



System Partner Business models

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VAR Partner Day 2022 | September 12 -14 | Zagreb, Croatia

Agenda

1 Overview business models

2 Value added Reseller

3 Technology Partner

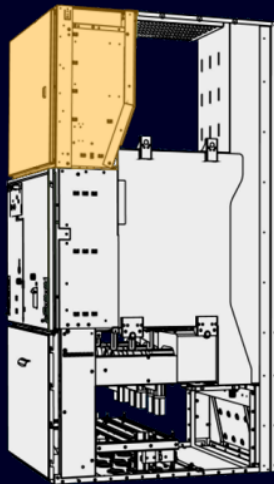
4 Process

5 Contacts & Resources

MV System Partner - Business models

Value added Reseller

GIS Primary / AIS Primary /
MV Secondary



Technology Partner

AIS Primary
SIMOPRIME,
SIMOPRIME A4

MV Secondary
8DJH, SIMOSEC



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1 Overview business models

2 **Value added Reseller**

3 Technology Partner

4 Process

5 Contacts & Resources

A flexible combination of proven technology and local requirements

Value added Reseller

- Engineering
- Low-Voltage wiring
- Assembly of LV Box on the panel
- Configuration and programming of protection devices
- Panel interconnection, functional testing and FAT
- On-site installation and commissioning
- After-sales service
- Optional:* Production of LV compartment (LVC) sheet metal parts (VA 1.1)



Siemens

- Individually configured and completely factory tested high-voltage part
 - VA 1.0 = with LVC
 - VA 1.1* = w/o LVC
- Configured options, pre-installed and wired to terminals

*only selected products

Choose from a wide range of available MV switchgears

MV Primary distribution - GIS

8DA/B 10


- up to 40.5 kV
- up to 40 kA
- up to 5000 A



- VA 1.0
- VA 1.1

NXPLUS C

- up to 24 kV
- up to 31.5 kA
- up to 2500 A



- VA 1.0

MV Primary distribution - AIS

NXAIR, NXAIR M, NXAIR H


- up to 36 kV
- up to 50 kA
- up to 4000 A (LSC 2B)



- VA 1.0
- VA 1.1

NXAIR C

- up to 24 kV
- up to 25 kA
- up to 2000 A (LSC 2A)



