

IT Reseller Partner Guides

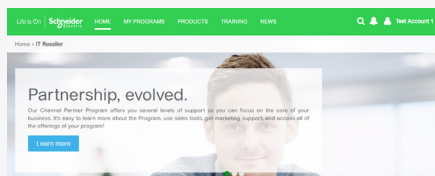
Becoming a Premier Non-specialized Partner

1

Log into your partner page at:

apc.com/personalpage

Once registered and logged in, click **MY PROGRAMS:**



2

Select 3 different specialization areas in which your company will attain “Sales Associate” certifications. The acceptable specialization areas include:

- Business Networks
- Software
- Cooling
- Home/SOHO
- IT Power
- Industry & Infrastructure

3

Next select **ENROLL TODAY**. On the following page, find your certification and select **CERTIFY**.

Cooling

You have enrolled in our Cooling Program!

You have completed the First Step to becoming a certified Cooling Partner. Complete your certifications and join the Select or Premier Level!

[Find out about our Cooling Program](#)

[> Certify as a Cooling Partner!](#)

Business Networks

You have enrolled in our Business Networks Program!

You have completed the First Step to becoming a certified Business Networks Partner. Complete your certifications and join the Select or Premier Level!

[Find out about our Business Networks Program](#)

[> Certify as a Business Networks Partner!](#)

IT Power

You have enrolled in our IT Power Program!

You have completed the First Step to becoming a certified IT Power Partner. Complete your certifications and join the Select or Premier Level!

[Find out about our IT Power Program](#)

[> Certify as an IT Power Partner!](#)

4

Click into the training path links to access the modules. **2 Individuals** must complete the Sales Associates paths to become a Premier Non-specialized Partner. The certification may include both online and classroom trainings. Please contact your local Channel Program Support Team to find out about scheduled classroom trainings.

Business Networks Specialization

By certifying as an APC by Schneider Electric Business Networks Partner, you will be expanding your expertise and sales in this dynamic space.

You can certify as either of the following levels to enhance your knowledge of this high-value specialization:

SELECT Business Networks Specialization

Select Business Networks Partners will be ready to:

• Identify business networks opportunities.

• Expand their sales portfolio with a deeper knowledge of the APC product range.

How do I become a Select Business Networks Partner?

1. Complete your Company Profile.
2. Enroll in the Business Networks Program, and
3. Ensure that at least one employee completes the Business Networks Sales Associate Curriculum.

PREMIER Business Networks Specialization

Premier Business Networks Partners are qualified to:

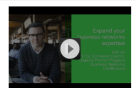
• Identify business networks opportunities.

• Sell APC by Schneider Electric Business Networks Solutions and demonstrate value against competitors.

How do I become a Premier Business Networks Partner?

1. Complete your Company Profile.
2. In the Business Networks Program, and
3. Ensure that the following training curricula have been completed between at least two employees:
 - Business Networks Sales Associate Certification
 - Business Networks Sales Professional Certification
4. Fulfill employee revenue requirement (Set in touch with your local APC Partner Manager to verify your revenue requirement).

Become an APC Business Networks Partner now!



5

Individuals must **REQUEST** the learning paths, and then Open Curriculum to start the trainings. In addition to the certification requirements, your company must meet the \$100K Revenue Requirements.

You are already registered for this training.



Certification: Business Networks for Sales Associates
Curriculum • PRM • 36 minutes • \$0.00

[Open Curriculum Player](#)

This curriculum will provide learners with the knowledge needed to sell integrated Business

US BN Select My Courses: US B

US BN Select PRM

Bio

Transcript

Actions

My Courses: US B

Use the transcript to manage all a

0 H AGGREGATE TRAIN

Active By Date Added

Search Results (4)

Certification: D Due: No Due Date

apc.com/personalpage

Life Is On

APC
by Schneider Electric