



Selected partners ...



... for high-quality solutions.

## Solution Partner

Answers for industry.

**SIEMENS**



Success through true quality

## A reliable indicator for top quality

Using the “Siemens Solution Partner” name, selected system integrators act as solution providers, qualified to a uniform global standard, for the Siemens range of products and services in the fields of automation, power distribution and product lifecycle management.

True quality that guides you toward success – that is what the Siemens Solution Partner Program stands for. Our declared aim is to promote the quality of our partners and to give you a unique competitive edge. To this end, we concentrate on two essential aspects: on contractually agreed quality criteria for our partners and on optimum processes for providing the best support to our partners.

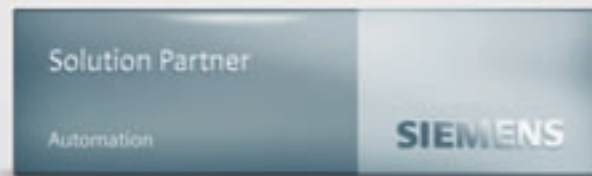
The number of Solution Partners has soared in the past two years. There are now more than 850 certified Solution Partners in more than 45 countries implementing cutting-edge and customize solutions.

Every day these partners apply their certified product and system expertise, as well as their excellent knowledge of the sector, for your benefit to satisfy all your requirements.

The global acceptance of our program underscores the quality standard that our partners implement worldwide. You can recognize the standard from this sign – the assurance of quality.



Knowledge in theory ...



... Knowledge in practice.

# The four cornerstones of quality

The Solution Partner emblem is an assurance of quality. This quality is founded on standards in four defined quality characteristics and the services that are ideally matched to them. This enables the Partners to develop their expertise systematically and provide you with the best possible quality in your solutions.

<p><b>Solution Quality</b></p>	<p>A good result in every case, with tried-and-tested solutions expertise</p>	<p>At regular meetings and based on specific measures, the business structure of the Partners is systematically supported and new business opportunities are highlighted. The solution expertise is showcased in reference reports.</p>
<p><b>Expert Quality</b></p>	<p>Certified technical competence ensures maximum efficiency</p>	<p>In regular certification workshops and audits, the Partners certify their expert knowledge on the relevant range of products as well as their quality and project management capabilities. At the same time, their technical competence is consolidated and expanded by means of special training courses.</p>
<p><b>Project Quality</b></p>	<p>Straight to your goal with proven project experience</p>	<p>Thanks to regular project discussions with our partners, you will benefit from targeted consultation on applications and support for projects, on-site if necessary, expert support for prompt, premium technical help on complex topics, feasibility analyses and systematic information.</p>
<p><b>Portfolio Quality</b></p>	<p>Comprehensive portfolio for state-of-the-art solutions from a single source</p>	<p>In systematically organized partner meetings, the potential for optimization is discussed together and measures are defined for the consistent expansion of the service portfolio of the partners – for your benefit.</p>

# Solution Quality

A good result in every case, with tried-and-tested solutions expertise.



Within the context of the Siemens Solution Partner Program, our strengths are combined with the competencies of our Solution Partners. Our product and system expertise, combined with the extensive application and industry know-how of our partners, creates ideal solutions for every requirement.

**Minimization of risks:**

Our Solution Partners frequently use Siemens products, resulting in efficient operation and a reduced risk for you.

**The right products for every solution:**

A shared, systematic accumulation of expertise, conducted successfully and with a defined aim, means you can always be sure that the right products are being selected for your requirements.

**Careful selection with a comprehensive skills overview:**

Numerous reference reports not only offer you an insight into the expertise of our Solution Partners, but also enable you to search selectively for a partner who has implemented solutions in a specific sector or technology – and more importantly, in your locality.

**Identification and transparency from a strong symbol:**

Our partner emblem is your identifiable assurance of tried-and-tested solution quality. Only partners with a great deal of project experience who have shown proven efficiency in their processes and work with a well-trained team, are permitted to use this emblem.





