

Why Source Through our IT Distributors?

Life Is On

APC
by Schneider Electric

INGRAM
MICRO

Tech Data
The Difference in Distribution™

D&H

SYNNEX
CORPORATION



1

Financial Support & Incentives

Financing Options

Net Terms, Credit Lines, Leasing Options, & Floor Planning Options

Product Rebates

Adjusted quarterly

APC Discount Programs

Facilitation of Attach Incentive Program (AIP), Edge IT Program, etc.

2

Excellence in Logistics

Inventory

High availability, Inventory management

Shipping Options

Transportation, Expedited service, Flexibility, Lower Freight Costs

Integration Services

Private Labelling, Asset Tagging, Solution bundling with custom configuration & assembly

3

Best in Class Sales Support

Solution Based Support

Subject matter experts for your entire solution, Sales support based on vertical, Teams of vendor-based support

Training & Enablement

Certification programs available

Technical Services

Highly trained technical staff

4

A True Partner for Your Business

Marketing Enablement

Demand Generation Programs & Resources, Creative Agencies

Trusted & Credible

Thousands of resellers in hundreds of countries count on our distributors every day

Exclusive Memberships

Many of our distributors have exclusive membership communities which offer additional benefits

Points of Contact

APC by Schneider Electric and IT Distribution



Life Is On



<p>John Chirico National Account Mgr. John.Chirico@schneider-electric.com 401-301-2341</p>	<p>Larry Hann Sr. National Account Mgr. Larry.Hann@schneider-electric.com 401-935-9212</p>	<p style="writing-mode: vertical-rl; transform: rotate(180deg);">US & Canada</p> <p>Dana Voelker Channel Program Mgr. Dana.Voelker@schneider-electric.com 401-782-7658</p>	<p>Paige Crump Neary National Account Mgr. Paige.Neary@schneider-electric.com 401-499-6266</p>	<p>Joe Treadwell National Account Mgr. Joe.Treadwell@schneider-electric.com 804-467-4015</p>
<p>Matthew Connelly IT Distribution Channel Sales Matthew.Connelly@schneider-electric.com 800-237-8931 x87546</p>	<p>Meghan Portka IT Distribution Channel Sales Meghan.Portka@Schneider-Electric.com 716-430-6291</p>		<p style="writing-mode: vertical-rl; transform: rotate(180deg);">Canada</p> <p>Chris Diamantis Partner Development Mgr. Canada Chris.Diamantis@schneider-electric.com 401-782-7658</p>	<p>Elsie Jones Product Manager elsiej@synnex.com 864-349-4430</p>
<p>Rachelle Goldhammer Sr. Product Mgr. AIS - Networking rachelle.goldhammer@techdata.com 800-237-8931 x84663</p>	<p>Nicole M. Broad Market Dev. Specialist II Nicole.Broad@ingrammicro.com 716-633-3600 x65160</p>	<p style="writing-mode: vertical-rl; transform: rotate(180deg);">Canada</p> <p>Canadian Sales 800-268-1220</p>		<p>Cameron Stelly Business Dev. Rep camerons@synnex.com 864-373-7525</p>
<p>Stephanie Garcia Solutions Associate SEAPC@techdata.com 800-237-8931 x70101</p>	<p>Dennis Brown Market Dev. Specialist II Dennis.Brown@ingrammicro.com 800-456-8000 x67352</p>		<p style="writing-mode: vertical-rl; transform: rotate(180deg);">Canada</p> <p>Thomas Liu D&H Canada tliu@dandh.com 800-877-1200 x7970</p>	<p>Clint Bradshaw Solutions Associate SEAPC@techdata.com 800-237-8931 x70101</p>
<p style="writing-mode: vertical-rl; transform: rotate(180deg);">Canada</p> <p>Technical Support 800-668-5588 Option 4</p>	<p style="writing-mode: vertical-rl; transform: rotate(180deg);">Canada</p> <p>Monica Handa Market Dev. Specialist Monica.Handa@ingrammicro.com 905-755-5000 x55884</p>			
	<p>Technical Support 905-755-5000 Option 2</p>			



APC by Schneider Electric

132 Fairgrounds Rd.
West Kingston, RI 02892
Preferred Partner Support Line: 1-800-771-1APC

March, 2016

©2016 Schneider Electric. All Rights Reserved.
All trademarks are the property of Schneider Electric SE, its subsidiaries and affiliated companies.

apcpartnercentral.com/incentives

Life Is On

