



Edge IT Protected Discount

In today's changing IT landscape, partners need a way to transition the complexities of IoT into immediate revenue in local edge environments. IT Deployments at remote/branch offices are more critical than ever, and for Converged & Hyperconverged solutions in these spaces, a standardized & redundant physical infrastructure is needed.

Earn **up to 17% off** when you design and sell solutions with our **Edge IT Protected Discount through our Opportunity Registration Program!**

The Edge IT Protected Discount grants partners discounts for designing and selling simplified infrastructure deployments. Discounts are based on approved registration, validated designs from the new **Local Edge Configurator**, and the number of eligible product categories in the design.

Design Requirements	Discount	Revenue Requirements
3 Product Categories	12% Discount	No Revenue Requirements*
4 Product Categories	14% Discount	
5 Product Categories	15% Discount	
Micro Data Center Xpress	17% Discount	

Eligible Product Categories*

- Network UPS (Single Phase Smart UPS & Symmetra UPS)
- Racks & Enclosures
- Network Management Cards (Not including embedded networking capability)
- Rack Mount PDUs (inc. ATS & Rack Mount Bypass)
- UPS Concurrent Service (extended warranties, start ups & advantage plans)
- DCIM Software
- Security & Environmental Monitoring

Program Process

1. Log into your APC Personal Page to register your project through the [Edge IT Protected Discount](#). [Click here](#) for Registration Steps. If you don't have an APC Personal Page, [click here](#) to enroll.
2. Configure your Edge IT Solution through the [APC Local Edge Configurator Tool](#). [Click here](#) for Configuration Steps.
3. Submit the approved Solution ID to your APC by Schneider Electric sales team for discounted quote

* Any Opportunities over \$100,000 will require a special approval from APC

* The APC sales team may reach out for more information if configuration ratios seem inconsistent with recommended edge deployment designs. Ratio guidelines can be accessed [here](#).

(example: 1 rack, 1 PDU, and 20 UPSs will come under review)

apc.com/personalpage

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