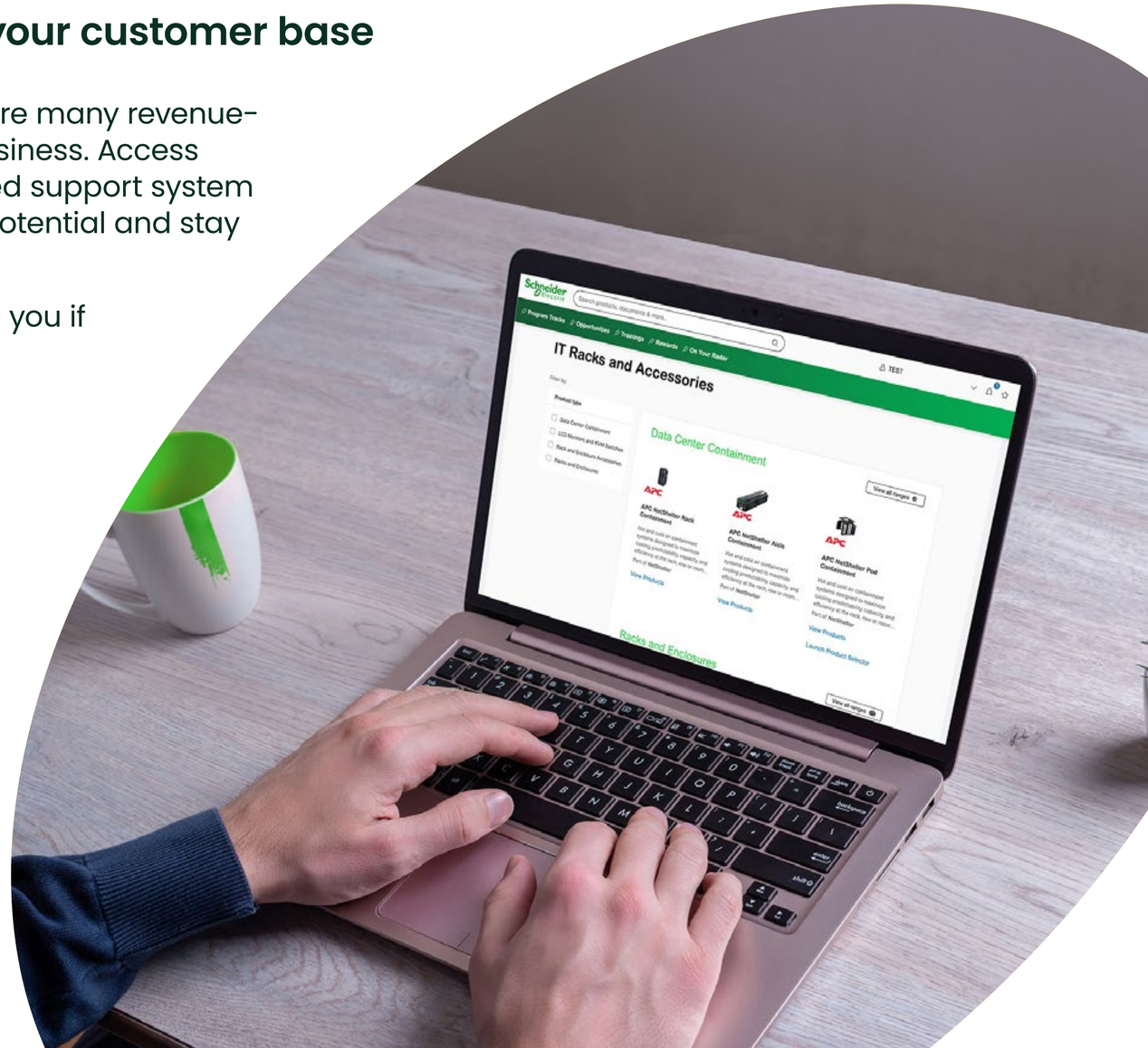
Cultivate new markets and expand your customer base

With the mySchneider IT Partner Program, there are many revenue-generating opportunities for your Ecommerce business. Access exclusive tools, trainings, benefits, and a dedicated support system that will empower you to maximize your growth potential and stay ahead in the competitive market.

The Ecommerce Certification is recommended to you if you are a:

- Digital Reseller
- Pure Online Retail Player
- Cross-Channel Retailer

Deliver and drive the best online experience for customers.



