

# Profitability Programs for Managed Service Providers

Power Your Managed Services

## Profitability Programs

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 incentive programs designed to increase your profitability.

Program	Description	Benefits	Requirements
Managed Services Bundled Discount	Growing your business, your way.  8% discount for bundling Smart-UPS, Network Card, & 1 Year or 3 Year Extended Warranty	No Red Tape <ul style="list-style-type: none"> <li>Not traditional deal registration - no waiting!</li> <li>Executed internally by APC sales teams via bFO</li> <li>Not a first come, first serve, "guarded" discount</li> </ul>	<ul style="list-style-type: none"> <li>Cannot be combined with ORP, AIP, Edge, or other discount offers</li> <li>Order value cannot exceed \$15,000</li> <li>Partners may be asked to provide RMM tool screenshot as proof of management</li> <li>Partners must have completed the MSP certification</li> </ul>
iRewards Bonus Points for MSPs	Recurring Services, Recurring Rewards  Rewarding MSP partners for managing devices!	Point Structure <ul style="list-style-type: none"> <li>Net New SKUs - 2,500 points</li> <li>Existing SKUs (claimed quarterly) - 500 points</li> </ul>	<ul style="list-style-type: none"> <li>Partners must have completed the MSP certification</li> <li>Allow up to 4 weeks after quarter end for claims to be approved</li> </ul>
Financing Options through IT Distribution	Extend 30 Day Terms to 60 Days when purchasing through IT Distribution	<ul style="list-style-type: none"> <li>More Time Between Payments</li> <li>Greater Flexibility with Capital</li> <li>Fewer Eligibility Restrictions</li> </ul>	<ul style="list-style-type: none"> <li>Existing Line of Credit through Ingram Micro or Synnex (Tech Data financing available soon)</li> <li>Partners must have completed the MSP certification</li> </ul>

These discounts and iRewards values are subject to change. National IT VARs, DMRs, & Electrical Distributors may take the MSP Certification but are not eligible for any discounts or financial benefits associated with the Managed Services Program.