



Partnering for growth,
innovating for impact.

mySchneider IT Partner Program

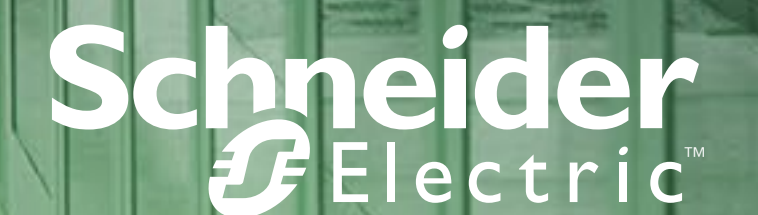
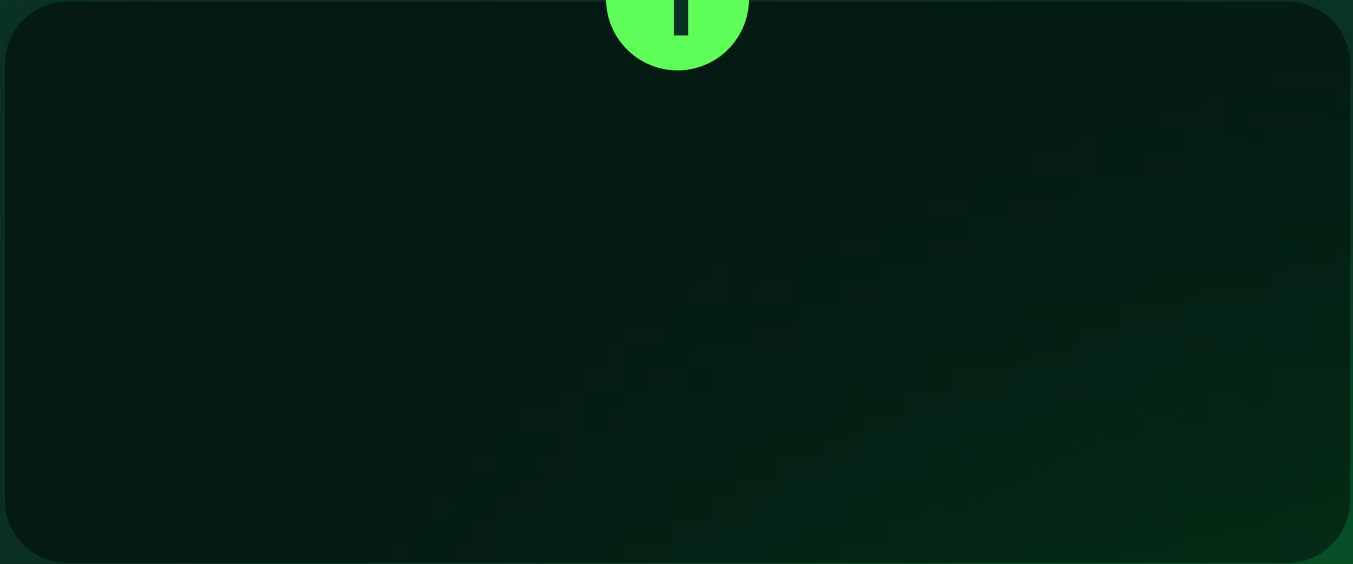


