

BECOME AN AUTOSOL PARTNER

Bring the value of the most reliable industrial data communications platform to your customers—and **get new value in return.**

EXPLORE YOUR OPPORTUNITIES >>



Why partner with AUTOSOL?

WE'LL GIVE YOU 5 GOOD REASONS.

Align with the long-time leader in industrial data communications to:

1 Offer your customers a robust solution for industrial data delivery that has been **field-tested and proven in reliability for over 33 years.**



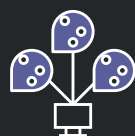
AUTOSOL software is an integral part of the world's critical infrastructure today, providing the **communications layer** for **more than 1,200 systems and 500,000 devices** performing various automation missions.

2 Gain a **flexible platform on which to build new tools** for your customers to retrieve and present needed data from the field.



AUTOSOL's multi-protocol platform **supports the widest range of legacy protocols** and can be **deployed with fewer servers** than competitive offerings.

3 Enable customers to **take advantage of IIoT efficiencies today, with minimal impact** to their existing infrastructures.



AUTOSOL's **eACM edge-based polling engine** translates native RTU and PLC protocols into MQTT, using a highly efficient report-by-exception approach to **acquire more data using the same network.**

4 **Ensure your customers will be well-supported.** AUTOSOL is renowned for our responsive, personable and expedient problem-solving.



From **built-in product diagnostics** to **24/7 access to AUTOSOL live support reps**, you can be confident your customers will get the technical and troubleshooting support they require, **when they need it.**

5 **Gain a partner for the long-term.** Our focus on continual innovation will ensure you have solutions in your portfolio to meet customers' latest data access and delivery demands.



Put our SCADA and automation experts on your team, and benefit from **close collaboration to solve customers' operational challenges** with tailored, data-focused solutions.



A Partnership That Fits:

SOLVING CUSTOMER CHALLENGES & YOURS TOO

No matter your size, if you serve companies that must acquire data from the field—from oil & gas and water and wastewater operations to those with building automation systems—you'll benefit from a partnership with AUTOSOL.

Integrator Partners

Your customers need enterprise-wide accessibility to operational information. AUTOSOL's software solves your challenges as you solve theirs too, providing an **ultra-reliable platform to build your solutions for data retrieval and presentation in an efficient, flexible manner.**

With an array of protocols and a number of add-on solutions to leverage, you'll have the capabilities needed to address a diverse array of customers' data delivery requirements. You'll also have access to support from our SCADA and automation experts, and once your solution is deployed, you can rest assured that those customers will be proactively supported by AUTOSOL's technical team long-term.

Value-Added Reseller Partners

Bring the leading software for industrial data communications into your own portfolio and offer integrated solutions with proven reliability and real-world performance. Deployed with fewer servers and optimized to incorporate the latest protocol, security and reporting features industrial enterprises need today, **ACM enables you to provide a modern polling solution as part of a highly efficient, all-in-one package.**

Our reseller partners also benefit from AUTOSOL's comprehensive technical training, delivered by our experts in both data delivery and SCADA system optimization.

Hardware Partners

AUTOSOL's eACM can be embedded on a multitude of hardware platforms to bring the next level of data-driven architecture to your clients. This lightweight software integrates with both new and legacy systems, giving you **flexibility to run multiple-protocol-to-MQTT polling at the edge.**

Referral Partners

Do you know an organization struggling with reliable remote data acquisition, or a company that you know can benefit from AUTOSOL's modern polling solutions? **Send them our way.** We value you as an AUTOSOL advocate and offer referral incentives to thank you for spreading the word on our software.

MORE VALUE: FOR YOUR CUSTOMERS & FOR YOUR BUSINESS

As an AUTOSOL partner, you have access to:



Comprehensive data delivery software solutions

Including ACM for historical and real-time data collection, ACM R/T SCADA for real-time data delivery speed, and eACM for edge-based polling and enabling IIoT.



Expert training and support

Led by a team with decades-deep SCADA knowledge, ready to collaborate with you to ensure your solutions work for your customers every time, all the time.



Partnership incentives

Partners and resellers receive discounted pricing on AUTOSOL's solutions, and we offer commissions for referrals and new installations.

As a result, your customers benefit from:



Solutions that work

Be the hero that delivers for your customer, without fail.



Premier support

Readily accessible, live 24/7 support from experts that care.



Future-ready products

Enabling them to take advantage of new data acquisition paradigms—without disrupting the infrastructure they have in place.

Join a **prestigious community of partners** including:



Take the Next Step Today

Let's discuss your customers' industrial data collection challenges and how we can work together to solve them most efficiently.

Reach out to us at autosol.partners@autosoln.com or visit autosoln.com/partners to make a referral or apply for partnership.

