

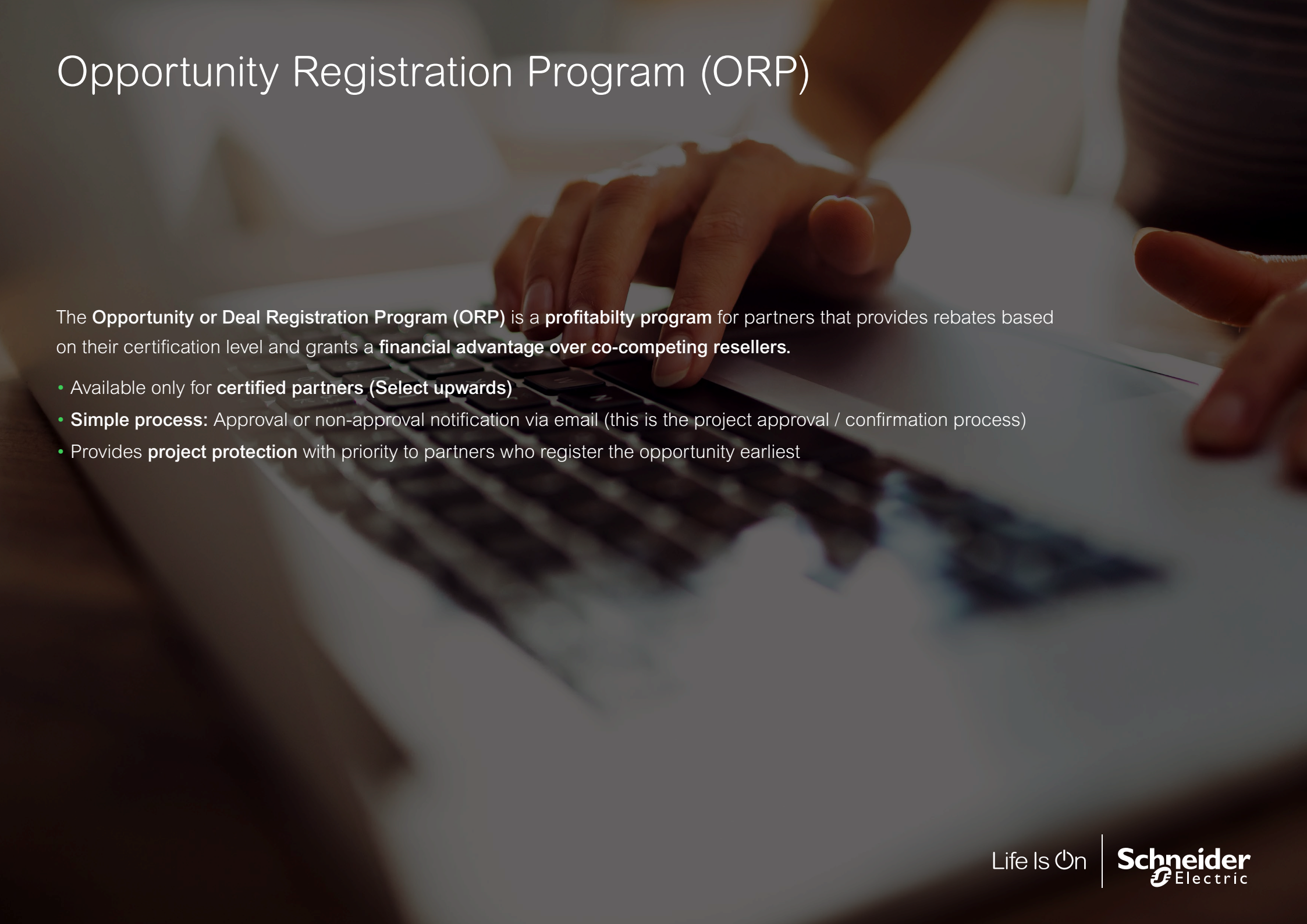
APC

mySchneider IT Program Opportunity Registration Guide

se.com/myschneider

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Opportunity Registration Program (ORP)



The **Opportunity or Deal Registration Program (ORP)** is a **profitabilty program** for partners that provides rebates based on their certification level and grants a **financial advantage over co-competing resellers.**

