Manufacturing Execution Systems
SIMATIC IT Solution Partner Program
SIMATIC IT Partner Program

Mission

The role of industrial IT and industry software is becoming more and more important. In production, products and processes can change from one minute to the next; new products have to be developed and brought to market faster than ever before. With IT and software solutions from Siemens, our customers save time, resources and costs.

The Manufacturing Execution System SIMATIC IT is a great enabler to support improvement steps in the manufacturing environment and SIEMENS aims to become the world’s leading Manufacturing Execution Systems (MES) software provider.

To achieve this target, Siemens is working with partners providing their industry know how to jointly address the market with the entire MES portfolio.
SIMATIC IT is a part of the Siemens Solution Partner Program, a comprehensive and successful program hosting individual Partner Modules under one common framework.

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<th>Specialist</th>
<th>Industry</th>
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<td>Distributed Field Installation System</td>
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<td>Industrial Energy Efficiency</td>
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## SIMATIC IT Partner Program
### Benefits for the Partner

### Marketing
- Market / Industry intelligence
- Demand generation
- Global Partner visibility
- Partner promotions (profile, success)
- Competitive positioning
- Product demo support

### Selling
- Promotions & events
- Sales tools and knowledge platform
- Lead generation
- Sales Workshops

### Training & Enablement
- Wide training offer (standard & customized, classroom & on-site)
- E-learning on-demand
- Sales training

### Techn. Support
- Dedicated technical pre-sales
- Dedicated technical support (TSS)
- TSS online knowledge base

### Other
- Discount matrix based on volume
- Development Licenses
- Partner Briefing Sessions

### Collaboration
- Dedicated Partner Manager
- Network access to the Siemens Automation world and Center of Competences
- Account / Opportunity collaboration

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SIMATIC IT Partner Program
Solution Partner level definition

Solution Partner

• Understanding of the MES market and targeted industry vertical
• SIMATIC IT portfolio suits the demands of existing customer base/market
• Investment in basic training for technical and sales staff
• First identified opportunity

Qualifying Partners

• Commitment to sales, marketing and demand-generating initiatives
• Accountable to an agreed individual Performance indicators
• Update on training and certification
• Sales, implementation and service of at least one MES project under own responsibility
• Creation of one positive customer reference

Solution Partner Specialist

• Commitment to sales, marketing and demand-generating initiatives
• Accountable to an agreed individual Performance indicators
• Update on training and certification
• Sales, implementation and service of at least two MES project under own responsibility
• Creation of two positive customer references
SIMATIC IT Partner Program
Partner development path

Qualifying Partner

Solution Partner
Automation

Manufacturing Execution System SIMATIC IT

max 12 months

Start:
• Letter of Intent LOI
• Basic Training scheduled
• First opportunity identified

Finish:
• Basic Training finished
• First project sold

Start:
• Partner Contract SP
• Project Implementation started
• Performance Indicators defined

Finish:
• 1 customer reference
• Training update
• 1 project sold
• Certification achieved

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SIMATIC IT Partner Program
Partner life cycle

Solution Partner
Automation
Manufacturing Execution System SIMATIC IT

Solution Partner
Automation
Specialist
Manufacturing Execution System SIMATIC IT

Start:
- Partner Contract SP
- Project Implementation started
- Performance Indicators defined

Finish:
- 1 customer reference
- Training update
- 1 project sold

Start:
- Partner Contract SPS
- Project Implementations started
- Performance Indicators defined

Finish:
- 2 customer reference
- Training update
- 2 project sold
- Certification achieved

Upgrade or downgrade according to performance possible
SIMATIC IT Partner Program
Measure performance: Certification & KPI’s

SIMATIC IT Certification on training based on chosen portfolio focus

Example: Production Suite MES

- 2 x Training Production Suite – Basic
- 2 x Training Historian – Basic
- 1 x Sales Training

SIMATIC Partner Program KPI’s

- Yearly technical certification
- Comprehensive partner portfolio towards final customer
- Joint Business planning
- Turn over review
- Customer satisfaction report(s)
SIMATIC IT Partner Program
Choose focus: Region, Industry, Portfolio

Single region or multi region

Industry Sector with expertise

Product(s) fit(s) to customer base

R&D Suite
Integrating R&D and manufacturing processes, workflows and data

Intelligence Suite
Real-time data monitoring and historical data collection in a unified environment

Production Suite MES
Production management and execution

Life Science
Electronic batch recording
Weigh and dispense

Line Monitoring System*
OEE/KPI’s, Energy Monitoring and Maintenance with WIN CC
*available from mid 2013

MIS
Historian DB Reporting

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Less Customization
Standards-based
Flexibility
Scalability
Maintainability
Repeatability
Compatibility

Efficient application engineering and standardization through a modular approach and the reuse of model sections for lower TCO
### SIMATIC IT Partner Program

Industry libraries with repeatable functionality

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<th>Process Industries</th>
<th>Discrete Manufacturing</th>
<th>Life Sciences Industries</th>
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#### ‘MES in a Box’ for:
- Primary Production Mgt
- Secondary Production Mgt

Including:
- Integrated Quality
- Asset & Utilities Mgt

#### ‘MES in a Box’ for:
- Assembly & Complex Manufacturing
- Assembly in a box
- Automotive

Including:
- Quality and Non conformance

#### ‘MES in a Box’ for:
- Electronic Batch Recording (eBR)
- Weighing & Dispensing

Including:
- Integration with R&D Suite functionality: Specification Management, LIMS, ELN, Formula Workbench
Your gateway to tools, presentations, brochures, deliverables and much more….

References and success stories

Market trends and Product news

White papers, brochures and presentations

Press & Publications

Event calendar

SIMATIC IT Partner area
SIMATIC IT Partner Program
Global visibility with the partner finder

Solution Partner Finder

Are you looking for a qualified Solution Partner to support you in implementation of your requirements, or are you looking for reference projects in which particular requirements were met?

With the aid of the selection criteria you can perform a search specifically according to your needs.

You can establish contact simply and quickly via the “Inquiry” form.

Partner search

Technology

Industry

Country

Company/ZIP code

Search word

Zip code

Search

Note
Please note that the search criteria entered are linked with and.

EMTE SISTEMAS, S.A.
Sistema de Control con S ...
SIMATIC IT Partner Program
TSS support service for you and your customers

Welcome to AS SW MES Restricted Support Services

In this area you will have the access to two different services:

- @Service Support portal to submit Service Requests
- TSS Web Site containing the Knowledge Base, downloads and documentation

Both services are ruled by a registration that is STRICTLY personal and requires a personal mailbox linked to your Company Domain (e.g. username.yourname@yourcompany.com).

Siemens reserves such an email, at any time as well as Siemens mailbox which an email@yourcompanydomain will not be accepted for the registration.

AS MES TSS: Support Workflow and @Service

Contact

Login Page

Register > Renewal > Forgot Password

Service Demo Clips

How to submit a Service Request with @Service
Getting updates from TSS with @Service
How to update a Service Request with @Service
How to delegate a Service Request with @Service

Registration Steps

All the steps to get registered
Both customers and partners have realized the benefit of the library strategy, providing out of the box, repeatable functionality.