



SIEMENS

Sure signs of excellence

The sign for highest quality in
automation and drive technology

[siemens.com/partnerprogram](https://www.siemens.com/partnerprogram)



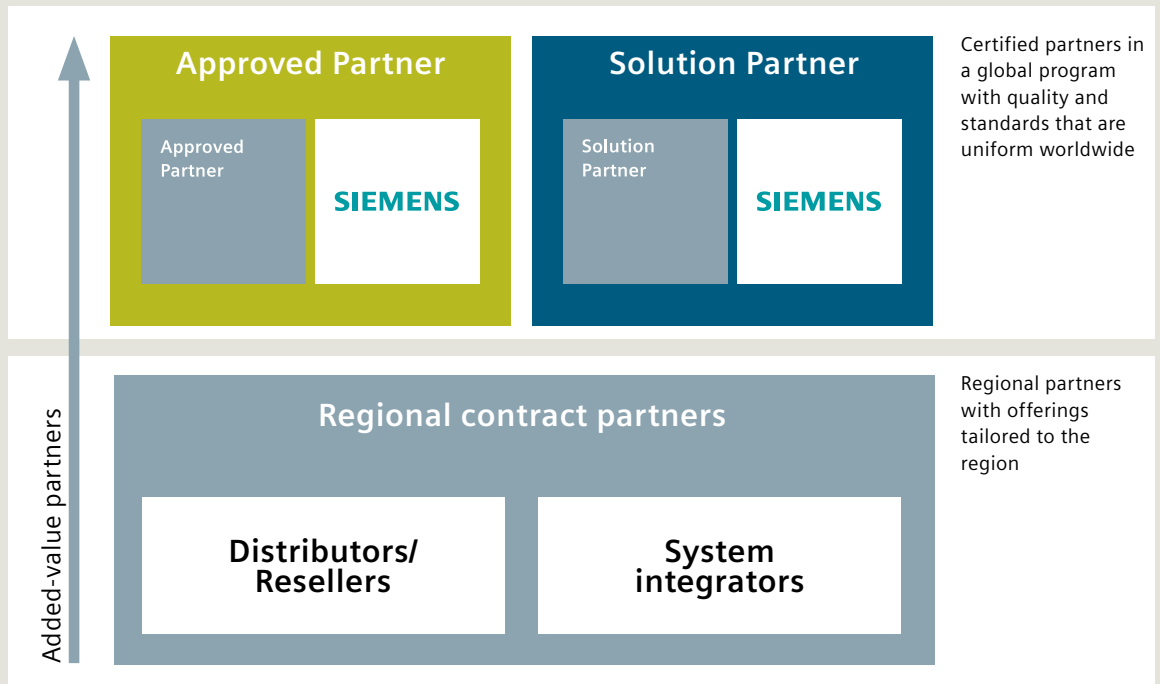
A global partner network for all tasks

As a partner to industry, Siemens helps its customers worldwide to meet their highly diverse requirements in the field of automation and drive technology. In doing so, we work with specially certified and qualified partners.

To optimally tailor our comprehensive offerings to your requirements, we work closely with selected partner companies worldwide – all of whom are proven experts in special technologies and industries, with outstanding product and system expertise in terms of our portfolio. They work continuously to improve their know-how to better meet your diverse requirements.

Your goals are our mission:

- Improve quality
- Exploit new markets
- Optimize availability
- Raise throughput
- Increase flexibility
- Ensure maximum safety and security
- Reduce time-to-market
- Optimize energy efficiency and profitability
- Minimize production costs



Regional contract partners (for example distributors, system integrators, service partners) work closely with the Siemens Regional Company (RC) on a contractual basis. If they meet the required high level of quality and corresponding standards, they can be included into the global Siemens Partner Program as an Approved Partner or as a Solution Partner.

The basis for increasing your competitiveness

Our goal is your long-term business success. Because we know how challenging this is, we are equally discerning when it comes to selecting our partners. We value long-term cooperation and companies who share our commitment to optimally fulfilling every task. That is why continuing education through qualification and certification measures based on uniform global quality standards is a core aspect of our Partner Program.

