

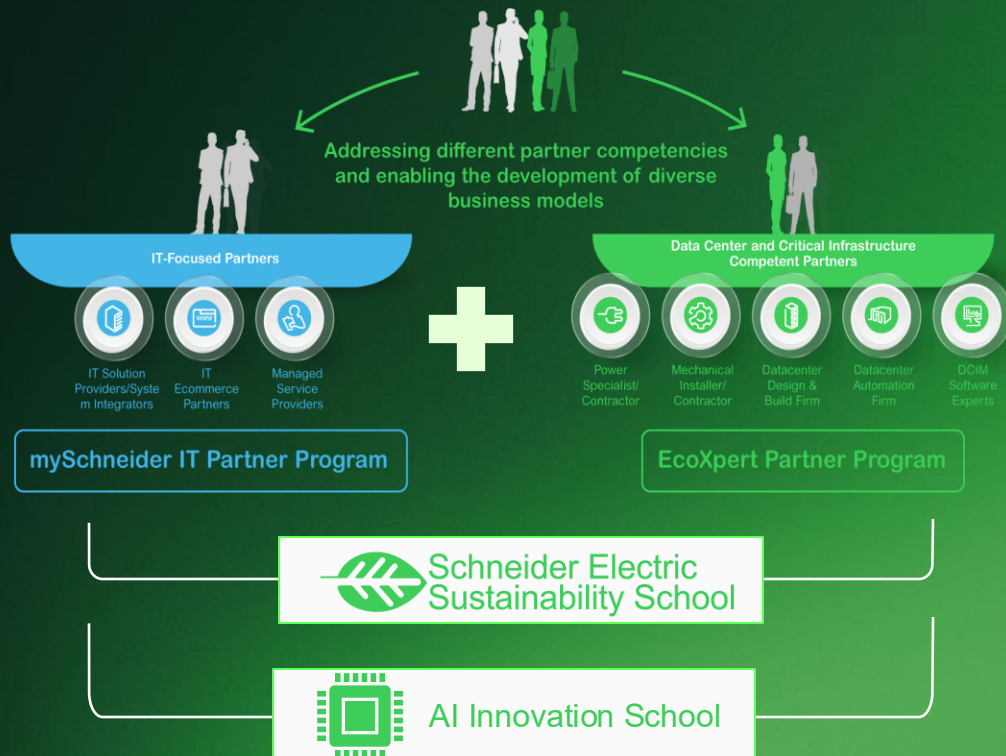
A new Era

Partnering for Growth & Efficiency

Evolution of Partner Program



Addressing diverse business models and competencies



The Schneider electric IT Partner Ecosystem help develop your diverse business models in an array of IT and OT competencies through a wide-range of dedicated and business-driving certifications

Defining the Correct Track for Partner Business Development

mySchneider IT Partner Program

	IT Solution Provider	ECommerce	Distributor Portal
Elite	✓	✓	
Premier	✓	✓	
Select	✓	✓	

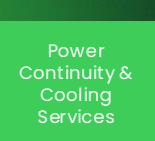
Join the Program today



- ✓ You are IT Reseller / Etail / Ecommerce / IT Solution Provider partner
- ✓ Join IT Solution Provider Certification and grow with us on Edge Computing and Software directions
- ✓ Develop ecommerce business? Contact us today!

EcoXpert Partner Program

Data Center & Critical Infrastructure Certifications

	 Power Continuity	 Precision Cooling	 Data Center Infrastructure Management (DCIM)	 Critical IT Infrastructure	 Power Continuity & Cooling Services
Master			✓	✓	✓
Certified	✓	✓	✓	✓	✓

Assess your Competency to become EcoXpert



- ✓ Complete pre-assessment with Schneider expert
- ✓ Define the future business plan with us on Solutions & Software to achieve Revenue Target
- ✓ Empower people by mandatory technical Trainings
- ✓ Start your journey with the competency-based program



MEA Region 2026 Snapshot

THEN → NOW — six years of channel ecosystem growth

2020

ECOSYSTEM 2020

-  **100+** Countries
-  **70+** IT Distributors
-  **71** Elite Data Center Partners
-  **0** ITSP Partners
-  **0** E-commerce Partners
-  **~9,000** Resellers universe