- VA 1.0
- VA 1.1

MV Secondary distribution GIS

8DJH 24, 8DJH 36

- up to 24/36 kV
- up to 25/20 kA
- up to 630 A



- VA 1.0

SIMOSEC

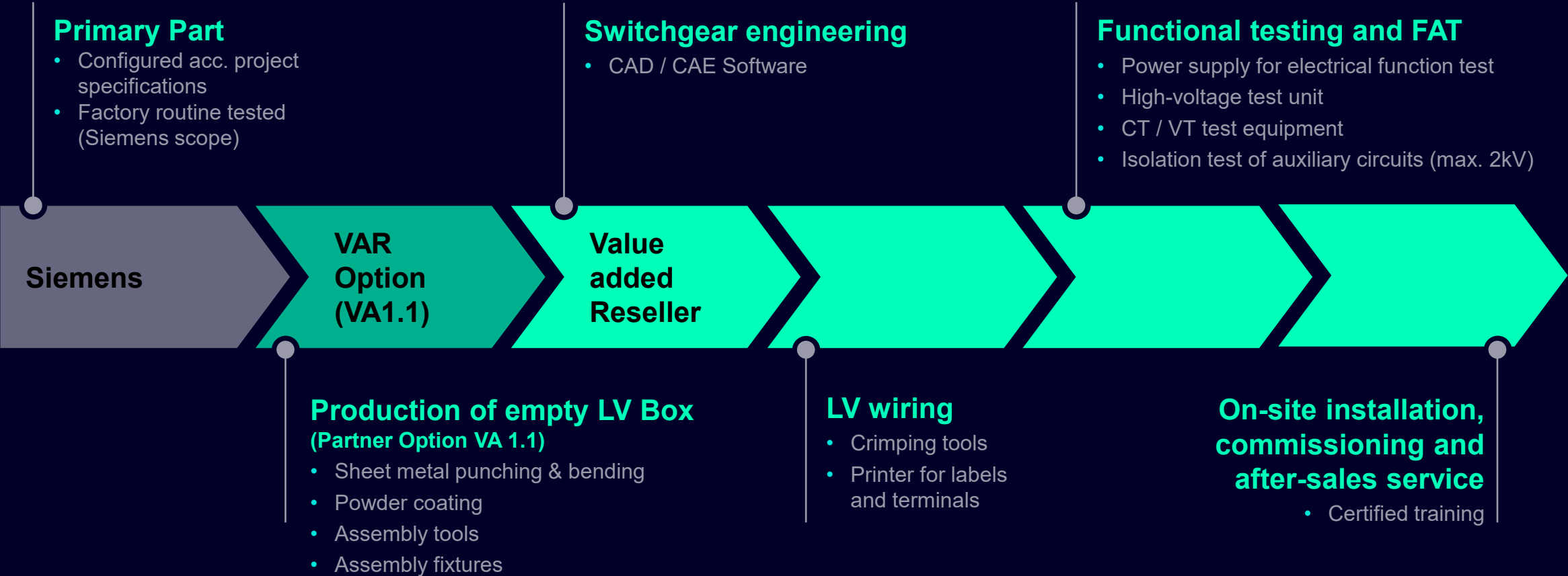
- up to 24 kV
- up to 25 kA
- up to 1250 A



- VA 1.0

- VA 1.0 = with empty LV compartment from Siemens
- VA 1.1 = w/o empty LV compartment from Siemens

Required technologies for Value added Resellers



Branding and labeling regulations

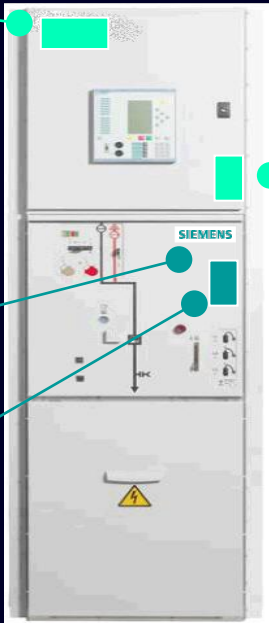
LV part must be labeled with the partner logo and type plate

Value added Reseller
Brand (Logo) outside



SIEMENS

Siemens logo on the
high-voltage part

Siemens type plate
on the high-voltage part



Value added Reseller
type plate inside the LV

Value added Reseller Name	
Type: VAR product name	
Panel-no.: ??????	Year of manufact.: ????
Serial no.: ??????????????????	
$U_r = \text{????? kV}$	$U_p = \text{????? kV}$
$U_d = \text{????? kV}$	$f_r = \text{?? Hz}$
 $I_r = \text{????? A}$ $I_r = \text{????? A}$	
$I_p, I_{ma}, I_{sc}, I_k = \text{?????????kA}$ $t_k = \text{?s}$ (Main circuit)	
Circuit-breaker Rated duty cycle: 0- 0.3 sec- CO- 3 min - CO	
Short description of VAR scope	
Sealed pressure system Filling pressure p_{re} : 150 kPa / 20 °C (Absolute) Permitted ambient temperature: 25 / 55 °C	
Based on license of 8XX...	
MADE IN Local Country	