Your benefits with Siemens and its network of partners

- Technology leadership with an innovative product and system range for industry
- High standards in terms of sustainability and quality
- Global network and regional proximity, with expert, experienced partners
- Professionalism and efficiency thanks to proven experts in a wide variety of different technologies and industries
- Qualification and certification in accordance with uniform global quality standards
- Specific expertise – from sales to consultation to solutions and service
- Solutions that reflect state-of-the-art technology through intensive exchange among experts



The sign of premium quality: always the same, everywhere in the world

No matter what your specific industry task calls for: Make sure that all of your demands are completely met. How? By placing your trust in Siemens – or in the sign that stands for Siemens quality and expertise around the world: the sign of our Approved Partners and Solution Partners.

The Partner emblem: a symbol of the highest quality and optimum performance

The Siemens Partner Program is a trend-setter. All partner companies with whom we work in our global competence network are certified, systematically trained, and supported on the basis of sophisticated and globally standardized criteria – in other words, the same standards that we set our own employees.

This makes our program unique and ensures you find the right partner for your specific task – partners who draw on their proven expertise to really help you boost your competitive strength in the long term.





A variety of tasks: one sign for success

> See for yourself how companies worldwide benefit from our partners' expertise – through real tasks, successfully accomplished by our partners.

The success stories



Real-life success stories of our Solution Partners:



60% more productivity

Hydrogenation unit successfully modernized within a narrow time frame: For this project, the Swiss company Siegfried Ltd relied on the Solution Partner CTE ControlTech Engineering AG. The result: greater productivity and improved reproducibility – while complying with GMP requirements.



Keeping an eye on 53 wastewater pumps spread across 217 sq. km

Transparency and data security without a comprehensive telephone network: The wastewater consortium of Hal-densleben, Germany, turned to H&F Industry Data GmbH to help upgrade its treatment plant. The Solution Partner used the GSM/GPRS network to implement a groundbreaking solution that is setting new standards.



Aging with grace

Retrofit of a system from the 1980s: A well-known copper sheet manufacturer in the United States turned to DAA Delta Technik GmbH, a Siemens Solution Partner, to retrofit its aging stretch-bend-leveling line. As requested, the system was completely overhauled during the December holiday break.



Migration in record time

Changing gas compressors in just two weeks: A power plant in Neubrandenburg migrated from SIMATIC S5-95U to SIMATIC S7-1500 within a particularly tight time frame with the help of the TIA Portal and the company Gesellschaft für Automatisierungstechnik mbH, a Siemens Solution Partner.

Statements by our Approved Partners

"The Value Added Reseller Siemens Approved Partner Program will also expand the brand awareness of our company."

Camillo Rabbolini, Saacchi Giuseppe SpA, Italy

"The 'Approved Partner' title supports both the market work and the acceptance of Löffelhardt among our customers. Our new form of partnership is an important milestone in the cooperation that has existed for more than 15 years between Siemens and Löffelhardt."

Günther Herrmann, division and sales manager industry, Emil Löffelhardt GmbH & Co. KG

"Being an Approved Partner of Siemens improves our relationship with each other and boosts our business. The program's systematic orientation, which also includes technical training and sales training, improves our strengths, abilities, and skills – and makes us globally competitive. The Approved Partner Program demonstrates how Siemens is committed to the quality of communications channels to ensure the full satisfaction of the end customer."

Motores y Bombas de Querétaro S.A. de C.V., Mexico

Siemens partners are leaving their mark – worldwide

- Standardized certification and qualification: high quality – from consulting to implementation
- Global network: competent and experienced partners close at hand
- Bespoke skills: in line with your individual requirements

Approved
Partner

Value Added
Reseller

SIEMENS

Approved Partner – Value Added Reseller

- In-depth, technical product knowledge combined with qualified technical consultation
- Delivery of high-quality product and system packages – rounded off with first-class technical support



Approved
Partner

Industry
Services

SIEMENS

Approved Partner – Industry Services

- Individual support and specific expertise ensure high plant availability
- Comprehensive service and repair activities



Solution
Partner

Automation
Drives

SIEMENS

Solution Partner – Automation Drives

- Risk minimization thanks to comprehensive application and system know-how and proven project experience
- Excellent sector knowledge for future-proof, tailor-made solutions of the highest quality



Our Approved Partners offer you a comprehensive range of products and customer-specific modifications combined with outstanding product knowledge and qualified technical consultation.