No structured partner program in place

2026

ECOSYSTEM 2026

-  **100+** Countries
-  **75+** IT Distributors **+5**
-  **34** Critical IT Infrastructure EcoXpert Partners **NEW TIER**
-  **90+** Certified Power / Cooling EcoXpert Partners **NEW TIER**
-  **200+** ITSP Partners **NEW**
-  **115** E-commerce Partners **NEW**
-  **13,000** Resellers universe **+4,000**

 **Partner Programs for all Channel Segments + Basket Promo**

CHANNEL PROGRAMS AVAILABLE TODAY



Distribution



EcoXpert Critical IT



EcoXpert
Power/Cooling



ITSP



E-commerce

Start your journey with us and grow the competency

Enable partners to help their customers adapt to AI technologies with practical integration, scalability, resiliency, and agility.

AI Innovation School

Open for all IT partners



Sustainability School

Open for all IT partners



Secure Power Academy

Newcomers and existing certified IT partners



Program certification

Trainings per Program / Certification

mySchneider IT partner program

EcoXpert partner program

Focus on Edge Networks & Solutions

Software specialization
Available online

Specialized in Power or Cooling

Technical deep dive in strategic products
Service involved
Practical knowledge and interactive approach

Specialized in Critical IT Infrastructure

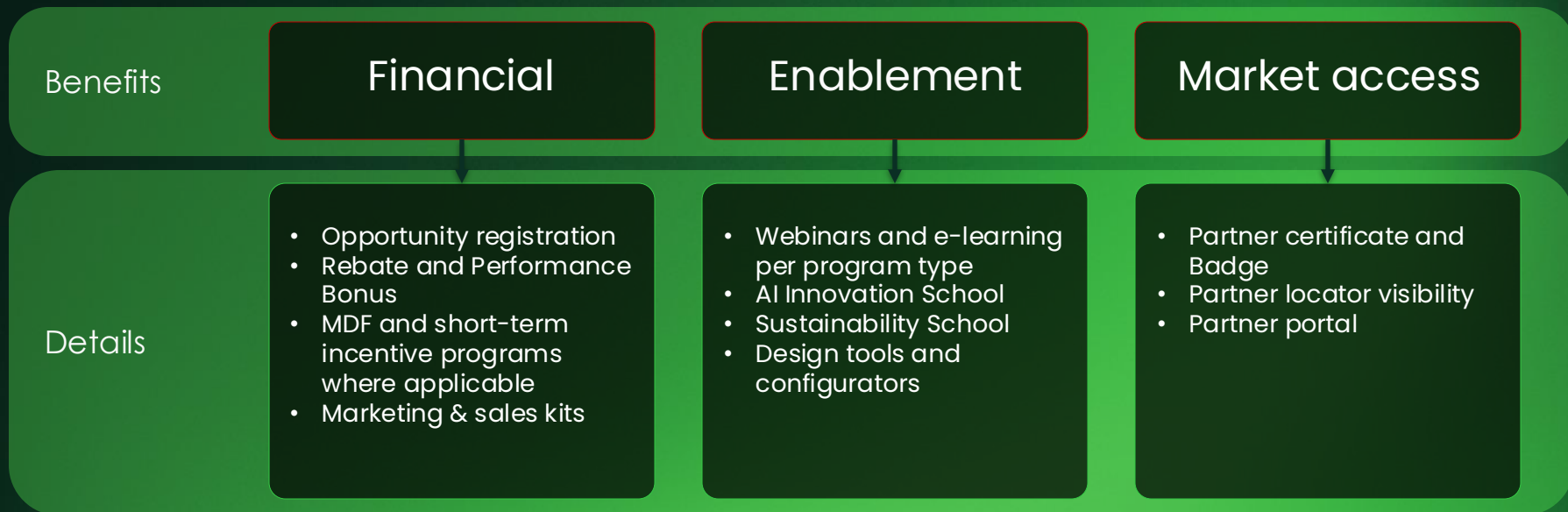
Complex approach
Data Center – segment specialization
All in One – PreFab competency