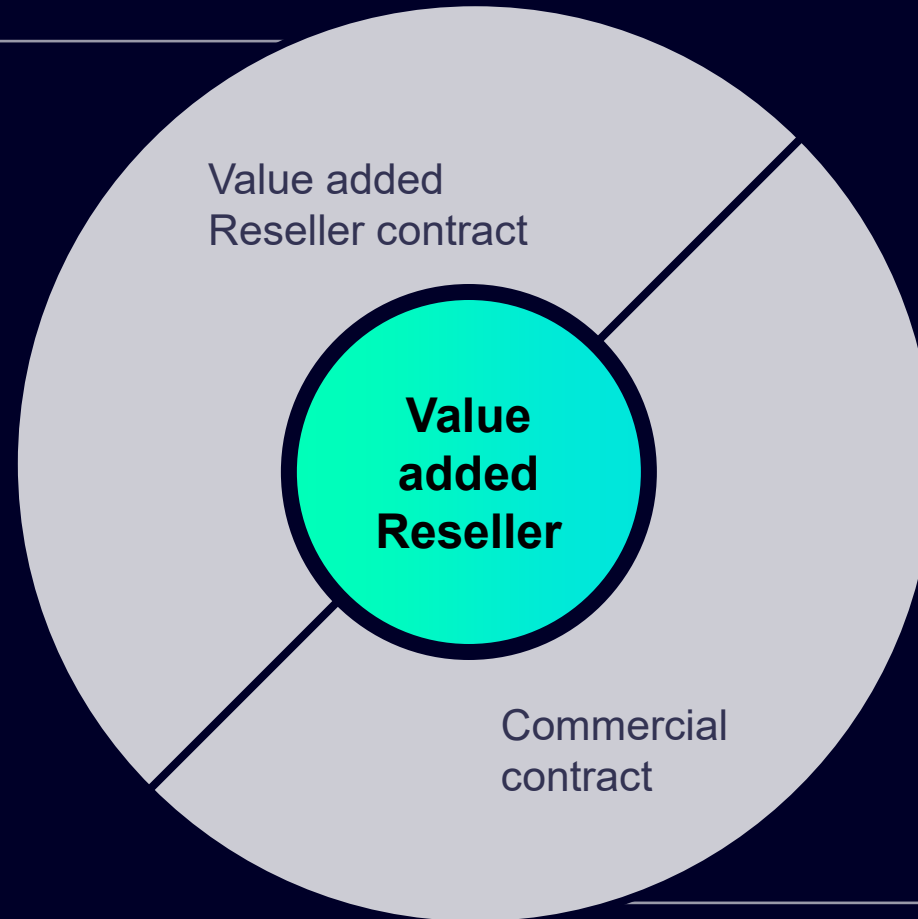
Important Notice:

A Value added Reseller must use its own product name and local country information. A reference to Siemens products is allowed as a footnote.

There are two different contracts defining the cooperation

Siemens AG, SI EA Germany

- Framework of the long term cooperation
- Protect company interests of both parties
- 5 years validity
- No fees or charges



Local sales organisation

- Definition of terms and conditions for product supply
 - Formalize price and delivery


Get access to documentation and training to take advantage of the technology immediately

Wiring manual & Engineering sharepoint



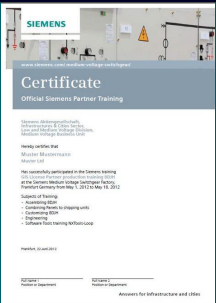
Have access to wiring schematics and a wiring manual

