

New Improved ORP Approval Process for “Fast Track” Opportunities

Providing our partners approval or denial within 12 business hours of the partner submitting an opportunity for all HBN registrations.

Internal Steps & Process

Commitment to partners:

1

Submission: Partners submit their ORP through their APC Personal Page.

How to fill out the questions to be eligible for “Fast Track” Approval:

- Identify this question on the ORP Form:
 - Q: *“What specific APC by Schneider Electric Products or Services does this opportunity contain?”*
 - Select the following answer: *“Small Office/Home Office (Back UPS, Smart UPS)”*
- Complete the next clarifying question:
 - *If Office/Home Office was selected above, are those the only products included in the opportunity?*
 - Select *“Yes”*

If the opportunity is found to have other products in the BOM, than it will be routed accordingly.

Easier process with more relevant questions on the ORP Form.

- Digital submission forms provided for top partners.
- All forms have been updated with more relevant questions.

2



4 business hrs

Notifications sent to Market Pricing Team and Sales by CRC stating ORP is ready for review.

- The CRC has **4 business hours** to process.
- Fast Track Opportunities will be labeled with “Fast Track” in the opportunity name.

Partners receive submission confirmation instantly.

3



8 business hrs

Market Pricing Team sends approval/denial notification to the partner within **8 business hours**.

- The sales team has within **8 business hours** to respond back with approval or denial.
- If Market Pricing Team does not hear back from sales, they hold the authority to make the approval/denial decision with information provided.

Partner receives approval or denial within **12 business hours** of submission

Our goal with ORP is to expedite the approval process for HBN transactional opportunities while minimizing channel conflict. Therefore, this requires collaboration, quick response and transparency between sales, MPT and channel marketing. If channel conflicts occurs, please contact MPT immediately to ensure the integrity our channel relationships.