Niche badges for Software & Services

More niche trainings
Limited access to the trainings

- Certifications not only about Hardware but includes Software & Services elements

Unlock program benefits and sell more



Programs are not just badges—they create capability, profitability, and customer visibility

Select Partner
APC IT Solution Provider

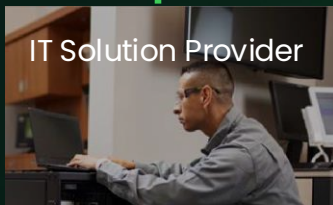
Schneider
Electric

mySchneider IT Partner Program

IT Solution Provider certification

Schneider
Electric

ITSP certification 2026



IT Solution Provider

Self-enrollment

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.

Partner Level / Badge

Partner Level Requirements

Partner Level Benefits

Partner Level Benefits / Loyalty program

SELECT

mySchneider registration

1 certified specialist

Min revenue 50k\$

mySchneider access

Trainings & Webinars

Design portal (limited)

Deal registration form

Marketing & sales kits

Locator on se.com

PREMIER

mySchneider registration

2 certified specialists

ORF of registered and approved – 5 per year

Min revenue 0.1m\$

Dedicated account mgr

mySchneider access

Trainings & Webinars

Design portal (limited)

Deal registration form

Marketing & sales kits

Locator on se.com

ELITE

mySchneider registration

2 certified specialists

ORF of registered and approved – 7 per year

Min revenue >0.5m\$

Dedicated account mgr

mySchneider access

Trainings & Webinars

Design portal (limited)

Deal registration form

Marketing & sales kits

Locator on se.com

Rebate based on Partner Level and Target

ITSP Requirements: Training for Year 1 in the certification



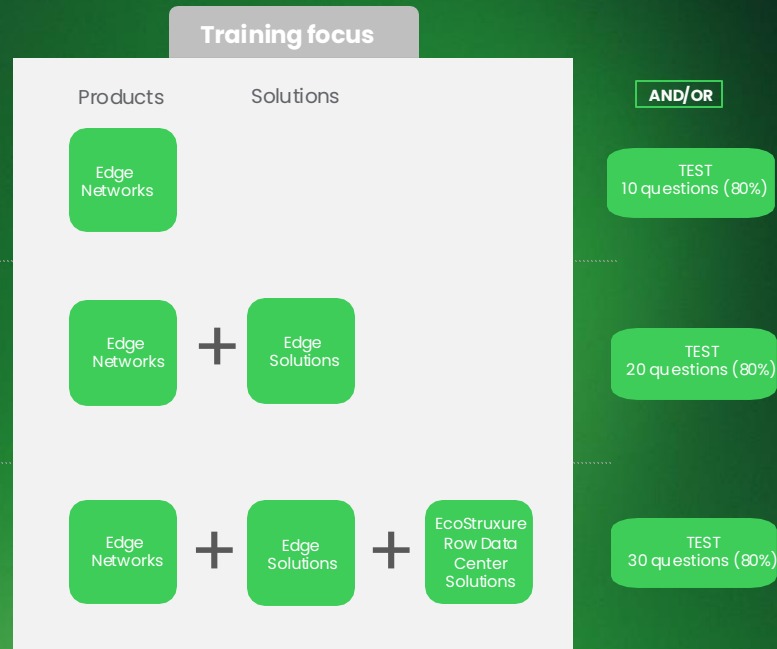
Minimum **1 trained** individual in **1 curriculum**
Recommended for: Internal Sales, Sales Support, Non-technical Sales



Minimum **2 trained** individuals in **2 required curricula**
Recommended for: Technical Sales Support, Technical Sales, External Sales



Minimum **2 trained** individuals in **3 curricula** (one person could cover multiple curricula)
Recommended for: Technical Sales Support, Technical Sales, External Sales



