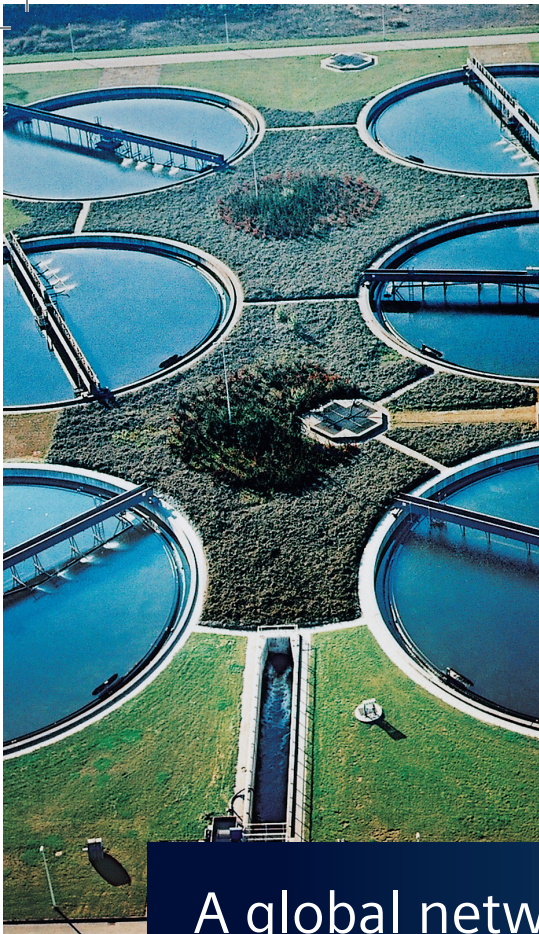


SIEMENS

SIEMENS US SOLUTION PARTNERS

**Learn how Siemens
Solution Partners can
help you succeed**

siemens.com/partnerprogram



A global network of local partners to support you

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. That is why continuing education through qualification and certification measures is a core aspect of our Partner Program.

Your goals are our mission:

- Improve process and quality
- Increase productivity
- Reduce downtime
- Ensure safety and security
- Reduce time-to-market
- Increase energy efficiency and profitability
- Keep up to date on the latest technology

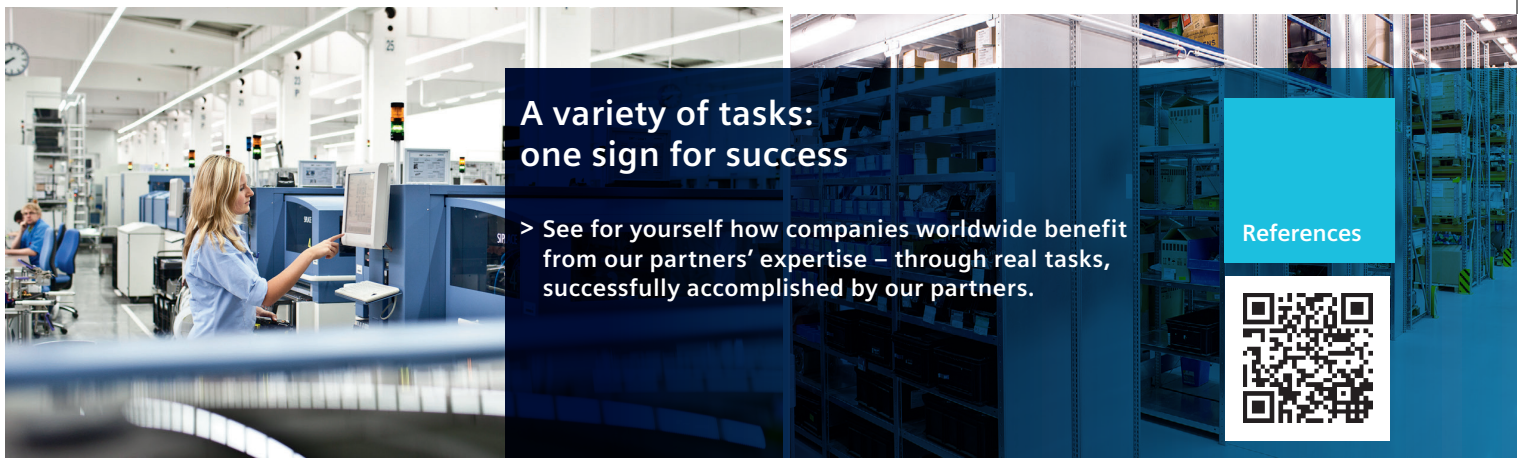
No matter what your specific industry task: Make sure that all of your demands are completely met. How? By placing your trust in Siemens – and in the shield that stands for Siemens quality and expertise around the world: the sign of our Solution Partners.