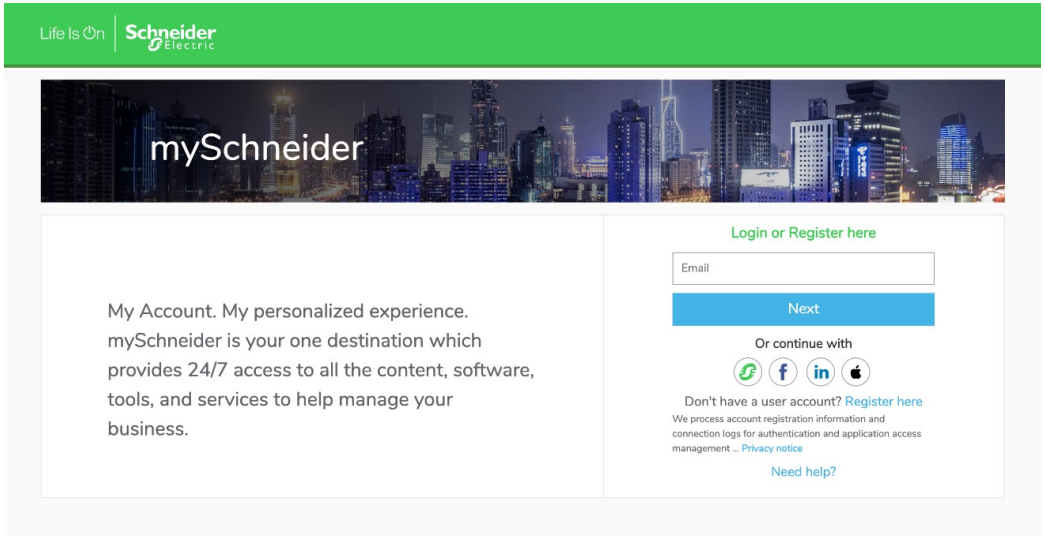
- Available only for **certified partners (Select upwards)**
- **Simple process:** Approval or non-approval notification via email (this is the project approval / confirmation process)
- Provides **project protection** with priority to partners who register the opportunity earliest

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Getting Started

Beginning the process of registering your new opportunity

- Log in to mySchneider at se.com/myschneider to create new or view registered opportunities.
- Your program level must be Select or above in order to access/ be eligible for ORP.



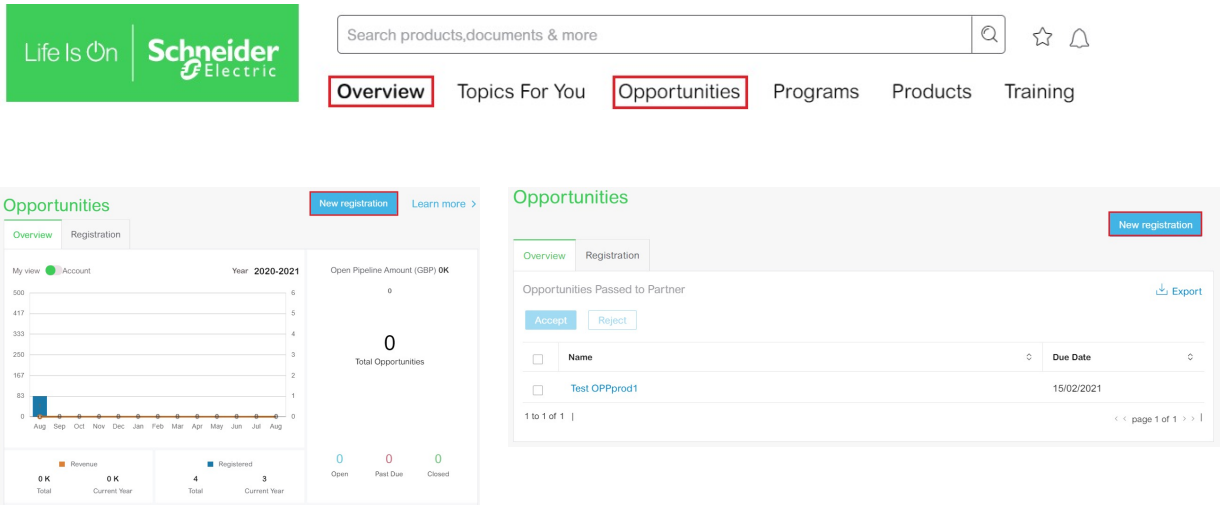
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Registering New Opportunities

Retrieving the “New registration” form for your opportunity

1. Access your overview page by clicking on the “Overview” tab, then press the “New registration” button in order to continue.

