



by Schneider Electric

Small IT Solutions Program

Program Overview

Today, solution sales aren't just for data center! Some of the biggest opportunities are hiding at the edge of the network. As customers moved to the cloud, its more critical than ever that smaller IT spaces such as remote and branch offices, network closets and server rooms maintain connectivity, operate efficiently and have the guaranteed availability they need.

- Help partners transform to a solution provider in the SMB & Small IT Spaces, to become an easy, one stop shop for customers physical IT infrastructure needs.
- Tailored solutions to solve real customer challenges in small IT spaces that are becoming more complex as time passes.

Program Benefits

Now, you can easily help your customers upgrade and right-size their virtualized environments and small spaces with complete physical infrastructure solutions. Utilizing the Small IT Solution Designer, partners have the ability to configure our vendor-neutral racks, modular power and cooling into a comprehensive solution to solve many of the challenges customer face today.

- Move to Solutions from Transactional Sales
- Increased Revenue and Higher Margins
- Provide more Value to your Customers
- Greater Business Differentiation

Small IT Solutions—UPS, Rack, Rack Distribution				
Solution Types	UPS	Enclosure	Rack Power Distribution	Program Discount
A1E	Smart-UPS <1.5Kva	Netshelter SX or SV Enclosure	Basic, Metered, or Switched PDU	8%
A1C, A1D	Smart-UPS >1.5Kva or Online			8%
A1A, A1B	Symmetra Rackmount			10%
A4	Smart UPS	Netshelter CX		12%

Program Process

1. Log Into your Personal Page to access the Small IT Solution Designer.
2. Configure Solutions that include eligible UPS, Enclosure, & Power Distribution Units to develop one of the Solution Types listed in the attached guide
3. Submit the Bill of Materials with the Approved Solution ID to your preferred distributor and receive up front discounts.

BUILD A COMPREHENSIVE OFFER FOR ANY IT SPACE!

- 1 **IT Solution Designer:** Configure the right solutions for any environment with this simple tool that incorporates APC and third-party components, providing you with downloadable designs, part lists, and pricing quotes.
- 2 **Racks and accessories:** Agile, vendor-neutral racks can accommodate ever-changing IT equipment for easy deployment and manageability, while maximizing space, efficiency, and availability.
- 3 **Right Sized Power:** Scalable, modular, energy efficient options including our UPS's and basic, switched and metered power distribution units. Scale power and run time as demand increases or when higher levels of availability are required.
- 4 **Rack Air Distribution:** Our complete cooling portfolio includes Rack mounted air distribution products that help solve inadequate air distribution problems within a rack enclosure. These products work with existing cooling products to either provide cool air or remove heat from the rack.
- 5 **Management capabilities:** StruxureWare for Data Centers or Power Chute software lets you and your customer make informed, business minded decision that result in the highest operational and energy efficient levels.



Compete with Solutions not just Components!