

Benefits and Requirements

Connected System Integrators are an integral element of the Connected with Kepware® partner program.

Because Kepware does not offer system integration services, we rely on our Connected System Integrators to implement and optimize our solutions so we can remain focused on developing the highest quality products for our customers. Integrators have firsthand knowledge and experience in a variety of industries, including Manufacturing, Oil & Gas, and Water & Wastewater. Each Connected System Integrator has been carefully selected and vetted for participation.

The program includes gold and silver tiers based on level of engagement and experience with Kepware products. For a comparison of the tiers' benefits and requirements, please see the tables below.

Benefits	Silver	Gold
Business		
Kepware Partner Portal	✓	✓
Quarterly Newsletter	✓	✓
System Integrator Kickoff Session	Group	Private
Guided Onboarding		✓
Training		
Hands-On Kepware Product Training	✓	✓
Sales		
Product Discount	✓	✓
Demonstration/Trial Licenses	✓	✓
System Integrator Hardware Key	✓	✓
Qualified Lead Referral		✓
Dedicated Kepware Manager		✓
Marketing		
Program Announcement Materials	✓	✓
Customer Reference Program Membership	✓	✓
Access to Kepware Collateral and Assets	✓	✓
Company Profile Listing in Online Database	✓	✓
Access to Pre-Release Product Information and Collateral		✓
Invitation to Product Pre-Release Webinars	✓	✓
Social Media Marketing		✓
Tradeshaw and Event Support		✓
Webinar Panelist Opportunities		✓
Technical Support		
Priority Access to Level 1/2 Technical Support	✓	✓

Requirements	Silver	Gold
Business		
Term of Agreement	Annual	Annual
Enrollment Fee	None	None
Annual Program Renewal	✓	✓
Minimum Number of Kepware Installations	3	20
Tier Entry	✓	By Attainment
Training		
Meet Product/Sales Training Qualifications	✓	✓
Meet Advanced Product Training Qualifications		✓
Sales		
Position and/or Sell Kepware Product and Support Offerings	✓	✓
Marketing		
Link to www.kepware.com	✓	✓
Contribute Annual Use Cases		✓
Technical Support		
Provide Post-Sale Assistance (Licensing, Installation, and Configuration)	✓	✓
Provide Pre-Sales Technical Support		✓

Kepware is a software development business of PTC Inc. located in Portland, Maine. Kepware provides a portfolio of software solutions to help businesses connect diverse automation devices and software applications and enable the Industrial Internet of Things. From plant floor to wellsite to windfarm, Kepware serves a wide range of customers in a variety of vertical markets including Manufacturing, Oil & Gas, Building Automation, Power & Utilities, and more. Established in 1995 and now distributed in more than 100 countries, Kepware's software solutions help thousands of businesses improve operations and decision making.

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