2. Select the “Opportunities” tab and continue by clicking on the “New registration” button.

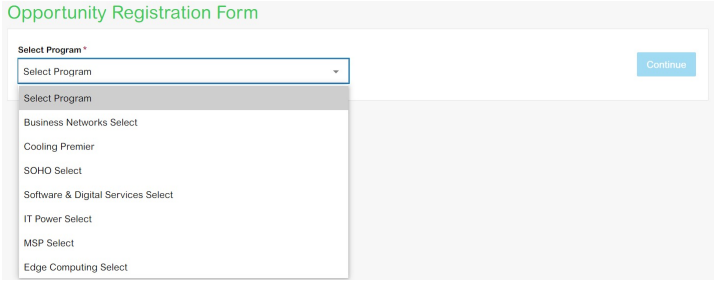


New Registration Form

Filling out the “New registration” form

In order to proceed with the registration form, select your highest applicable certification level.

The Customer account information and the customer contact information are both needed to identify and register the opportunity and to provide project protection.

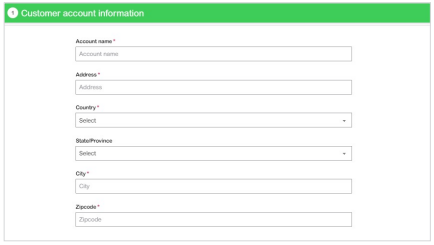


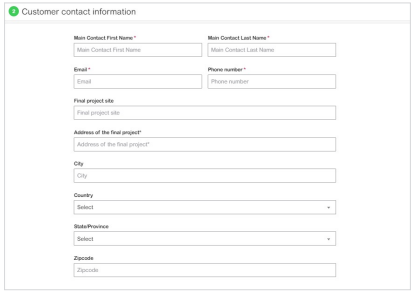
1 Customer account information:
Provide essential information about your customer.

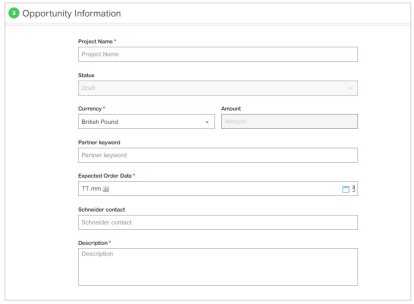
2 Customer contact information:
Enter the contact information of your customer.

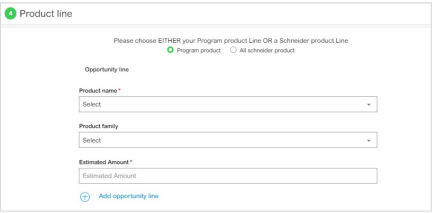
3 Opportunity Information:
Issue basic information about the opportunity being registered. Remember to provide the full bill of materials and your preferred distributor in the description box.

4 Product line:
Supply information about the product from the “Program product” section. Select “All Schneider product” if project includes other Schneider business units.

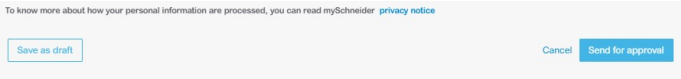








Remember to check the privacy notice before submitting your opportunity for approval.