Value added Reseller certificate



Value added Resellers receive a Partnership certificate

On-site installation and commissioning training certificates



Trainings from the Siemens Power Academy are certified

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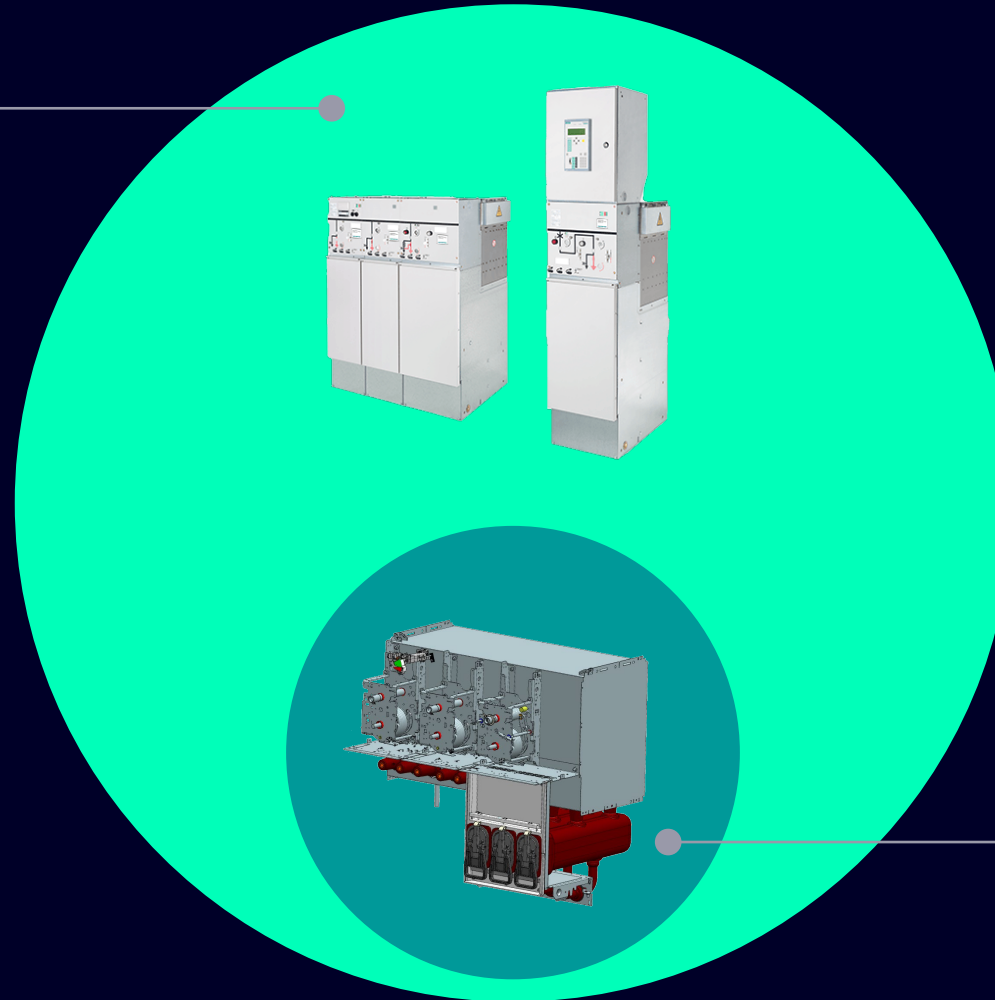
4 Process

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A flexible combination of proven technology and local requirements

Technology Partner

- Switchgear engineering
- Low-Voltage wiring
- Production of the complete enclosure parts (sheet metal & copper)
- Low voltage wiring
- Current and voltage transformers
- Assembly of panels and switchgear
- Configuration and programming of protection devices
- Panel interconnection, functional testing and FAT
- On-site installation and commissioning
- After-sales service



Siemens

- Completely factory-tested gas-insulated core part
- Cast-resin parts
- Options and components available

Product overview

AIS Primary

SIMOPRIME



up to 17,5kV/40kA/4000A

SIMOPRIME A4



up to 24kV/25kA/2500A

MV Secondary

8DJH



up to 24kV/25kA/630A

SIMOSEC



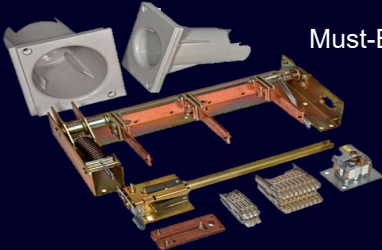
up to 24 kV/25 kA/1250A

Our product scope:

Vacuum Contactor

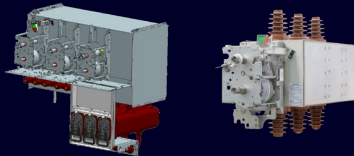


Vacuum-circuit Breaker

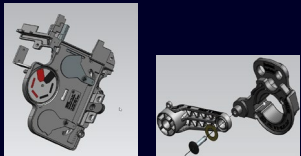


Must-Buy-Parts

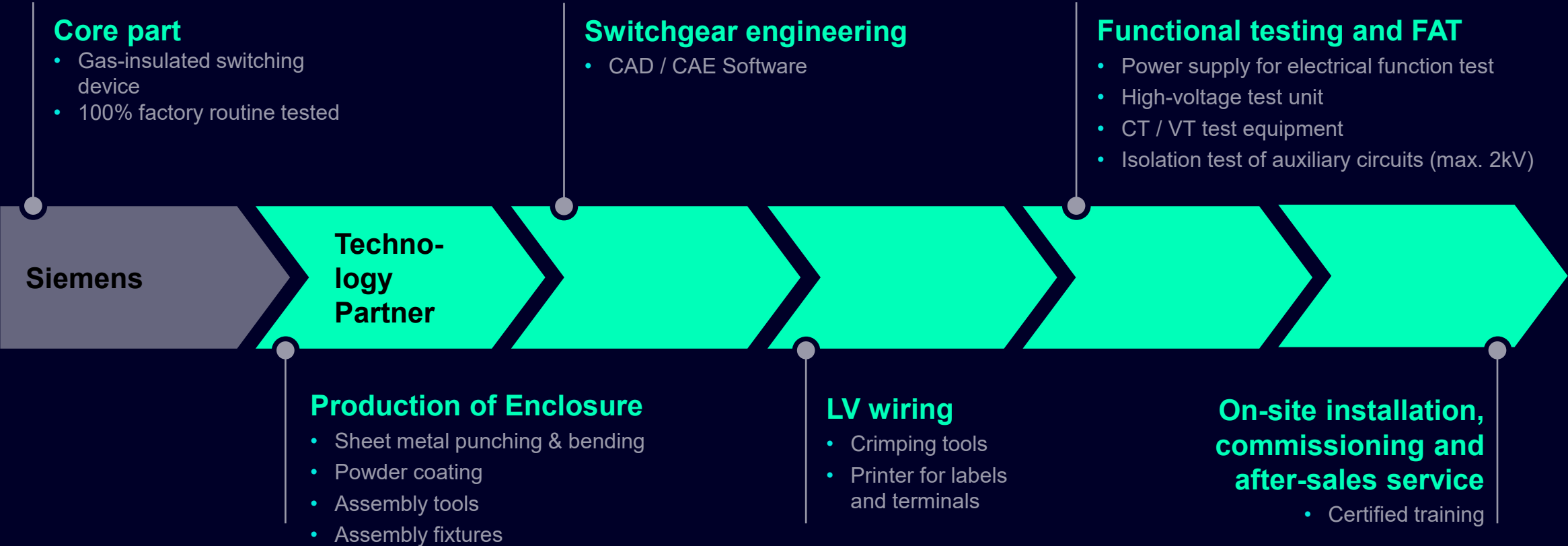
Vacuum-circuit Breaker



Components; e.g.:



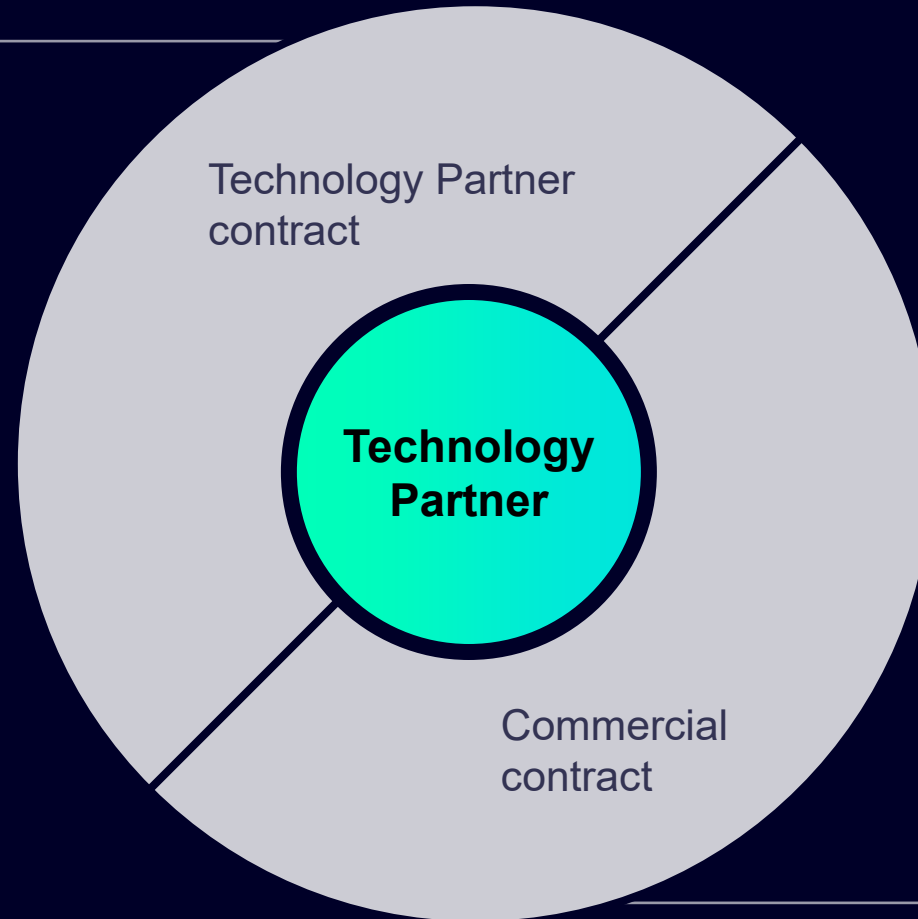
Required technologies for Technology Partners



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Local sales organization or Siemens AG, SI EA Germany

- Definition of terms and conditions for product supply
- Formalize price and delivery

A consistent product labeling ensures brand recognition.

Technology Partner type plate on the outside of the panel

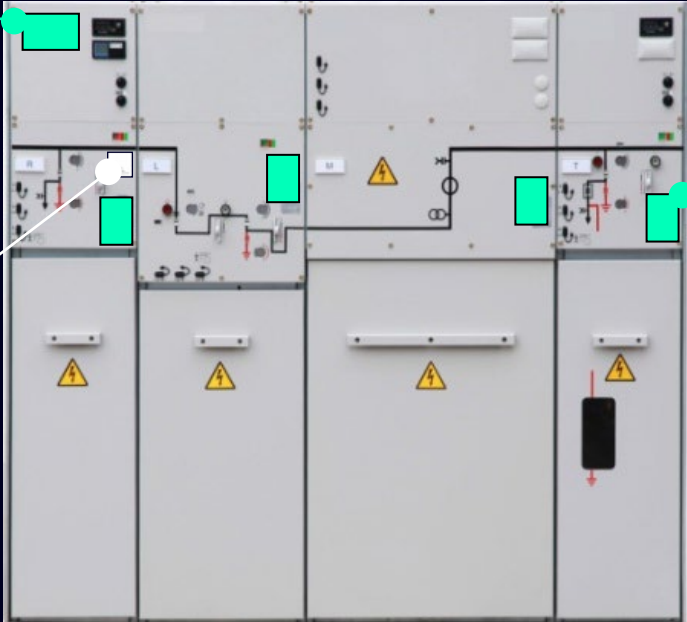
Technology Partner
Brand (Logo) outside

With Medium
Voltage Technology
& License by

SIEMENS

Exclusive license
emblem (50x50 mm)

