

# Ensuring Business Enablement & Development for Managed Service Providers

## Power Your Managed Services

**The Managed Services Program is a testament to our channel commitment**, and it redefines the meaning of a program. Within the MSP Program, **APC by Schneider Electric is taking a holistic approach** to further enhance several areas of the business to enable and **grow recurring revenue streams for our partners**. This includes enhancements to product roadmaps, RMM and PSA **integrations**, certification training, demand generation consultation & campaign services, and Industry Association Sponsorship funding.

Offer	Description	Benefits	Requirements
Technical RMM & PSA Integrations	<ul style="list-style-type: none"> <li>Integrations include RMMs: Kaseya, N-Able, AVG, and PSAs, including TigerPaw and Connectwise.</li> <li>Roadmap includes CA-Tech (Nimsoft), Labtech and more to come!</li> </ul>	<ul style="list-style-type: none"> <li>Integration is easy with our pre-configured monitor sets...no writing separate scripts!</li> <li>Enabling predictive maintenance</li> </ul>	<ul style="list-style-type: none"> <li>No barrier to entry! Integration kits available on <a href="http://apc.com/msp">http://apc.com/msp</a></li> </ul>
Managed Services Certification	Certification designed to train MSPs on adding APC to their service portfolio	<ul style="list-style-type: none"> <li>Minimum Time Commitment, Maximum Relevance.</li> <li>On-Line, On-Demand Training</li> </ul>	<ul style="list-style-type: none"> <li>Impact of Selling Power and Cooling Managed Services – <i>19 minute video</i></li> <li>Components of a Business Networks Infrastructure – <i>15 minute video</i></li> <li>APC Solutions for the Business Networks Market – <i>9 minute video</i></li> </ul>
Funding for Business Development	<ul style="list-style-type: none"> <li>Demand Generation Consulting &amp; Campaign Services</li> <li>Industry Association Sponsorship with ASCii or CompTIA</li> </ul>	<ul style="list-style-type: none"> <li>Boost revenue by driving demand for integrating power into your service portfolio</li> <li>Learn industry best practices from educational associations</li> </ul>	<ul style="list-style-type: none"> <li>These benefits are available upon request and subject to approval by Channel Sales &amp; Marketing Leadership.</li> </ul>

APC by Schneider Electric reserves the right to alter or cancel this program at any time. National IT VARs, DMRs, & Electrical Distributors may take the MSP Certification training but are not eligible for any discounts or financial benefits associated with the Managed Services Program.