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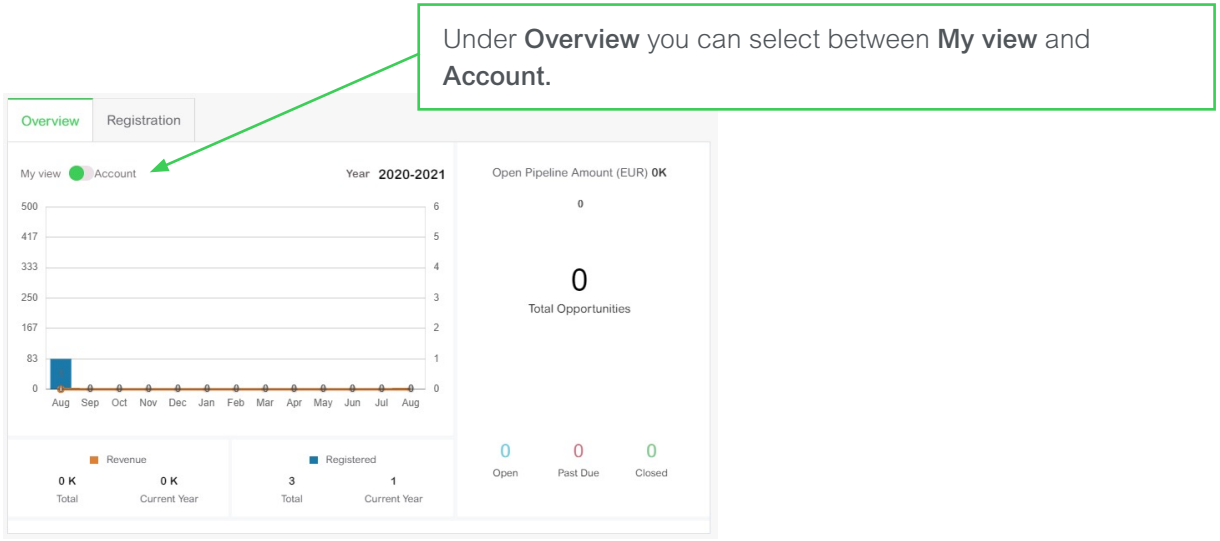
Examine Opportunities

Analyzing your opportunities using the overview page

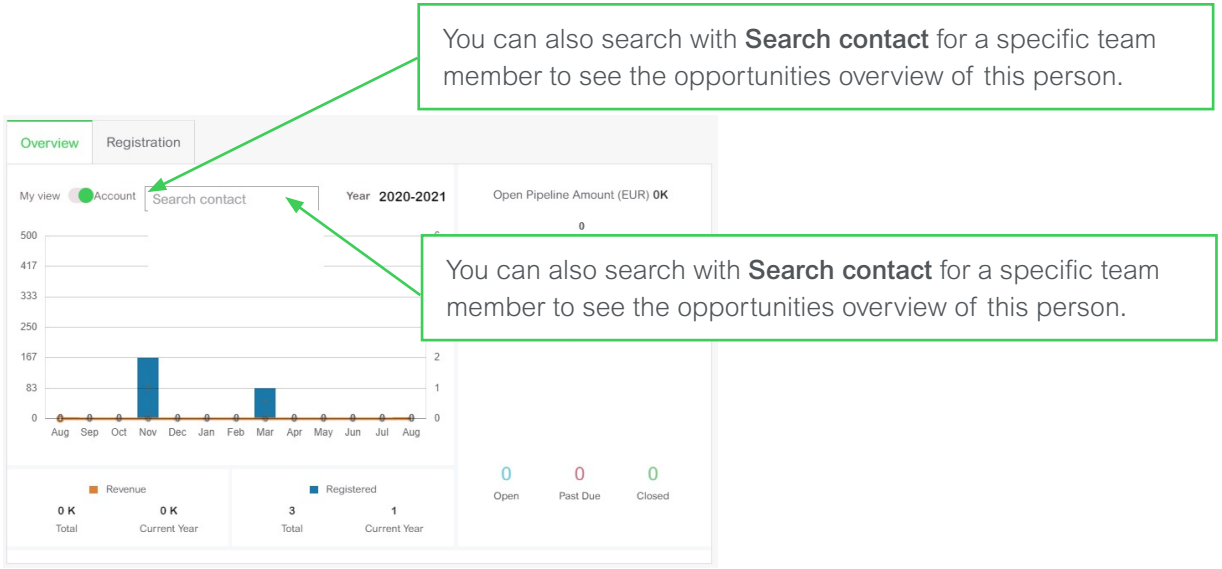
My view supplies the graph with data associated with the opportunities registered by you.

A graph spanning 12-months should be visible at the top of the overview page. It provides you with the most essential data associated with your registered opportunities. The graph includes such information as:

- Per annum and total revenues
- Yearly or total amount of registered opportunities
- Open pipeline amount in euro
- Status of all current and past opportunities



If you are the account's primary partner contact you will be able to press the toggle switch at the top of the graph to access the "Account" data. The graph will present the data gathered from all registered opportunities associated with the account.