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 for 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.

References



Real-life success stories of our Solution Partners:

Modernization

Textile unit modernization: This client (LSI) had multiple machines that depended on legacy units. They were able to eliminate the risk of costly downtime with very little disruption to ongoing production by contacting a Solution Partner to upgrade its discontinued drives and related software code simultaneously.

[Link](#)

Innovations in Auto-Drilling

Bringing Ideas to Life: When a customer (Patti Engineering) wanted to develop a new design for their auto-driller for land rigs, they brought in a Siemens Solution Partner to assist.

[Link](#)

Safety First

Detecting Dangers: The Siemens Solution Partner (ae Solutions) created an integrated continuous fire and gas detection system using an industrial PLC platform for a pharmaceutical company. The solution included a local visual and audible alarm with 24-hour battery backup and first responder interface with remote monitoring capabilities for up to 40 detectors. This utilizes comprehensive state-of-the-art diagnostics for system monitoring.

[Link](#)

Replace, Reuse

Upgrade what YOU want: A customer had two Decko Machines that required new CNC's. They wanted a low cost, reliable, long term control solution while utilizing their existing motors and

drives. The Siemens Solution Partner (DeTech Sol) implemented an 840D sl based system, customized to maintain compatibility with the customer's current programming techniques. The solution significantly improved productivity with reduced downtime and added extensive operator messages to help with machine troubleshooting.

[Link](#)

Manufacturing Systems Overhaul

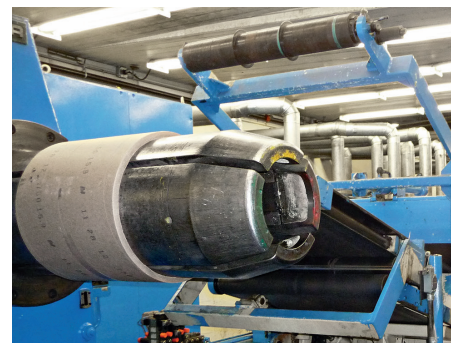
An Automation Refresh: A packaging manufacturer required a cost effective solution for updating their aging production equipment. A Siemens Solution Partner (Solid State Automation & Controls) designed, built, and installed a redesigned control system for several processes. The solution partner revamped cutting machine interfaces, a conveyor belt control system and two silo control systems. The customer benefitted by having reduced downtime, and in some cases increased efficiency by automating processes that were previously being handled manually.

[Link](#)

Avoiding Production Downtime by Using Siemens Wireless

Increased Productivity: After years of periodic downtime using third party wireless products, a metals-industry customer used a Siemens Solution Partner (Trutegra) to fix their problem. In the window of an 8 hour non-intrusive installation, the plant went from 10 line stoppages per shift to zero for the next year.

[Link](#)



We currently work with more than 1,500 Solution Partners worldwide. 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. As part of Siemens skills management system, employees confirm their knowledge and continuously learn through Partner specific training.

Certified - as if one of our own

Our stated objective is to train and develop our partners according to the same standards we use for our own employees.

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

- **Standardized worldwide:** Certification takes place in clearly defined technologies and applications.
- **Always up-to-date:** Certification is renewed at regular intervals.

Select group

Finding instead of searching: 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.

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.
- **Innovative:** Different training methods and media are used – such as web-based training, workshops, mentoring.
- **Future Focused:** Thanks to courses in specially designed workshops, our partners are always on the cutting edge of automation and power technology.

Direct contact

The [Partner Finder](#) has all the contact information in one place. Just click on it!



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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