



PARTNERSHIP

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 partners.
- 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.



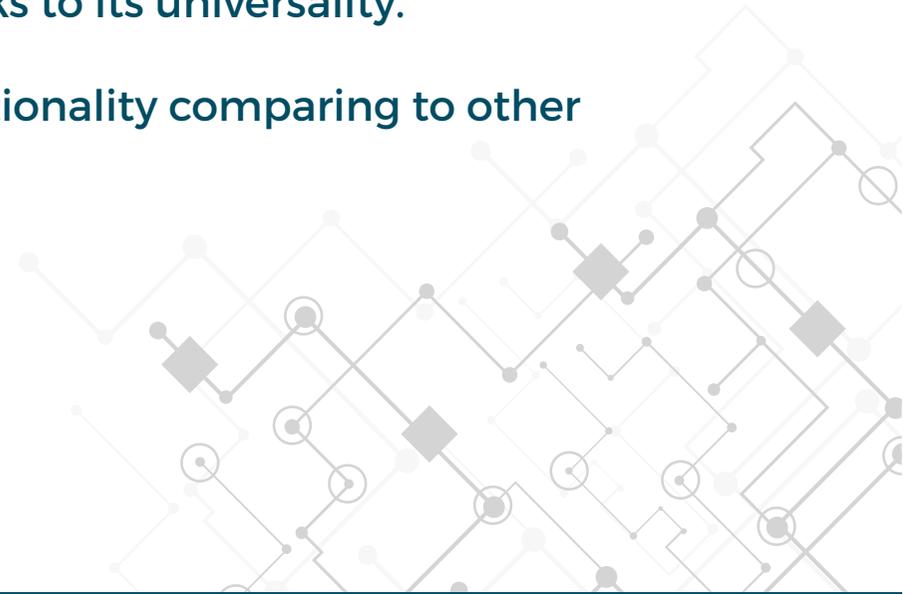
What we offer

- Fair play conditions are crucial for us.
- Free technical (product) training for the partner is included.
- Extended free technical support for the first project included as well.



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

- **Skilled engineering organisations** in industrial automation, IT or IoT.
- Organisations which are able to implement a Visualisation / SCADA system.
- Skilled personnel with technical background.
- Project support for end customers by partner.



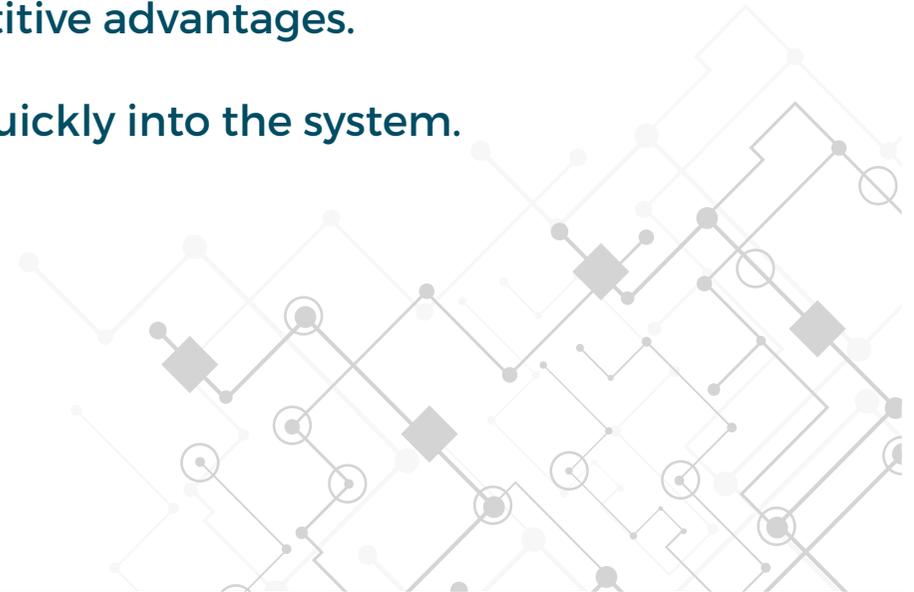
We require

- Active interest to deploy mySCADA products.
- Periodical training (yearly base).
- Link the websites (mySCADA <->Partner).



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 can provide sales training focusing on competitive advantages.
- We can 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.