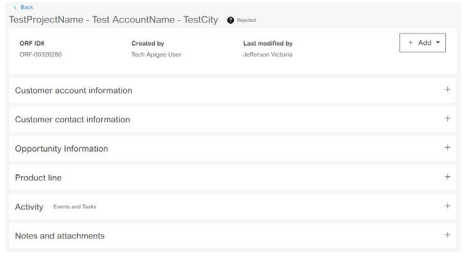
* The Primary Partner Contact (PPC) is usually the sales manager and has extend rights in the partner portal. He can manage program members, confirm new people or exclude people who have left the company. This person has also an extended view under Opportunities

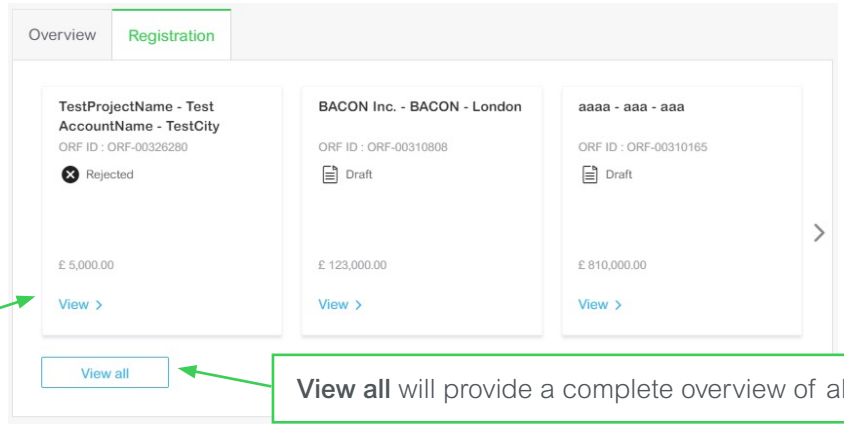
Review Past Opportunities

Viewing your most recent opportunities

The overview section also provides you with the history of your most recent opportunities. By clicking on the “Registration” button you may view your last three registered opportunities.

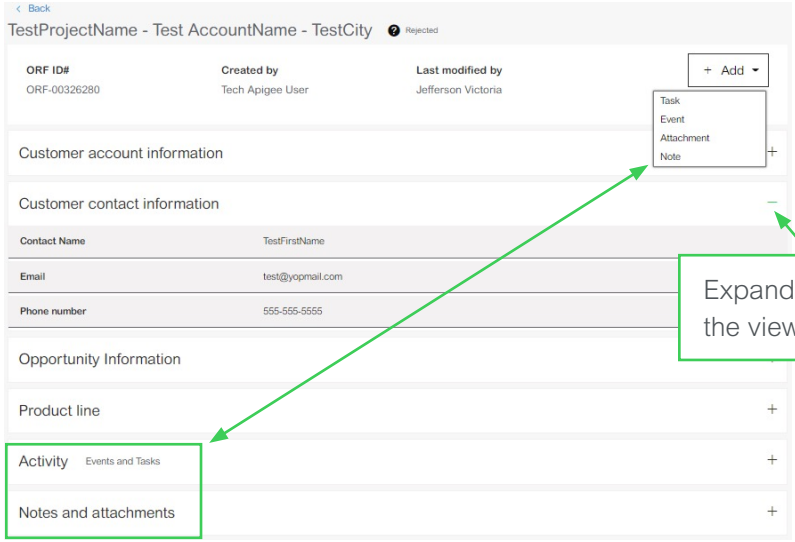
By clicking “View” located at the bottom of the project box you will receive a more detailed description of the selected opportunity.





View all will provide a complete overview of all opportunities.

The “View” page also allows you to modify existing information about a given opportunity, as well as to add new tasks, events, attachments and notes.