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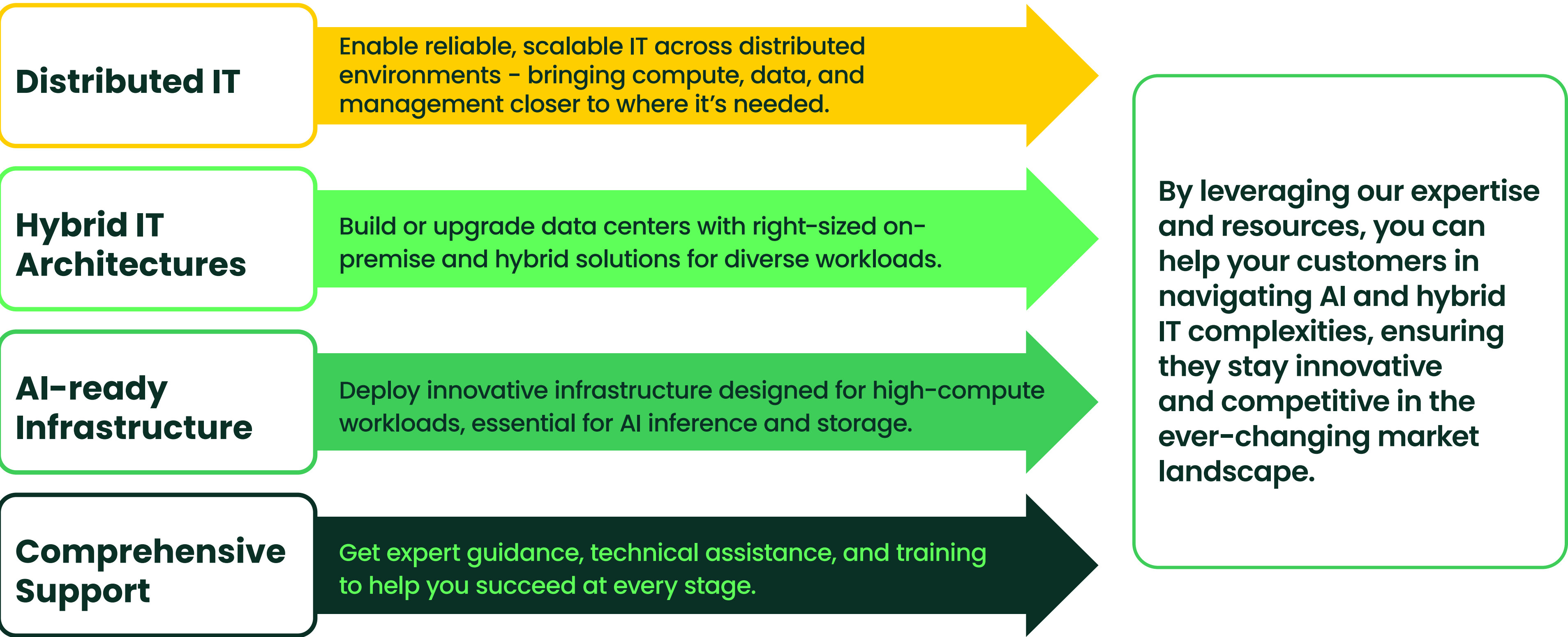
IT opportunities in
the AI era

IT opportunities in the AI era

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:



Partner Ecosystem
overview

Partner Ecosystem overview



Bridging the gap between IT and OT

Empowering partners through a unified ecosystem

Partner Ecosystem overview

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

- 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

Critical
Infrastructure
Certification

Connecting
two partner
programs within
an ecosystem

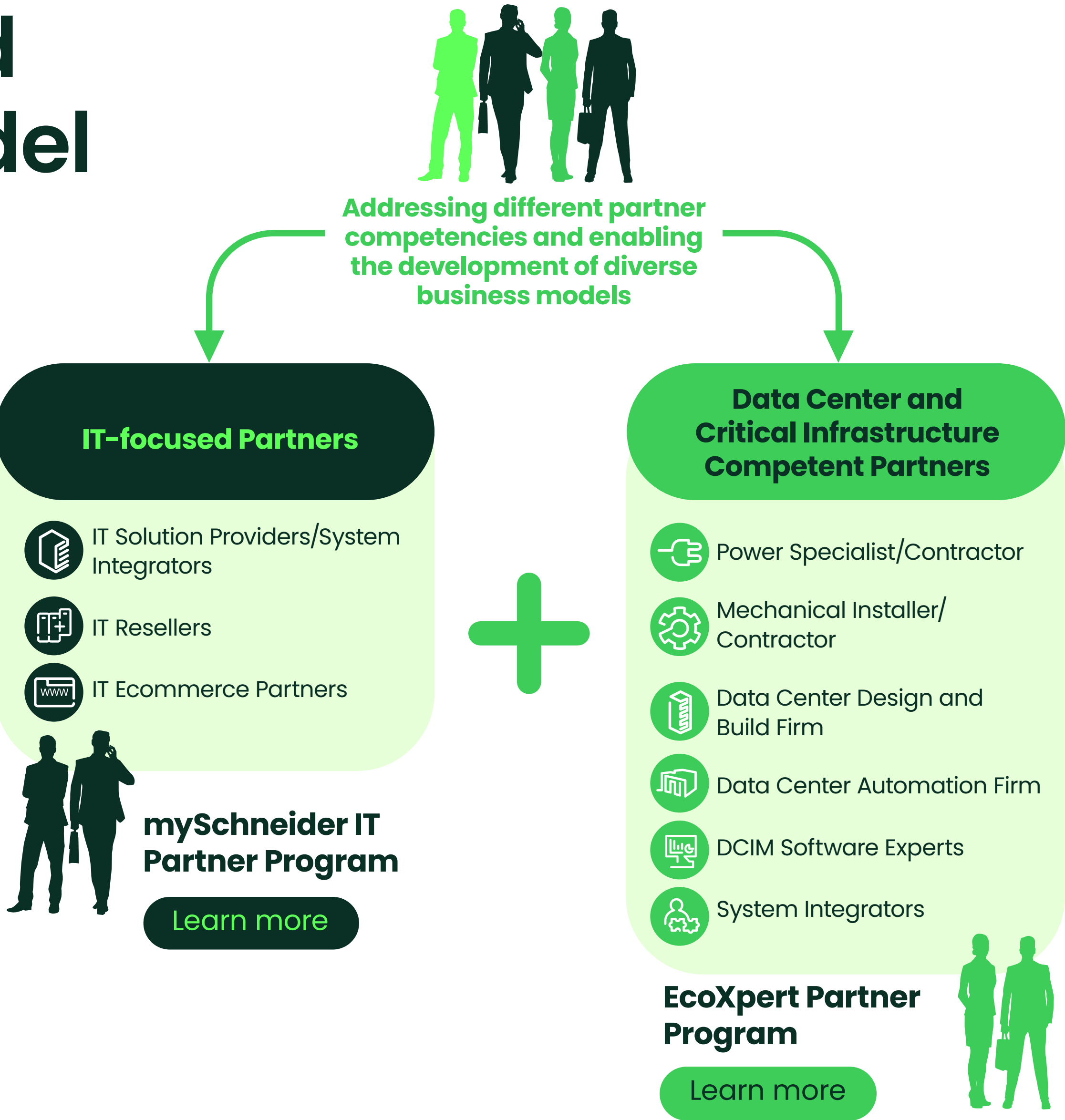
Our diverse, common ecosystem creates a one-of-a-kind shared space for both IT and OT partners