Proven technical product knowledge and top-notch consultation expertise

Our partners have special skills in addition to sound technical product knowledge. They offer a comprehensive spectrum of Siemens products and systems, ranging from automation technology and switching technology to drive technology and power distribution. These are also available, upon request, as customized packages with added value. In all cases, their portfolio is rounded out with qualified technical consulting, technical support, and specific modifications to meet your individual requirements.

The portfolio of our Approved Partners:

- SIMATIC Industrial Automation Systems
- SIRIUS Industrial Controls
- SINAMICS Drive Technology
- SIMOTICS, SIMOLOG, SIMOGEAR motors
- Process Instrumentation
- Industrial Communication
- Specific modifications for individual requirements

Siemens Approved Partner – Value Added Reseller Your benefits at a glance

- Top-notch technical support both in pre-sales (for example application support) as well as in after-sales (for example service hotline)
- Qualified technical consultation
- Maximum parts availability
- Optimal and simple electronic order option
- Reliable delivery of high-quality products and systems, individually or in packages
- Experience and market knowledge
- Close customer contact and a feel for requirements

Approved
Partner

Value Added
Reseller

SIEMENS





Siemens Approved Partner Industry Services help to ensure the availability of your plants by putting their unique expertise entirely at the service of your productivity.

Bespoke expertise and comprehensive repair know-how

It goes without saying that the availability of your machinery and plants has top priority. However, it is equally true that even the best and most mature technologies can sometimes reach their limits and stop performing your tasks round the clock. This is precisely where the service specialists in our network of Approved Partners come in with their individualized support and unique expertise to ensure maximum plant availability.

Repair solutions for the following range of Siemens products:

- Low-voltage converters
- Industrial controls
- DC motors
- Geared motors
- Low-voltage Transnorm motors
- Low-voltage motors

Siemens Approved Partner – Industry Services Your benefits at a glance

- Excellent product know-how and highly qualified personnel
- Comprehensive repair service
- Exceptional expertise and experience in troubleshooting and repairs
- Necessary skills, tools, and facilities to carry out repairs in-house or directly at the plant (also using state-of-the-art remote maintenance tools)
- Optimal replacement management where necessary
- Comprehensive knowledge and availability of all relevant spare parts
- Local presence, flexibility, and customer proximity

Approved
Partner

Industry
Services

SIEMENS



We currently work with more than 1,500 Solution Partners worldwide. They represent a variety of customized and future-oriented automation solutions in a wide range of industries.



Strong technological expertise and outstanding industry knowledge

Siemens Solution Partners are qualified solutions providers who have met uniform global standards for our offerings in automation and drive technology as well as in the field of power distribution. Certified in defined performance segments, they cover diverse fields of expertise – as partners with comprehensive or specialized system know-how, as specialists for selected technologies, and as industry experts with excellent product and system knowledge in special technologies. They develop future-oriented customized solutions of the highest quality, based on the Siemens product and system portfolios for:

- Factory automation
- Process automation
- Drive technology

Follow the sign of our Siemens Solution Partners and benefit from unique competitive advantages – at every single one of your locations, anywhere in the world.

Siemens Solution Partner – Automation Drives Your benefits at a glance


- Technically certified according to uniform quality standards worldwide
- Increased security through comprehensive application and system know-how, proven project experience, and expert support
- Excellent industry knowledge for top quality, future-oriented customized solutions
- Cutting-edge automation know-how through intensive expert exchange
- State-of-the-art solutions from a single source, based on a comprehensive service portfolio – also for individual requirements
- Targeted application consultation and support, from project planning and commissioning to service – also on-site
- Accelerated project completion through valuable synergistic effects resulting from close collaboration with Siemens
- Ultimate project security and quality thanks to feasibility analyses conducted in advance

Solution
Partner

Automation
Drives

SIEMENS





Against the backdrop of rapid technological progress, the expertise of our partners is constantly checked – and tailored to meet current requirements.

