

# New Improved ORP Approval Process for “Fast Track” Opportunities

Providing you with an approval or denial within 12 business hours of submitting an opportunity for all HBN registrations.

Announcing **APC by Schneider Electric’s New Opportunity “Fast Track” approval** process!

To further improve your experience with us, we will be implementing a “Fast Track” approval process for qualifying projects within the Opportunity Registration Program. “What is the difference?” you may ask; Projects that qualify for “Fast Track” approval will receive an approval/denial **within 12 business hours** of being submitted! Once your opportunity is in PENDING status, the clock will start.

In order to meet “Fast Track” requirements, the Opportunity must be for Small Office/Home Office Products ONLY. Please ensure that the ORP Form is marked accordingly\*.

\* **Question3:** What specific APC by Schneider Electric Products or Services does this opportunity contain?

- ☐ Data Center UPS (Symmetra PX, Smart UPS VT)
- ☐ Small IT ( Symmetra LX & RM)
- ☒ Small Office/Home Office (Back UPS, Smart UPS)
- ☐ Inrow Cooling
- ☐ Racks/Enclosures/PDUs
- ☐ Professional Services
- ☐ Software
- ☐ Uniflair
- ☐ MGE
- ☐ Pre-Fabricated Module
- ☐ Unknown at this time

\* **Question4:** If Small Office/Home Office was selected above, are these the only products included in this opportunity? Please clarify so we can best route your Opportunity Registration.

- ☒ Yes
- ☐ No

If you have any questions, please reach out to your APC Partner Development Representative or National Account Manager for more information.

\*If the form is not properly filled out, or if it indicates that other products besides Small Office/Home Office products are involved, it may not qualify for Fast Track approval and will be processed accordingly.