# Expert Quality

Certified technical competence ensures maximum efficiency.



Siemens Solution Partners have acquired the very latest expertise in automation, power distribution and product lifecycle management. And they have to certify this expertise repeatedly in regular workshops and audits – for future-proof, profitable solutions.



**Highest technical level thanks to intensive know-how transfer:**

Our partners also receive excellent training in specially planned workshops and are thus able to estimate the potential of new technologies and implement innovative solutions, while maintaining the latest state of the art.

**Innovation potential resulting from intensive exchange among experts:**

The experience gained by our Solution Partners in engineering, configuration, programming, commissioning and operation are fed into our product and application development, so there is two-way feedback of experience between experts on both sides.

**Technical certification:**

Regular workshops and audits facilitate the transfer of know-how on the product range and also enable partners to certify in tests and evaluations their knowledge of the technology as well as quality and project management as a visible sign of competence. This helps to confirm the defined technical expert quality and build up trust.

**Tested quality even for special products:**

Our partners' products and extended-functionality products are also certified once they have passed system tests. This allows us to ensure absolute compatibility with our products and meet your highest requirements.





# Project Quality

Straight to your goal with proven project experience.



No two projects are alike and the successful completion of a project depends on the competence of the solution partners. For this reason we offer our Solution Partners individual support in every sector, so that you can always benefit from maximum project quality, increased reliability, reduced risk and the comprehensive manufacturing expertise of Siemens.



**Optimum designs thanks to systematic joint procedures:**

You benefit from comprehensive support by our Solution Partners and Siemens throughout the entire production workflow with clear advantages at every stage of the production lifecycle.

**Minimized risks with qualified project support:**

We help our partners, for example, with sales-oriented training sessions, to create migration concepts, carry out feasibility analyses, but also by providing direct access to the expert support, sector-specific tools and application support, on site if necessary. This reduces possible implementation risks to an absolute minimum.

**Optimized projects and increased productivity:**

The close collaboration with our Solution Partners and the associated synergies help you to cut time-to-market significantly and give you a clear innovative lead in your implemented solutions.



# Portfolio Quality

Comprehensive portfolio for state-of-the-art solutions from a single source.

Siemens Solution Partners offer a comprehensive portfolio of services for efficient and state-of-the-art solutions from a single source that protect existing investments – ranging from consulting, implementation and operation to service.



**Complete solution responsibility with the best possible advice:**

With a comprehensive portfolio of products and services, you always have access to optimum solutions for your specific requirements and benefit from the best possible quality of advice – from configuration and commissioning to service.

**The right partner near you:**

Each partner offers different competencies for the widest possible range of tasks, fully geared toward your needs – directly on site at your location, if required.

**All partners at a glance:**

Every Partner, along with their profile, their certified competence and their service portfolio, can be looked up on the Internet using the “Partner Finder.” This gives you an overview at all times of the products and services offered by each Partner, so that you can quickly select the ideal solution provider.

**Systematic expansion of competence:**

We assess our partners by the quality of their service portfolio, enabling us to guarantee you a proven and defined portfolio of Solution Partners. In addition, we work systematically together with the partners to extend this portfolio, so that it is geared exactly to your requirements.



