



SIEMENS

Siemens Solution Partner – Building Automation

Become a Siemens Solution Partner

Convincing your customers' decision makers to choose your company requires a great deal of effort. Siemens helps you win new business and stay ahead of the competition. We seek long-term relationships with strong partners to serve their local markets. Being a Siemens partner has many advantages:

Products and Systems

- You get a comprehensive portfolio of products and systems from a single source. Our reliable and energy-efficient products and systems are backed by 30 years of experience and application know-how. This solid set of products, paired with rich programming tools and extensive control application libraries and modules lets you create compelling solutions for your customers.

New Systems are Always Backwards Compatible

- Preserving customers' past investments in controls is paramount to Siemens product strategy. Siemens control products released decades ago function alongside control products released just weeks ago, which contain the latest and greatest web-based technologies the industry has to offer. Expansive portfolio of integration drivers facilitates backwards compatibility with third-party products as well.

Regional Operation Managers for Technical Training and Local On-Site Support

- Siemens Solution Partners can participate in a large variety of training courses and get access to corresponding support material. With the knowledge of Siemens at your fingertips, you learn about the latest technologies faster and more efficiently. Siemens helps you quickly master the technology with visits by dedicated regional operations managers. These managers are also available to assist in customer system implementations.

Answers for infrastructure and cities.

24/7 Access to Technical Support Direct From the Manufacturer

- A vast repository of support documents like knowledge-based articles are available to you and your team. Siemens technical personnel can also be contacted to support you with a range of services, like answering technical inquiries, to help you keep your customers' systems running at peak efficiency.

Field Purchasing Guide

- Benefit from Siemens purchasing power with access to deep discounts on purchases from third-party companies. Reduce your costs with Siemens pre-negotiated discounts on a wide range of HVAC and control products which are available for use on Siemens Solution Partner projects. The guide includes but is not limited to dampers, actuators, network and communication wiring, electrical relays, computers, sensors and more.

Resources and Documentation in Support of the Consulting Engineering Community

- Access to up-to-date specifications and specification creation tools based on Siemens products.
- Access to Siemens-built lunch and learn programs for improving domain knowledge and earning Continuing Education Credits (CEU's) and Professional Development Hours (PDH's).
- Leave-behind technical white papers.

Marketing and Certification

- Stand apart from the competition with the brand equity and recognition that comes with displaying the exclusive Partner logo. Grow your business by proudly offering solutions based on Siemens engineered products, with the backing of a global powerhouse.
- Various marketing deliverables and regional co-marketing support is also available to help you promote your business.

Co-Op Marketing Funds

- Funds may be available to you for special events, sponsorship opportunities, and personalized marketing pieces.

Ultimate Partner Rewards Program

- The rewards program acknowledges our partners' outstanding sales performance and growth.

Dealer Advisory Council

- Our partners have the ability to provide input into the development of Siemens products, initiatives, and programs.

Partner Summit

- The Solution Partners Summit is an event specifically for our partners to come together and share best practices and recognize achievements, great and small. In addition, it is an excellent time to experience our products in sales and application training as well as our tradeshow event where our product managers will be on hand to answer questions.

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"At Siemens, we are the trusted technology partner for energy-efficient, safe and secure buildings and infrastructure."

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