ITSP Requirements: Training for Year 2 in the certification

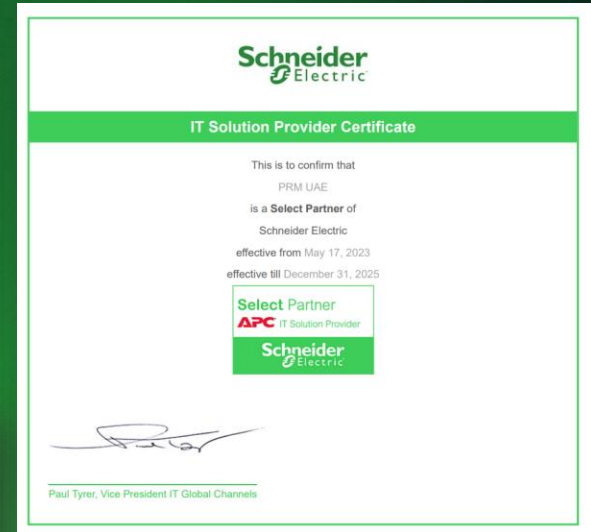
Annual recertification training :
local webinar OR other options available in mySchneider portal

ITSP Benefits: Badge and e-Certificate

HOW can a partner extract Badge and Partner Certificate?

- Partner needs to have a mySchneider account
- Partner needs to be an IT Solution Provider certified partner (Select, Premier, or Elite)
- Partner needs to go to Certifications/Programs tab and find Eligible Programs
- Under ITSP certification on partner dashboards badge and certificate can be downloaded

The screenshot shows the 'IT Solution Provider' dashboard. At the top, there's a navigation bar with 'Certifications', 'Opportunities', 'Trainings', and 'Topics for you'. Below this, a breadcrumb trail reads 'Overview > Certifications > Enrolled'. The main heading is 'IT Solution Provider', followed by a paragraph explaining the program's purpose. To the right, there's a 'Send us Feedback' button. Below the heading, a 'Program Level' section shows a progress bar with four stages: 'Enrolled' (checked), 'Select' (checked), 'Premier' (unchecked), and 'Elite' (unchecked). A message states: 'You are a Select Level Partner. Continue achieving your targets to maintain your current level and work towards leveling up to Premier.' To the right of the progress bar, there are two buttons: 'Download certificate' and 'Download Badge'. Above these buttons is a small badge preview showing 'Select Partner', 'APC IT Solution Provider', and the 'Schneider Electric' logo.



ITSP Benefits: Partner Locator

Increase partner visibility on the market

The screenshot displays the ITSP Partner Locator interface. At the top, there are navigation tabs: Services, Solutions, Homeowner, Support, and Company. Below these is a map of the Middle East and surrounding regions. On the left, there are filters for 'Location' (set to United Arab Emirates) and 'Search by company name'. Below these are certification filters: 'IT Solution Provider' (checked), 'Edge Software & Digital Services', and 'Ecommerce'. The main area shows two partner listings. The first listing is for 'Abu Dhabi, United Arab Emirates' with contact details: +971545737385, Website, and email adnan@alaberah.com. The second listing is for 'Sharjah, United Arab Emirates' with contact details: 00971506462173, Website, email ujwal@arcommec.com, and operating hours: Open 09:00 AM - 07:00 PM Today. A 'Select Partner' button with the APC logo is visible next to the first listing.

HOW can a partner get access to Partner Locator data?

- Partner needs to have a mySchneider account
- Partner needs to be an IT Solution Provider certified partner (Select, Premier, or Elite)
- Account Admin can agree on making Company profile visible on se.com partner locator (go to Profile in mySchneider)

The screenshot shows the 'Profile' page of a partner. It has tabs for 'Personal Information', 'Company Information', and 'Manage public profile'. The 'Manage public profile' tab is active. There are two radio buttons for 'Yes, please include my company details on the online locator (based on eligibility and approval)' and 'No, I do not wish to include my company information'. Below this is the 'Public Display Information' section, which includes a disclaimer about the information being used for the locator and a field for 'Company Name' with a 'PRIVACY' link.

The screenshot shows the profile of 'Al Aberah Electrical & Mechanical Works Est.'. It includes contact information: 01143111111, 01143111111, and email alaberah@alaberah.com. It also features a map of the company's location in Sharjah, UAE. The profile is categorized under 'IT Solution Provider' and 'Schneider Electric'. It lists 'Specialization' in Edge Computing, Edge Systems, and Networks, and 'Market Served' in Cloud & Network Provider, Data & Network Provider, and Power & Grid.