Siemens type plate on
the Core part



Technology Partner type
plate on the panel

Technology Partner Name	
Type:	TP product name
Panel-no.:	Year of manufact.:
Serial no.:	
$U_r = \text{???? kV}$	$U_p = \text{???? kV}$
$U_d = \text{???? kV}$	$f_r = \text{?? Hz}$
$I_r = \text{???? A}$	
$I_r = \text{???? A}$	
$I_p, I_{ma}, I_{sc}, I_k = \text{?????kA}$ $t_k = \text{?s}$ (Main circuit)	
Circuit-breaker	
Rated duty cycle: 0- 0,3 sec- CO- 3 min - CO	
Short description of TP scope	
Sealed pressure system	
Filling pressure p_{g1} : 150 kPa / 20 °C (Absolute)	
Permitted ambient temperature: 25 / 55 °C	
Based on license of 8XX	
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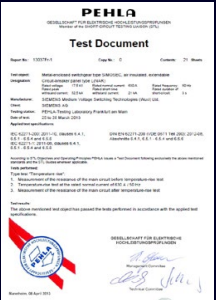
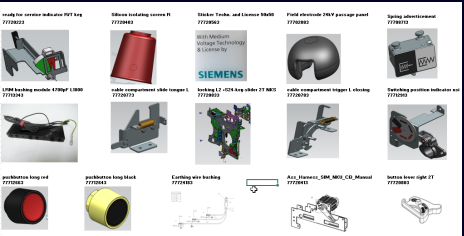
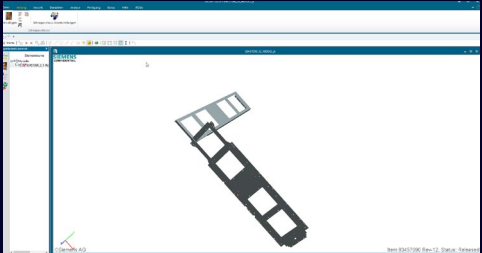
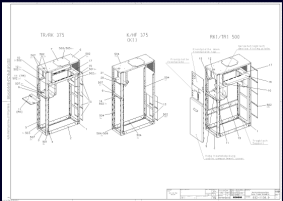
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Get access to technology, training and support and take advantage of the technology immediately

1

Documentation

- Detailed list of all raw materials
- Detailed list of all special tools
- List of fixtures including drawings
- Add-on assembly groups
- Assembly advice for “critical parts”
- Type test certificate (cover sheet)

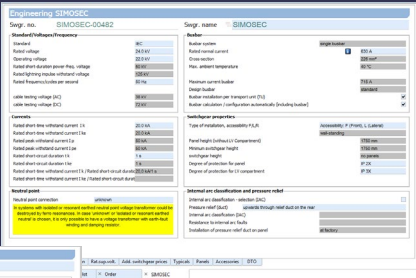


- Testing check list (IEC)
- Advice on HV HRC fuses
- Overview of SN standard
- Engineering plans
- Packaging and shipping rules

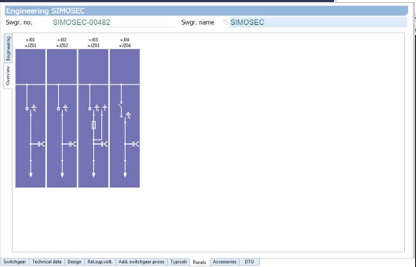
Get access to technology, training and support and take advantage of the technology immediately

2 Access to configuration tool

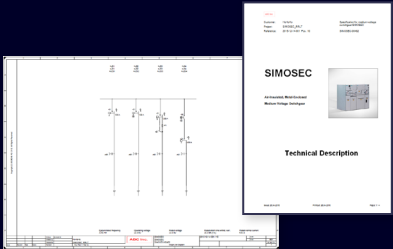
Technical configuration



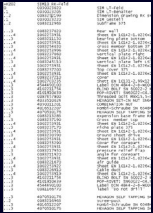
Panel arrangement



Offer letter documentation



Bill of material for production



Get access to technology, training and support and take advantage of the technology immediately