# Standardized system

One expert network for all tasks

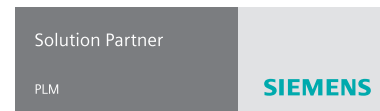
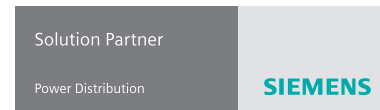
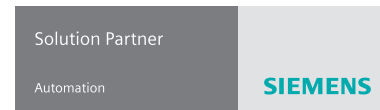
Program Modules	Siemens Solution Partner		
		Specialist	Industry
Automation System SIMATIC	●		<ul style="list-style-type: none"> <li>● Food &amp; Beverage</li> <li>● Chemical</li> <li>● Cement</li> <li>● Glass</li> <li>● Pharmaceutical</li> </ul>
Human Machine Interface SIMATIC HMI	●	<ul style="list-style-type: none"> <li>● WinCC</li> </ul>	
Process Control System SIMATIC PCS 7	●	● PCS 7	
		● PCS 7 Safety	
		● IT	
Manufacturing Execution System SIMATIC IT	●	● NET	
Industrial Communication SIMATIC NET	●		
Industrial Networks SIMATIC NET	●		
Process Instrumentation & Analytics	●		
Micro Automation	●		
Safety Integrated for Factory Automation	●		
Machine Vision SIMATIC Sensors	●	● Machine Vision	
RFID-System SIMATIC Sensors	●		
Standard Drives Motors SIMOLOG	●		
Standard Drives	●		
Motion Control	●		
Machine Tools SINUMERIK	●		
Machine Tools RETROFIT	●		
Machine Tools TECHNOLOGY	●		
Large Drives	●		
Distributed Field Installation System	●		
Totally Integrated Power	●		
Power Management	●		
Product Lifecycle Management (PLM)	●		

# A reliable indicator for top quality

The Siemens Solution Partners are certain to offer the ideal solution for every customer-specific requirement. This is ensured by specially qualified system integrators who are certified in defined performance segments with regard to the technologies and sectors of Siemens Industry listed opposite. Siemens Solution Partners are:

- Qualified partners with comprehensive and/or special product and system know-how
- Module Definition: Specialist – Qualified partners with in-depth expert know-how in selected technologies
- Module Definition: Industry – Qualified partners with excellent industry expertise and system know-how in selected technologies

Various modules are bundled in the Siemens Solution Partner Program. The Solution Partners can therefore also be certified in more than one module, according to their portfolio of services.



The backbone of our portfolio and the basis for customized solutions that our Solution Partners implement for you:

- Totally Integrated Automation (TIA)
- Totally Integrated Power (TIP)
- Product Lifecycle Management (PLM)

## Totally Integrated Automation

Totally Integrated Automation from Siemens offers you an extensive and integrated range of products and systems for implementing bespoke automation solutions – in all sectors of industry. The unique integration of Totally Integrated Automation pays for itself throughout the entire life cycle of your plant. The advantage for you: a lasting improvement in productivity to give you the competitive edge.

## Totally Integrated Power

Totally Integrated Power from Siemens offers an integrated and perfectly coordinated range of products and systems for energy distribution – from medium-high voltage to the wall socket. On this basis solutions can be implemented that are characterized by their unique uniformity.

From planning and dimensioning to erection and operation, Totally Integrated Power covers the entire life cycle of an installation and ensures safe, efficient and cost-effective power distribution.

### **Product Lifecycle Management**

Siemens PLM Software offers the most extensive range of proven software solutions for complex PLM tasks available on the market. The solutions for digital product development, simulation and production planning, integrated into a PLM environment, shorten development processes and reduce costs. This is made possible by simultaneous processes involving the consistent use of digital product data, established processes and available know-how. The results of the optimized product creation processes that include all departments, suppliers and development partners, are marketable and innovative products of high quality.

# The ideal partner for your requirements is just a mouse click away

Within the Siemens Solution Partner Program, you are sure to find the ideal partner to meet your specific requirements. Now that more than 850 companies from all over the world have already joined the program, you can also be certain of receiving competent local support.

The Solution Partner Finder is a comprehensive Internet database that showcases the service profiles of all our Solution Partners.

References will help to convince you of the expertise of the selected Solution Partner.

You can narrow the search by specifying the following selection criteria:

- Country
- Technology
- Industry
- Company
- Zipcode

Once you have located a partner, you are only one small step from contacting them.

[www.siemens.com/automation/partnerfinder](http://www.siemens.com/automation/partnerfinder)



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