ITSP Benefits: Rebate program

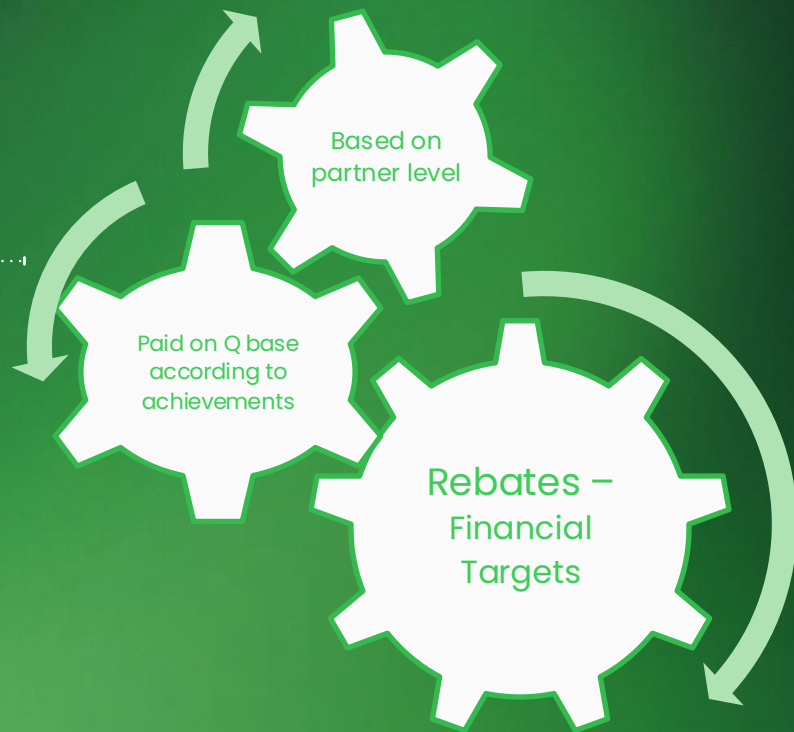
Financial benefits are conditioned to:

- Business performance as per a specific revenue ambitions
- Focus on 1ph UPS and Racks business as a base of Rebate calculation
- **Only certified partners are applicable for Rebate program**

Based on Program level

Up to 3%

Agreed targets and signed Rebate contract



How to activate Rebate access?

1

Get ITSP badge

Open for all IT partners to join, Badge is confirmed by SE

2

Sign ITSP Rebate Agreement

Prepared with SE representative

- **mySchneider** portal registration
- Updated company profile
- At least 1 person completed Training:
 - Edge Networks for new
 - Recertification options for an existing partner

Schneider side:

- Negotiate the Revenue Target split per Quarter
- Fill in Agreement and initiate docusign process
- Confirm Agreements signing and all criteria achievement

Partner side:

- Confirm Revenue Target split per Quarter
- Send email to be used for docusign process
- Sign agreement
- Activate Rebates based on Target achievement!

Unlock program benefits

EcoXpert Partner Program

Data Center & Critical Infrastructure certifications

Targeted customers and application

Data Center



- Data Center Edge, Telco, C&SP
- IT Infrastructure, communication and networking
- Security, access control

Commercial and Industrial Buildings



- Security systems, access control
- CCTV & Emergency lighting
- Building management
- Lift Labs Broadcasting

Healthcare



- Data Center
- Medical Equipment
- Operating Theatre & Patient Care
- Radiology, Tomography & MRI
- Labs

Process Industries



- IT Infrastructure
- Clean Room, HVAC
- Critical Process automation
- Automation system for TFT, Plasma, LCD
- Manufacturing Test & Assembly

Industrial Manufacturing



- IT Infrastructure
- Process Control Systems: SCADA & DCS
- Emergency, Security Systems
- Integrated Monitoring & Automation
- Signalization Lamps
- Control Center
- Building automation

Data Center and Critical Infrastructure Providers – companies with design and engineering expertise and project business model

Data Center Design and Build



Cooling Specialist



Power Specialist



System Integrator
Building/Power/Industry



Contractors
electrical,
mechanical and
automation



Service Provider



EcoXpert Partner Program Snapshot

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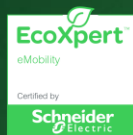
Competency Certifications

Expertise that is driving digital, efficient, and sustainable solutions for our customers.