Technical certification and systematic qualification – for superior quality

Before they are certified as a Siemens Partner, companies have to prove their expertise in accordance with strict global standards. Yet our unique program takes it a lot further: The targeted support and improvement of the quality of our partners is firmly embedded in contractually defined criteria. As part of our systematic skills management, employees in sales as well as those with a technical focus are given the opportunity to check their individual level of knowledge and, if necessary, pursue further training through the extensive range of Siemens training courses for partners.

Certified – from the start

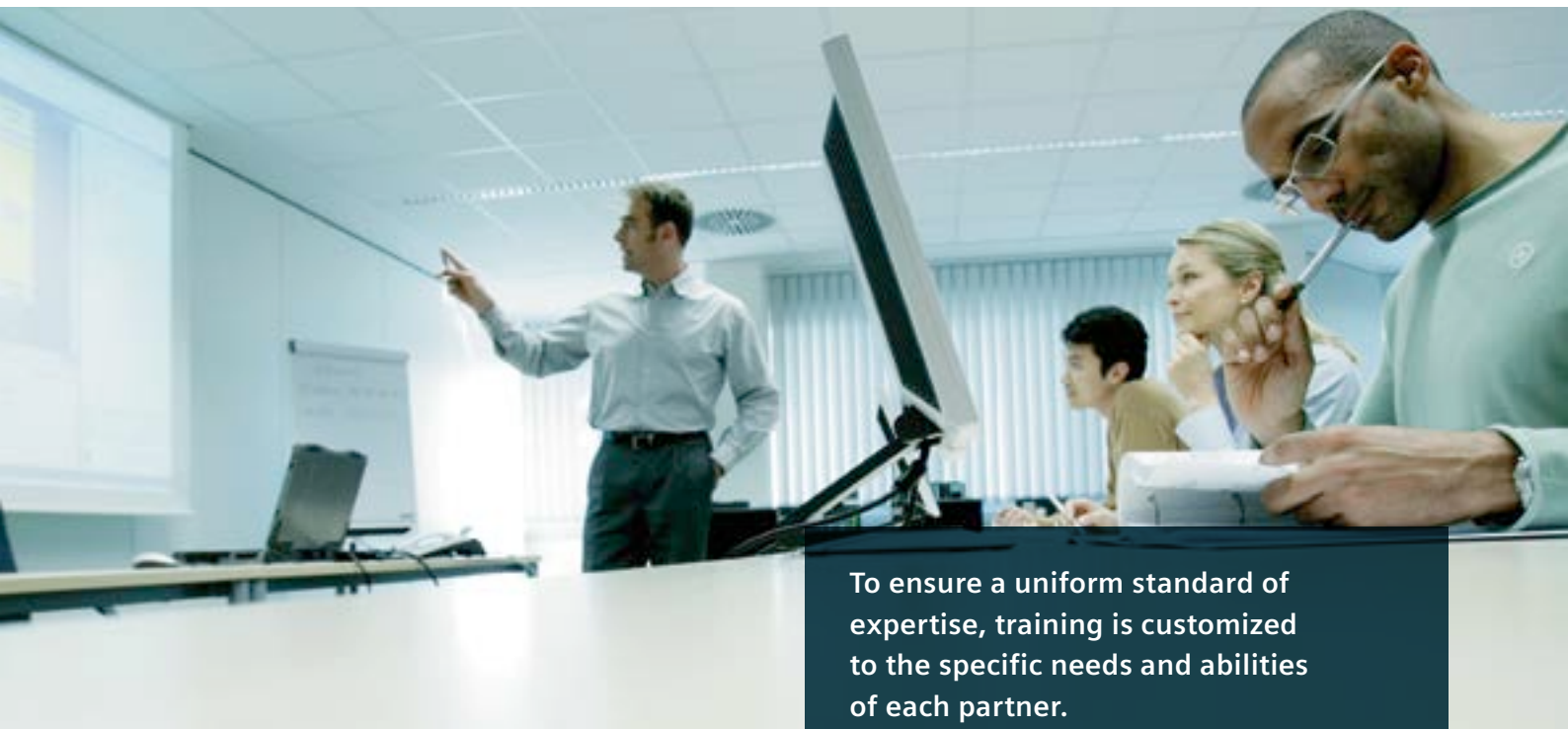
All of our partners must demonstrate that they are experts in their discipline before they are accepted into our program:

- **Standardized worldwide:** Certification takes place in clearly defined performance segments.
- **Always up-to-date:** Certification must be renewed at regular intervals.