Expand or close the view

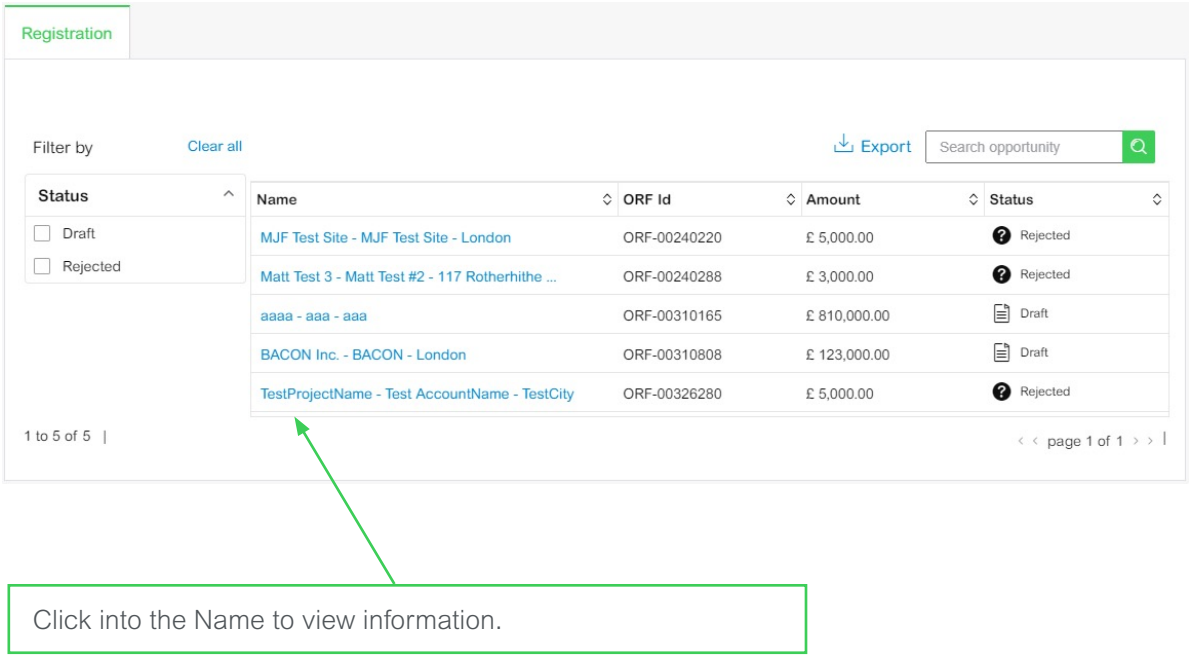
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Review All Opportunities

Viewing all of your registered opportunities

Clicking the “Registration” tab will provide you with a complete overview of all opportunities, including past and ongoing projects.

You can select filters and export the report in excel format.



ORP - Additional Assistance & Guidance

Learn more about our Opportunity Registration Program

To find further information about the Opportunity Registration Program, go to “Topics for You” on your mySchneider homepage and click on “Learn more” in the Opportunity Registration Program card.

- ORP Brochure for each program level
- Helpful ORP guides to assist you with registering an edge opportunity and in using the Local Edge Configurator (LEC) tool



12 Jul 2021

Opportunity Registration Program

A discount program rewarding Partners who identify chances, add customer value, and close deals.

Learn more ›

The Opportunity Registration Program (ORP)

Identify opportunities and take advantage of discounts and solutions

The Opportunity Registration Program is an incentive program that rewards partners who are first to identify opportunities, independently add value via their services for end customers, and close deals.

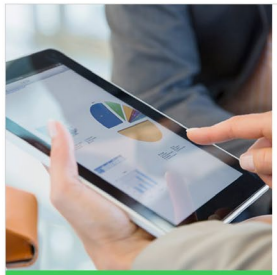
Take advantage of ORP to receive competitive discounts on Schneider Electric solutions, including APC products, that can help increase your margins. You can get these discounts by being the first to identify and register opportunities.

Register an opportunity ›
ORP Brochure for Select Partners ›



Ensure streamlined cooperation between you and Schneider Electric as soon as an opportunity is identified

Edge Computing ORP (Edge ORP)



A certification in Edge Computing allows you to take advantage of local Edge opportunities

Take advantage of Edge ORP benefits with no revenue requirement

In today’s changing IT landscape, partners need a way to transition the complexities of IoT into immediate revenue in local edge environments. IT deployments at remote/branch offices are more critical than ever, and for converged & hyperconverged solutions in these spaces, a standardized and redundant physical infrastructure is needed.

The Edge ORP grants partners discounts for designing and selling simplified infrastructure deployments, and pre-integrated Alliance solutions. Discounts are based on approved registration and the number of eligible product categories in the design.

Register an Edge opportunity ›
ORP Brochure for Select Partners ›
Get certified in Edge ›

Additional Resources

ORP Guides -

Helpful ORP guides to assist you with the registration process and with registering an opportunity.

Registration process ›
Register an opportunity ›

Edge ORP Guides -

Helpful Edge ORP guides to assist you with registering an edge opportunity and using LEC.

Configure a solution ›
LEC guide ›
Edge IT Discount Ratios ›

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Register your opportunity today at **se.com/myschneider**

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