Building & Residential Automation



Grid and New Energy Landscape



Data Center Infrastructure & Management



Power Distribution & Management



6

Segment Specializations

Understanding and resolving the criticalities that our customers face every day.



Data Centers



Healthcare



Hotels



Life Sciences



Real Estate



Retail

[Discover the EcoXpert certifications and specializations](#)

Schneider
Electric

Reveal EcoXpert Segment Specializations

Exclusive expertise to tackle strategic segments and deliver customer value



Data Center

Design, integrating, and commissioning data centers, using Schneider Electric's full portfolio for IT, Building and Power domains.



Healthcare

Future-ready solutions powered by integrated electrical and automation systems for efficient, and cost-effective operations.



Hotels

Connected systems and open, data-driven platforms for personalized guest experiences, net-zero goals, and efficiency.



Life Sciences

Optimized HVAC and integrated systems to endure reliable, energy-efficient and carbon-neutral facilities.



Real Estate

Integrated electrical, automation, and digital systems that reduce stranded asset risk and enable zero-carbon, resilient operations.



Retail

Connected, optimized systems and integrated lifecycle services for enhanced customer experience and sustainability.



Benefits to Partners

- Partner with Segment Sales Team
- Priority Access to Key Accounts
- Get Segment-Specific Resources
- VIP Business Assistance
- Connect with Tech Partners



Duties to Partners

- Pre-required EcoXpert Certification in specific badge(s)
- Sign NDA for Key Accounts
- Declare Projects in mySchneider
- Engage 2 Certified Employees
- Complete Specialization Training Path
- Create Segment Business Plans
- Maintain Expertise via Updates

Solutions and services for EcoXpert Certification

We have established a list of hardware, software and services that partner must focus on to achieve EcoXpert Certification

	Buy and resell hardware, software and service products				Perform service
Hardware	 3-Phase Data Center and Facility UPS 3-Phase Lithium-ion Battery Cabinets 3-Phase IT Power Distribution - UPS Management	 - Room Air Conditioners - Chillers and Heat Rejection - Close Coupled Air Conditioners - Air Distribution		 - EcoStruxure Data Center Solutions - Prefabricated Data Center Modules 3-Phase Data Center and Facility UPS - Cooling Solutions - Racks & Rack Power Distribution - Room & Row Power Distribution	
Software	- EcoStruxure IT Expert - EcoStruxure IT Data Center Expert - EcoStruxure IT Netbotz	- Cooling Optimize - EcoStruxure IT Data Center Expert - EcoStruxure IT Expert - EcoStruxure IT Netbotz	- EcoStruxure IT Expert - EcoStruxure IT Data Center Expert - EcoStruxure IT Netbotz - EcoStruxure IT Advisor - Cooling Optimize - Advanced customer services	- EcoStruxure IT Expert - EcoStruxure IT Data Center Expert - EcoStruxure IT Netbotz - EcoStruxure IT Advisor	
Service Products	- Critical Power Installation Services - Critical Power Extended Warranties - Critical Power Maintenance Contract - Critical Power On Demand Services - UPS Replacement Batteries - EcoFit™ Replacement for UPS - EcoFit™ Life Extension Advanced for UPS	- Cooling equipment Installation Services - Cooling equipment Extended Warranties - Cooling equipment Maintenance Contract - Cooling Equipment On Demand Services - EcoFit™ Replacement for Cooling	- Cooling equipment Installation Services - Cooling equipment Extended Warranties - Cooling equipment Maintenance Contract - UPS Replacement Batteries - Critical Power & Cooling On Demand Services - EcoCare for Modular Data Centers	- Critical Power and Cooling Installation Services - Critical Power & Cooling Extended Warranties - Critical Power & Cooling Maintenance Contract - UPS Replacement Batteries - Critical Power & Cooling On Demand Services - EcoCare for Modular Data Centers	- Installation Services - Extended Warranties - Maintenance Contract - On Demand Services - UPS Replacement Batteries - EcoCare for Modular Data Centers - EcoFit™ Replacement for Power Supplies - EcoFit™ Life Extension Advanced 