IT opportunities in the AI era

Partner Ecosystem overview

mySchneider IT Partner Program overview

Future-ready certifications to help build your business

IT Solution Provider Certification overview

Ecommerce Certification overview

How to join the mySchneider IT Partner Program

Ecommerce Certification benefits

The wide range of business-driving benefits* of the Ecommerce Certification include:

IT Solution Provider	Select	Premier	Elite
Profitability			
Financial Incentives, including Exclusive Pricing and Rebates	✓	✓	✓
Enablement			
Partner Locator Listing	✓	✓	✓
Access to Tools, Trainings, and Product News	✓	✓	✓
Authorized Ecommerce Badge and Partner Certificate	✓	✓	✓
Support			
Dedicated Account Manager	✓	✓	✓
Experience	✓	✓	✓
Access to exclusive events and the tick only for Elite			✓
Access to Program Dashboard	✓	✓	✓
Access to Program Content	✓	✓	✓

*Benefits may vary by certification level, country, and region. Log in to mySchneider to check your region-specific benefits or contact your account manager.

IT opportunities in the AI era

Partner Ecosystem overview

mySchneider IT Partner Program overview

Future-ready certifications to help build your business

IT Solution Provider Certification overview

Ecommerce Certification overview

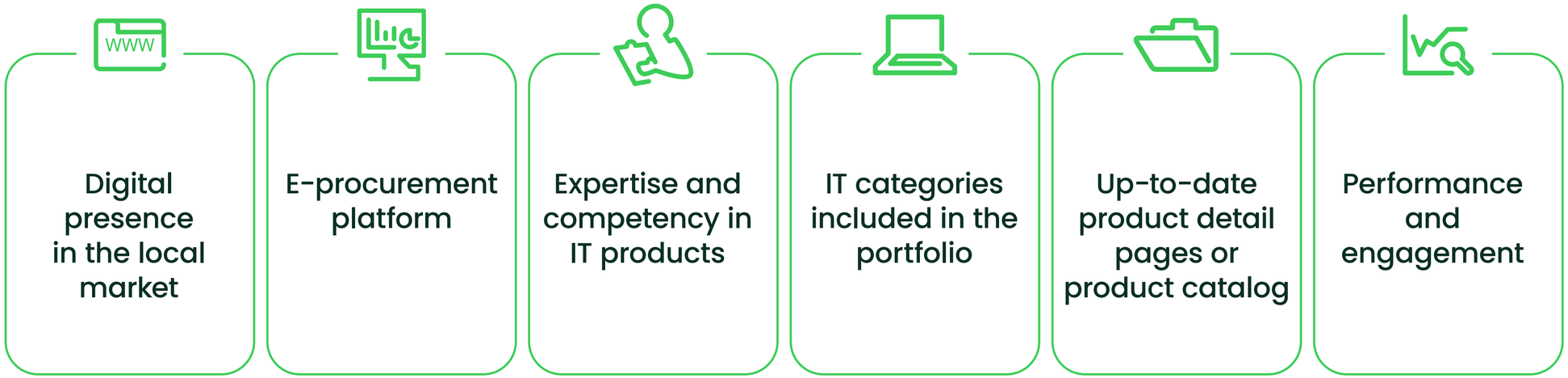
How to join the mySchneider IT Partner Program

Ecommerce Certification requirements

Steps to Ecommerce partner status

Applying for the Ecommerce Certification is quick and easy.

Send your company details and contact to ecom.europe@se.com, to schedule an online assessment meeting with our team and define if you're eligible to become certified.



IT opportunities in the AI era

Partner Ecosystem overview

mySchneider IT Partner Program overview

Future-ready certifications to help build your business

IT Solution Provider Certification overview

Ecommerce Certification overview

How to join the mySchneider IT Partner Program

How to join the mySchneider IT Partner Program



IT opportunities in the AI era

Partner Ecosystem overview

mySchneider IT Partner Program overview

Future-ready certifications to help build your business

IT Solution Provider Certification overview

Ecommerce Certification overview

How to join the mySchneider IT Partner Program

Shape the future of IT

Join us today

Become part of the mySchneider IT Partner Program to strengthen your business today and prepare it for a successful tomorrow. With the program's rich resources, tools, and wide range of benefits, you can make your business future-ready and differentiate it in the long term.

That’s not all. We will continue building on our foundational promise to systematically evolve the program alongside the ever-changing market landscape, so you can always stay relevant and competitive.

Are you a new partner?

Register now

Are you an existing partner?

Log in here



About Us

Schneider Electric

Schneider Electric is a **global energy technology leader**, driving **efficiency and sustainability** by electrifying, automating, and digitalizing **industries, businesses, and homes**. Its technologies enable buildings, data centers, factories, infrastructure, and grids to operate as open, interconnected ecosystems, enhancing performance, resilience, and sustainability. The portfolio includes intelligent devices, software-defined architectures, AI-powered systems, digital services, and expert advisory.

With **160,000 employees** and **one million partners in over 100 countries**, Schneider Electric is consistently ranked among the world's most sustainable companies.

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.

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

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