



DISTRIBUTORSHIP

Partnering with mySCADA is easy

Double-sided motivation

- mySCADA is really glad for cooperation with a new companies which bring **benefits to both** of business subjects.
- We are looking for a **long-term business** relationships.
- We play **fair**, we believe in unified, favorable **conditions** for all of our distributors.
- We can **extend your portfolio** providing additional sales for your existing customers.
- With our products, you can **extend your existing customer base** by the new segments.



What we offer

- Fair play conditions are crucial for us.
- Free technical (product) training for the distributor.
- Free sales training for the salesmen focused on competitive advantages.
- Marketing help with product promotions.



Why to choose us



- Award winners – Engineers' Choice Award 2017.
- We are part of and are actively doing/promoting **Industry 4.0**.
- We have experience with **IoT** projects and offer suitable solution for it.
- mySCADA is modern looking system, highly appreciated by end users.
- mySCADA is suitable for **all industrial areas** thanks to its universality.
- mySCADA is a price-wise option with better functionality comparing to other vendors (Siemens, Rockwell, ABB).



What are we looking for

- Business organisations with **sales channels** in industrial automation, IT, or IoT.
- Organisations where a Visualisation / SCADA product can nicely **complement existing portfolio**.
- Skilled sales personnel with technical background.
- Technical support for end customer by distributor.



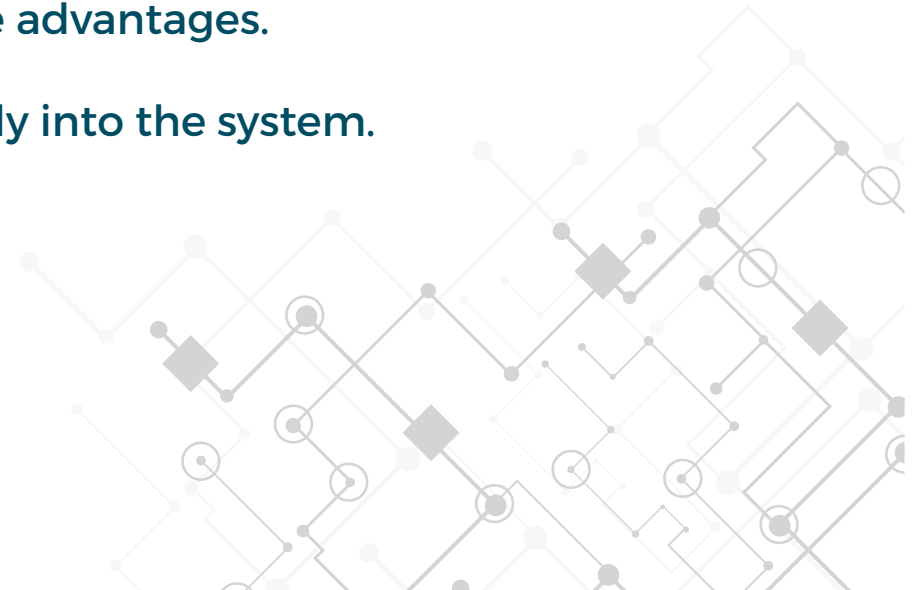
We require

- Active promotion of our products (you decide what strategy will work in your region).
- We suppose your active promotion:
 - on your websites (obligatory),
 - among existing/new customers,
 - in existing promotion channels (newsletters, press releases...).
- Regular trainings – keeping up to date with new features.
- At least one person trained for sales and one for technical issues.



We are supportive I

- We help you to get started (trainings, technical support...).
- We have a dedicated person on mySCADA side for:
 - consulting marketing campaign and other promotion,
 - consulting graphical design,
 - consulting all technical issues and questions.
- We provide sales training focusing on competitive advantages.
- We provide training to get your technicians quickly into the system.



We are supportive II

- Free technical support for any discovered issues.
- Offer of help with **project based work** such as:
 - graphical design,
 - custom functions programming,
 - project implementation,
 - etc.



Distributor discount

- The discount is calculated from **amount of sales per month**.

a) less than 999 EUR, the discount is 5 %.

b) 1 000 – 1 999 EUR, the discount is 10 %.

c) 2 000 – 2 999 EUR, the discount is 20 %.

d) 3 000 – 5 999 EUR, the discount is 30 %.

e) 6 000 EUR and over, the discount is 40 %.

* The amount of money is calculated as a final profit for mySCADA, so the distributor discount is already included

- To get you started, you will get **initial discount of 30 %** for first 3 months.

We expect

- To have a good quality distributors who build mutual trust with their customers preferring quality over quantity.
- We treat you the same...

(It is up to you, how much do you earn. And we will do our best to help you.)



Exclusivity

- All mySCADA distribution contracts are non-exclusive.

We understand that distributor needs some assurance to allocate adequate resources toward development of sales for the manufacturer.
- We will give you an initial time period (3 months) to get you started **not appointing any new partners**.
- Then, if the sales targets are met, mySCADA will have no intention to appoint new distributor in your area.



Conditions

- **Turnovers** will be checked and discussed quarterly.
- Periodical **communication** (at least once a month, skypecall with news, requests etc.).
- **Extending distributor websites** with mySCADA products and features (which will be regular part of the distributor's websites).
- Periodical **information to customers** (about mySCADA) via newsletters or other channels.





Start with us!