EcoXpert Program Requirements

Business and competency requirements per certification and level:

EcoXpert Program requirements	Registered	Certified	Master
Business Requirements			
Signed annual EcoXpert Partnership contract		✓	✓
Minimum targeted yearly business revenue		✓	✓
Annual business plan and business review		✓	✓
EcoXpert solution and partnership promotion	✓	✓	✓
Registration to mySchneider	✓	✓	✓
Competency requirements			
Minimum number of accredited employees and accreditation level		✓	✓
Trainings updates on new offers and technologies		✓	✓

EcoXpert Certifications on mySchneider platform

Five EcoXpert Certification pages with content customized by EcoXpert badge

EcoXpert Program resources and two-way communication

Topics for You
EcoXpert
Certification

Trainings and
Webinars

Access to
commercial and
marketing tools

Support and
Communication

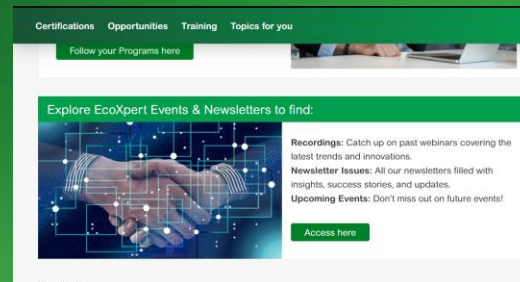
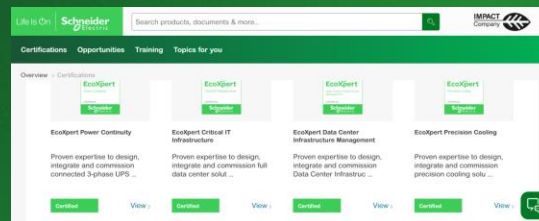
EcoXpert digital experience:

- mySchneider pages by EcoXpert Certification Badge
- EcoXpert Events and Newsletters
- EcoXpert Corner providing content for all 16 EcoXpert Badges



Access mySchneider Platform here:

mySchneider Platform

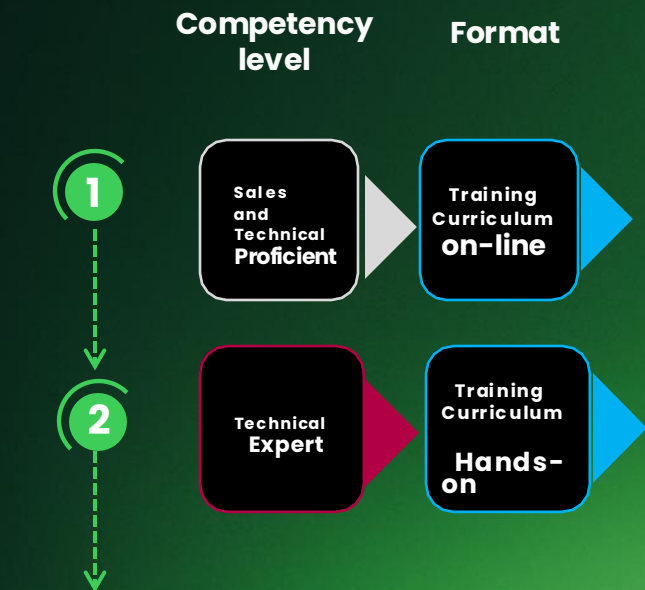


Schneider
Electric

EcoXpert Certifications – trainings

NEW: Online and hands-on training in Demo Centers, offering enhanced certification paths for each EcoXpert Badge, focused on winning with SE solutions and mastering how to select, design, integrate, and commission them

Certified level – **2 specialists**
Master level – **4 specialists**



Duration by Badge

Specialist accreditations requested for EcoXpert Certification	Certified		Master	
	Sales	Technical	Sales	Technical
Power Continuity	8h online + 2 days in-person			
Precision Cooling	4h online + 3 days in-person			
DCIM	Mix of different curricula – 9h online			
Critical IT Infrastructure	3h online	1.5h online + 4 days in-person	Under preparation	1.5h online + 4 days in-person
Power Continuity & Cooling Services				