Certification workshops encompass the following topics: teaching of theoretical as well as practical knowledge, evaluating knowledge through corresponding tests, and practical exercises based on demo equipment.

In this manner, we ensure that our partners around the world have and maintain a high level of knowledge about technological advancements – and that you benefit from this knowledge.





To ensure a uniform standard of expertise, training is customized to the specific needs and abilities of each partner.

Qualified – in the spirit of Siemens

The systematic training and development of our partners by our experts is a core part of our Partner Program – and unlike anything else anywhere in the world:

- **Customized:** The training courses are tailored to the individual needs and capabilities of the individual partner. This makes it possible to efficiently use and expand existing expertise and systematically close any potential gaps.
- **Innovative:** Different training methods and media are used – such as webinars, e-learning, web-based training, workshops, classroom instruction.

Our stated objective is to train and develop our partners according to the same standards that we use for our own employees. This approach is designed to ensure that, with each of our partners, you can rely on the same things that set Siemens apart: unique expertise and quality.

First-hand technical know-how

Thanks to courses in specially designed workshops, our partners are always on the cutting edge of automation and drive technology as well as power distribution. This enables them to provide you with expert consulting – based on the latest technology. Conversely, the experience of our partners in their discipline flows directly back to us.



None of our partners is an expert in all disciplines. But every single partner is an expert in his particular field.

The ideal partner for your task – just a mouse click away

With the Siemens Partner Program, you can rest assured that you will find the right partner for your specific requirements. Partner Finder, our comprehensive online database, makes it easy.

Select group

Finding instead of searching: After you have decided on Solution Partners or Approved Partners, the Partner Finder will lead you directly to the ideal partner for your task – quickly, easily, and reliably. All the information you need to make your choice is just a mouse click away: simply filter in the search mask according to technology, sector, country, and region. Or just enter the name of a particular partner.

All qualifications at a glance

Our Partner Finder helps you gauge the qualifications of our partners through numerous testimonials that document their excellent credentials and give you the peace of mind of knowing that even your most difficult assignments will be managed quickly and capably. See for yourself – visit:

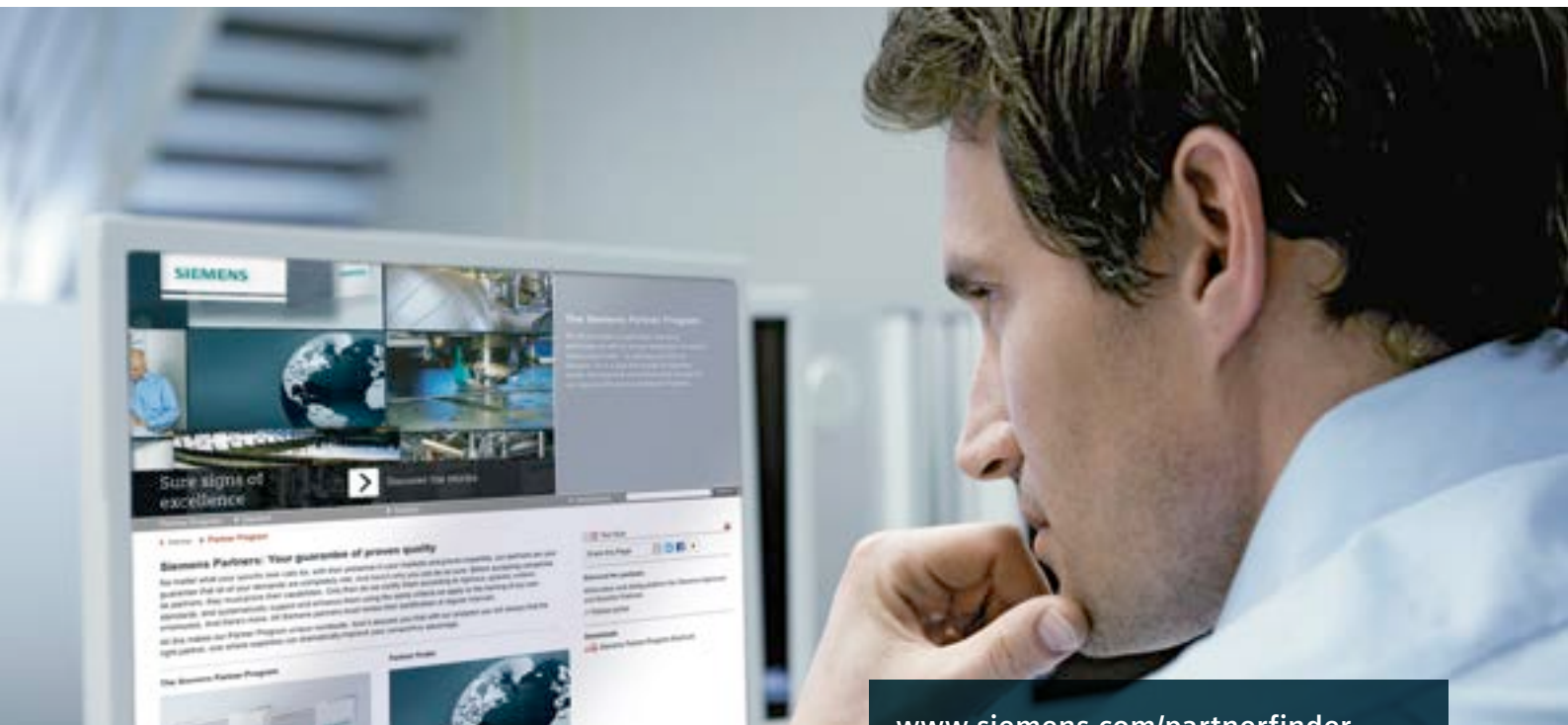
www.siemens.com/partnerfinder

Direct contact

Once you have selected the right partner for your job, it's easy to get in touch: The Partner Finder has all the contact information in one place and even offers an easy-to-use electronic contact form: Just click on it!

The Siemens
Partners
at a glance!





www.siemens.com/partnerfinder

SIEMENS

Partner Finder

Find the ideal partner for your project

Personenuche: Suchkriterien:

☐ Show regional offices

☒ All partners ☐ Solution Partner ☐ Approved Partner ☐ Reference

1000 results from 1000 partners

Partner pro Seite	10	20	30	40	100
Company	Address	Type			
1 JBI Automation Ltd	Charters Business Centre, Chapel Road (Hillmoss) Oldham	Operator	25	25	
2 JBI Ltd	Old KGO United Kingdom	Operator	25	25	
3 JBI Ltd	Rue de la Poste - Immeuble Service - Bâtiment 2000	Operator	25	25	
4 JBI Ltd	Tunisia	Operator	25	25	
5 JBI Ltd	Lejrevej 100, 2600 Lyngby	Operator	25	25	
6 JBI Ltd	Lejrevej 100, 2600 Lyngby	Operator	25	25	
7 JBI Ltd	Lejrevej 100, 2600 Lyngby	Operator	25	25	
8 JBI Ltd	Lejrevej 100, 2600 Lyngby	Operator	25	25	
9 JBI Ltd	Lejrevej 100, 2600 Lyngby	Operator	25	25	
10 JBI Ltd	Lejrevej 100, 2600 Lyngby	Operator	25	25	

Partner pro Seite: 10 20 30 40 100

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Our online Partner Finder will guide you to the ideal partner for your specific task – conveniently and reliable.

Find out more:

siemens.com/partnerprogram

Discover what makes the Siemens Partner Program so unique:

- › Benefit from the same standards of quality anywhere in the world
- › Count on unrivaled expertise from every Approved Partner and Solution Partner
- › Find the ideal partner for your needs anywhere in the world

**The Siemens
Partner
Program
at a glance!**



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