

System Integrator Program



Expand Opportunities, Close More Business as a Discrete Automation System Integrator

Challenges

Technology partners who don't come to the table.

When your product partner is not selling with you, they're no partner. Selling the advantages of new technology to your customers is too much trouble to struggle through alone – no matter the benefits.

**TIME-
CONSUMING
AND COSTLY**
EFFORTS SELLING NEW
TECHNOLOGY ON YOUR OWN



Learning new technology feels like more trouble than it's worth.

Learning and implementing new technology is challenging and time intensive – and you're getting paid by the hour! Plus, your teams are taken offline in the process. It's a big investment.

**WHO HAS TIME
TO INVEST
IN LEARNING NEW
SYSTEMS?**



Complex and difficult integration.

You convinced your customer you could solve their problems better, faster and cost effectively with new technology – but integration is hard and every call to your partner's tech support costs you.

**YOU ARE IN
IT ALONE**
WHEN THE ENGINEERING
GETS TOUGH



OUR SOLUTION - Discrete Automation System Integrator Program

Our System Integrator Program is a true partnership, and we demonstrate it with our time, attention and support. Partnership means we'll be there when you call, providing sales, training and technical support that will save you time and headaches, making Emerson a valuable partner. We're committed to being the leader in automation solutions and our system integrator partners are a vital part of that goal!

Go to the sales table with Emerson experts by your side.

When you're our system integrator, our experts help you sell. We're working with you on sales opportunities, supporting your expertise, and impressing your customers with the value of our partnership and automation products. Our system integrators are important to us, and your success is ours.



Emerson technology reduces time and cost since it's easy to learn, use and reuse.

Open programming, reusable code, open communications, and built-in security make Movicon™ and PACSystems™ easy to learn, program, deploy and maintain. As a partner, you receive a single intuitive software development suite for programming our entire PACSystems hardware family along with the training and support you need to become experts. Plus, Emerson products are highly reliable, protect your intellectual property – and they're available.



Emerson training and support is included – we are in this together.

Your time is money. Let us help get your team productive quickly with certified trainers in both classic and virtual classrooms, unlimited online training, and online Movicon certification. If issues arise, our tech support team is available to assist you. We want your integrated Emerson solutions to delight your customers with the highest performance and best customer experience possible. Automation is a team sport at Emerson!



Key Benefits

- Emerson's global controls and software portfolio
- Movicon.NExT™ development platform
- PACEdge™ Industrial Software for Edge Computing
- PAC Machine Edition software development platform
- Certified Emerson trainers and unlimited online training
- Access to Primary Support
- Recognized with an Emerson System Integrator logo for your website and certificate for your lobby.

System Integrator Program Membership

Our System Integrator Program offers an annual membership that requires completion of an agreement detailing the program benefits and terms. License options available starting at 10 seats.

PAC Productivity Suite (PPS) available as an option.

To benefit from the Discrete Automation System Integrator Program, contact your local Emerson sales representative or channel partner.



For more information: www.Emerson.com/solution-providers