3 Training

10 days	General product information and safety training	Mechanical and electrical testing (routine test)	Siemens configuration tool	Optional Training
Factory Germany or China	Mechanical panel assembly (base frame, interlocking, VT/CTs)	Self-assembly final test; assessment and certification	On-site assembly and retrofitting	Siemens Power Academy Cable plug assembly training (by manufacturer)

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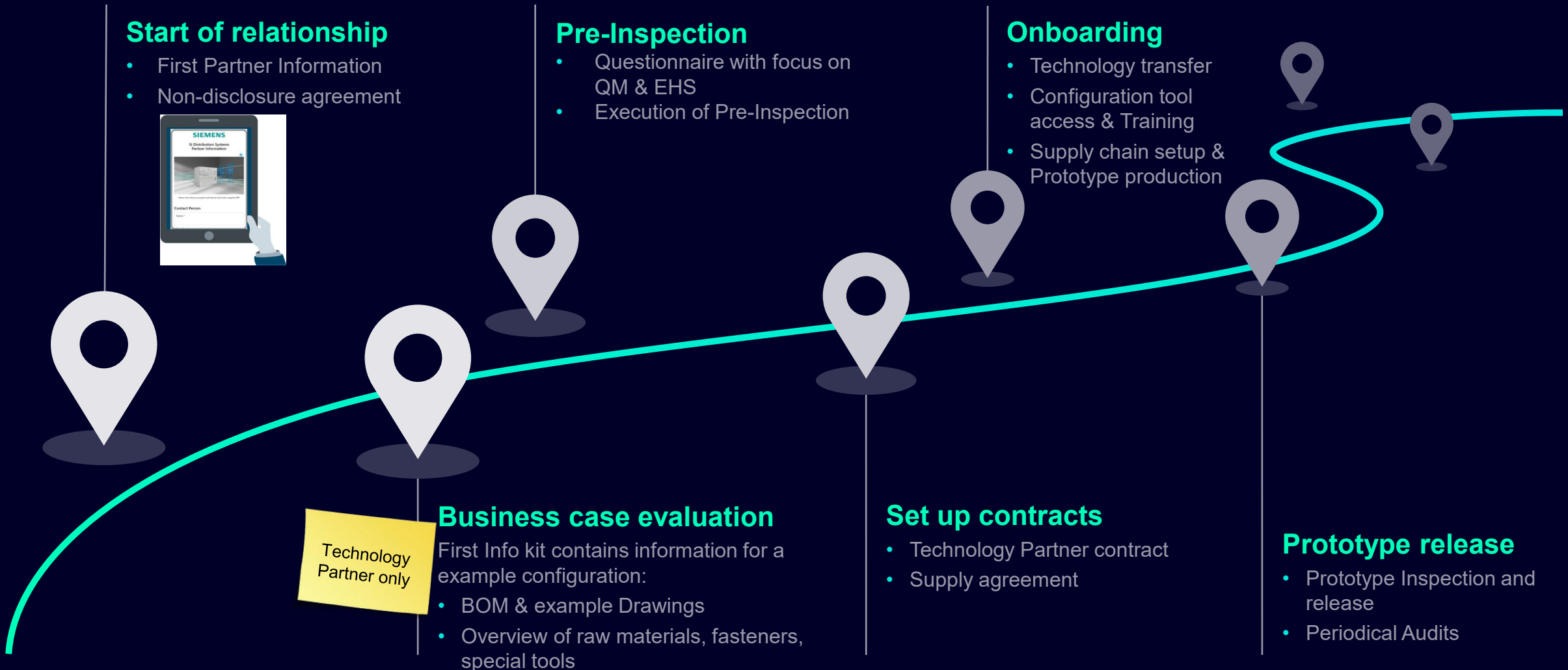
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4 **Process**

5 Contacts & Resources

How to become a SI EA VAR / Technology Partner



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Disclaimer

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