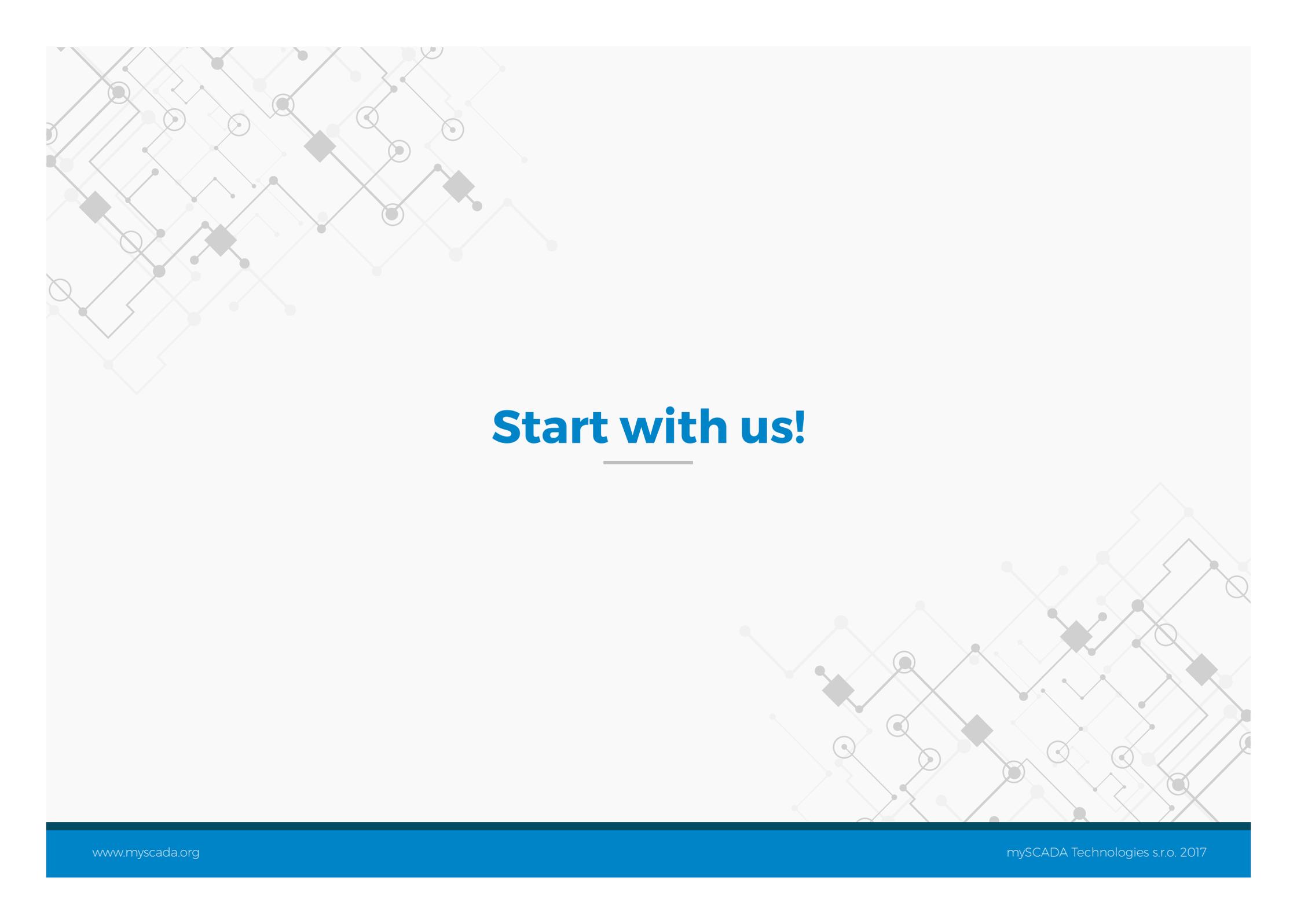


Partner discount

- The discount is calculated from **amount of sales per month**.
 - a) 0 – 1 999 EUR, the discount is 5 %.**
 - b) 2 000 – 2 999 EUR, the discount is 10 %.**
 - c) 3 000 – 5 999 EUR, the discount is 20 %.**
 - d) 6 000 EUR and over, the discount is arguable.**

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





Start with us!