Individual Accreditation and EcoXpert Company Certificates and Badge



Individual Accreditation

- Partner specialists receive individual accreditation upon successful completion of the certification training.
- Each EcoXpert Certification-Badge requires a specified number of individual accreditation
- EcoXpert individual accreditation is valid for 2 years



Get your company EcoXpert Certificates

- A partner organization earns the EcoXpert Certificate and Badge once it achieves the required number and level of individual accreditations and meets all business requirements
- EcoXpert certifications and Badges are valid for 1 year and require re-certification to maintain their status



Financial benefits – Performance Bonus

Financial benefits are conditioned to:

- Certified and Master levels only
- Business performance as per a specific revenue ambitions
- Completion of business development plans
- Proof of execution of actions and investments (proof of payment)

Based on Program badge & level

Agreed targets and signed EcoXpert contract

Up to 6% rebate



Global EcoXpert Locator

helps customers find certified EcoXpert partners worldwide. EcoXperts are Schneider Electric-trained and certified companies specializing in EcoStruxure™ solutions for building automation, power management, data center and critical infrastructure

Unique in its industry, a truly **global, cross-expertise ecosystem** of

EcoXperts



Global EcoXpert Locator

Key Features of the Locator

- Search by location to identify local EcoXpert partners
- Filter by specialization Data Center, Healthcare, Life Sciences,...
- Filter by expertise (e.g., Data Center Solutions, Prefab Modular, Cooling , DCIM,...)
- Provides contact details and partner information for collaboration

You are not our Partner? Start Journey with us!

Select – Join – Empower●

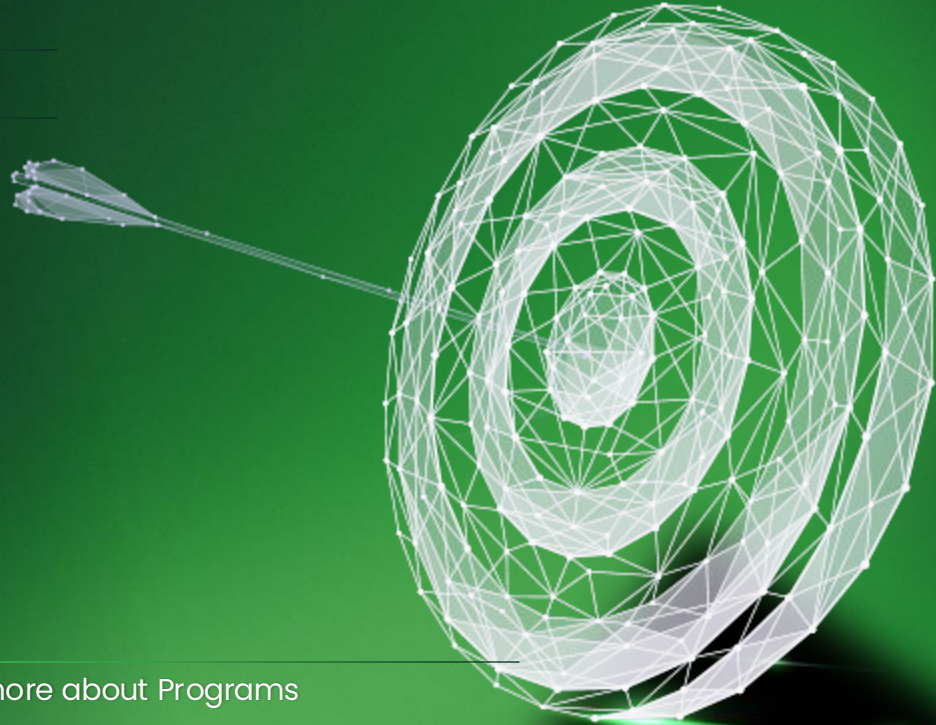
Partner relationship



- ✓ Pass registration in mySchneider portal as IT Channel Partner
- ✓ Contact the local representative to learn more about Certification selection



< Learn more about Programs



Advancing Energy Tech



se.com

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