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.



mySchneider IT Partner
Program overview

mySchneider IT Partner Program overview

An evolving partnership of the future

Strengthen 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.



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 overview

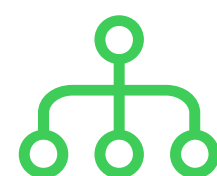
mySchneider IT Partner Program

	IT Solution Provider	Ecommerce
Elite	✓	✓
Premier	✓	✓
Select	✓	✓

Differentiate your business in the long term

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

mySchneider IT Partner Program overview



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.

Get the most of your partnership

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

mySchneider IT Partner
Program overview

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.



What the program offers

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

mySchneider IT Partner Program overview

Opportunity Registration Program (ORP): Financial incentives 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.

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

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.



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

Future-ready
certifications to help
build your business

Future-ready certifications to help build your business



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.

Future-ready
certifications to help
build your business

A man with glasses is looking at a laptop. The background is dark with green light trails and server racks.

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.

A woman is looking at a laptop. The background is dark with green light trails and server racks.

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

IT Solution Provider Certification overview

IT Solution Provider
Certification overview

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 Solution Provider
Certification overview



IT Solution Provider Certification benefits

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

- Access to industry-leading configurators
- Marketing support
- Dedicated account manager
- Enrollment into Rebate program
- 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
Certification overview

IT Solution Provider	Select	Premier	Elite
Profitability			
Opportunity Registration Program (ORP)	✓	✓	✓
Passed to Partner Opportunities (P2P)			✓
Rebate (differs by Levels)	✓	✓	✓
Enablement			
Partner Locator Listing	✓	✓	✓
Design Portal	✓	✓	✓
Training on Products, Solutions, and Market Trends	✓	✓	✓
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	✓	✓	✓
Access to Program Dashboard	✓	✓	✓

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.



Ecommerce Certification overview

Ecommerce
Certification overview

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:

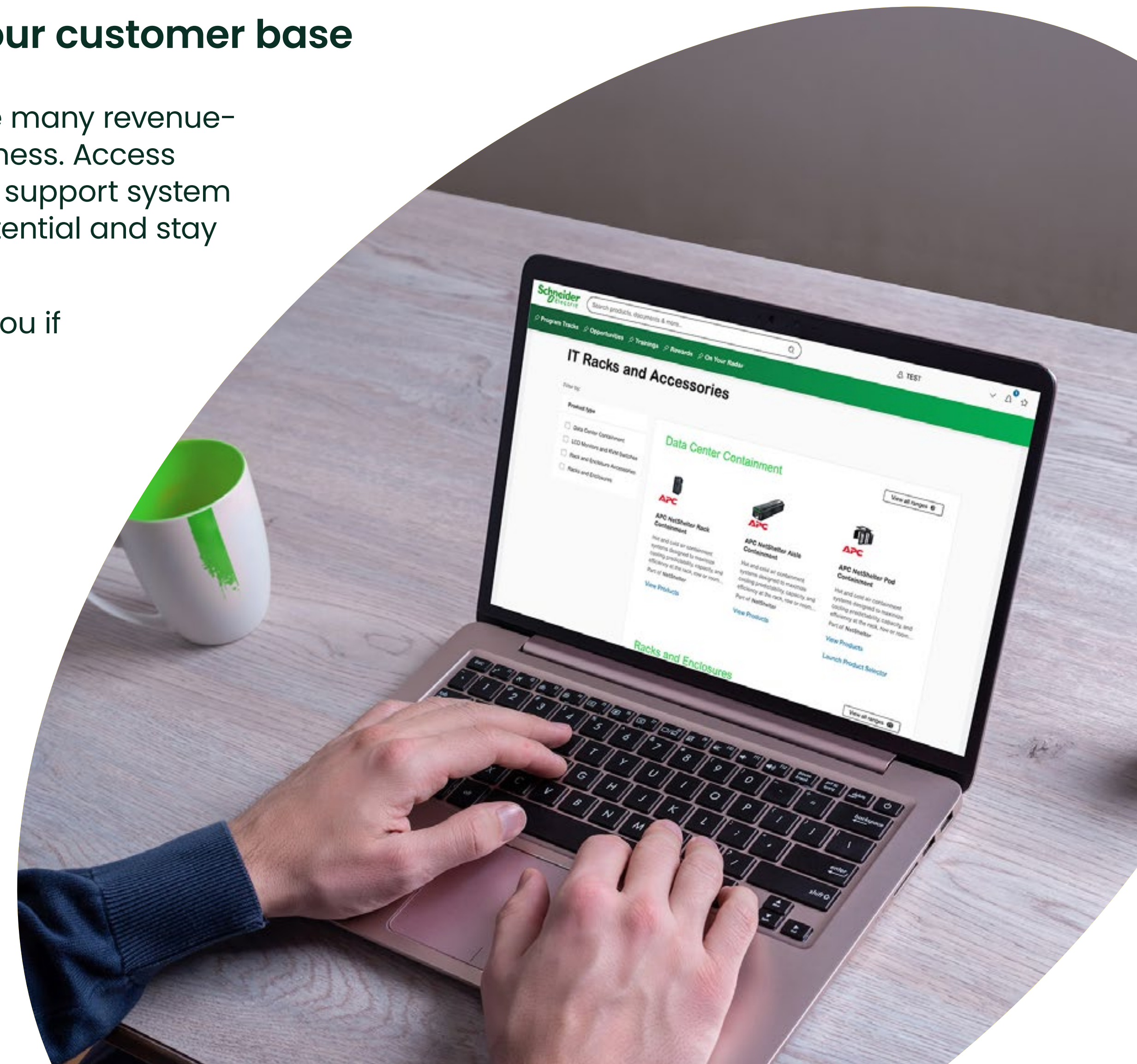
- Digital Reseller
- Pure Online Retail Player
- Cross-Channel Retailer

Deliver and drive the best online experience for customers.

Ecommerce
Certification overview



This Certification is by Invitation only. Please register in mySchneider portal first and come to us!



Ecommerce Certification benefits

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

IT Solution Provider	Select	Premier	Elite
Profitability			
Financial Incentives (vary by Level)	✓	✓	✓
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			✓
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.

Ecommerce Certification requirements

Steps to Ecommerce partner status

Applying for the Ecommerce Certification is quick and easy.

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



Digital
presence
in the local
market



E-procurement
platform



Expertise and
competency in
IT products



IT categories
included in the
portfolio



Up-to-date
product detail
pages or
product catalog



Performance
and
engagement

How to join the mySchneider IT Partner Program

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](#)[Register as IT Partner – guide](#)

Are you an existing partner?

[Log in here](#)

How to join the
mySchneider IT Partner
Program



About Us

Schneider Electric

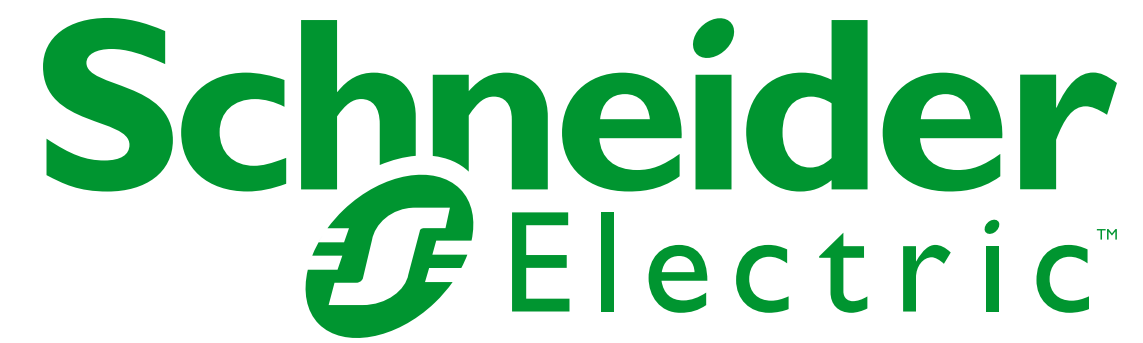
Schneider Electric is a **global energy technology leader**, driving **efficiency and sustainability** by electrifying, automating, and digitalizing **industries, businesses, and homes**. Its technologies enable buildings, data centers, factories, infrastructure, and grids to operate as open, interconnected 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

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