



Beijer Electronics Partner Program

Innovative Ecosystem

Partner Program

Beijer
ELECTRONICS
People & Technology. Connected.

It's about a group of people working together for innovation

- As the pace of technology becomes ever faster, few companies can offer everything alone. Through Innovative Ecosystem Partnerships we team up with a group of experts to tailor the best solution for every customer.
- Areas that benefit from partnerships include software licenses, education, training, development, technology sourcing and in the end – your business.
- Being an Eco-partner gives you many advantages, from joint activity to customers, application and project planning expertise, impeccable technical support, marketing exposure through public channels and much more!



Ecosystem Partner types



System Integrators

You are a field control system solution provider who has industrial domain knowledge in certain industrial segment or across different industrial segment. Now you are looking for innovative ways to bring industrial IoT into reality for your customers.



Digital Solution Developers

You are an IT solution provider who has strong software engineering ability with your own or 3rd party platform. Now you see digital transformation opportunity in industrial segments and you can contribute your software expertise.



Strategic Alliances

You are a product or system maker who collaborates with Beijer Electronics closely to provide valuable synergized solutions for customers and in areas of strategic importance.

This is what Eco-partners will get

Product/Service	Description
Starter kit	Get starter kit with favorable price
iX Developer license	1 yearly license
BCS Tools license	1 yearly license
NMS networking management tool	1 yearly license, 32 Nodes
NRE of branding X2 panels according to branding guidelines	20% discount
Marketing material hard copies	Brochure, Newsletter...etc
Advanced support on software	<ol style="list-style-type: none"> C# libraries center access account : <ol style="list-style-type: none"> Download free libraries Special price for charged libraries with 15% discount off C# script develop support request : <ol style="list-style-type: none"> High priority for development queue For charged project case, development fee 15% discount off

Collaboration	Description
Training for Starter kit	Help you get familiar with our software and hardware offering
Expert meetings for your project and solution planning, and advice of networking deployment	Discuss specific needs of your on-hand project opportunity
Seminars or webinars with industry and application oriented theme	Discuss product combination and solution that meets the immediate needs of certain application
Prioritized business matching within Eco-Partners network	Meet someone as skilled and committed as you are to accomplish innovative applications together
Prioritized shipments of stocked goods	Delivery immediately after payment
Partner certificate	Written certificate for you to approach business as an endorsed and recommended partner
Press release of partnership	Describe the partnership on our public communication channel and emphasize the value of such partnership

This is what we expect an Eco-partner will have/do

- A team with the expertise to unify systems and networks with technology of Beijer Electronics.
- Share application and industry insights and bring out the role of Beijer Electronics on the public communication channel.
- Co-organize online webinars by inviting customers and setting theme together with Beijer Electronics.
- Share potential business and project opportunities to Beijer Electronics- customer name does not have to be disclosed if deemed sensitive.
- Qualified technical workforce to advise the customer for advanced software development (e.g. .NET, C#, Codesys)

Talking about Beijer Electronics

We encourage you to describe Beijer Electronics with the following paragraph to your audiences:

- Beijer Electronics is a leader in industrial IoT and automation who brings people and technology connected across all industries. The company empowers you to meet your challenges through best-in-class and user-friendly

technology. Their experienced and passionate people help you accomplish your goals and ambitions, and gain a competitive edge in today's digitalized world.

- Always use "Beijer Electronics". Do not use variations or abbreviations like "Beijer" or "BE".

About Beijer Electronics

Beijer Electronics is a multinational, cross-industry innovator that connects people and technologies to optimize processes for business-critical applications. Our offer includes operator communication, automation solutions, digitalization, display solutions and support. As experts in user-friendly software, hardware and services for the Industrial Internet of Things, we empower you to meet your challenges through leading-edge solutions.

Beijer Electronics is a Beijer Group company. Beijer Group has a sale over 1.4 billion SEK in 2020 and is listed on the NASDAQ OMX Nordic Stockholm Small Cap list under the ticker BELE. www.beijergroup.com

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