



TIGHTER
TEAMWORK

The NDC Partner Program

BETTER
BUSINESS

KOLLMORGEN



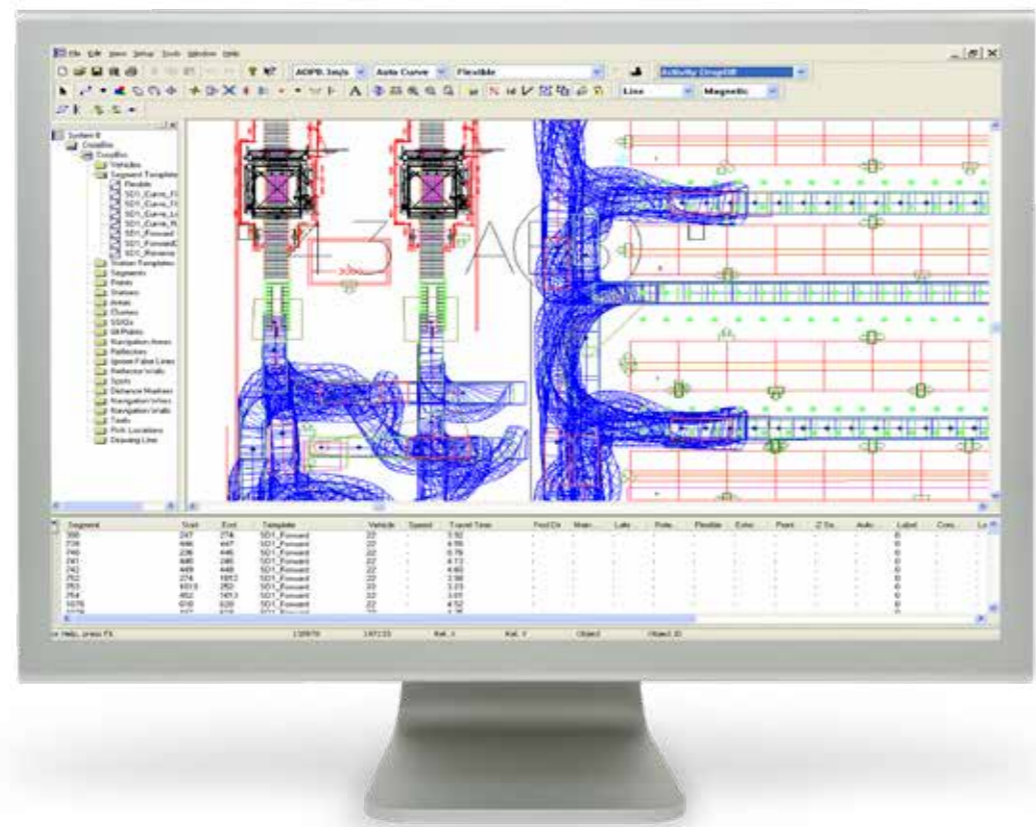
TIME TO SHIFT PERSPECTIVE

Kollmorgen is a specialist company within control solutions for automated guided vehicles (AGVs) and mobile robots. With us, you get access to a complete and highly customizable controls platform as well as fast professional support services. This boosts your productivity, reduces your costs and risks associated with in-house development, and frees resources for improving your core competence.

You do what you do best. We do what we do best. Together we make better business.

WHY PARTNER WITH US?

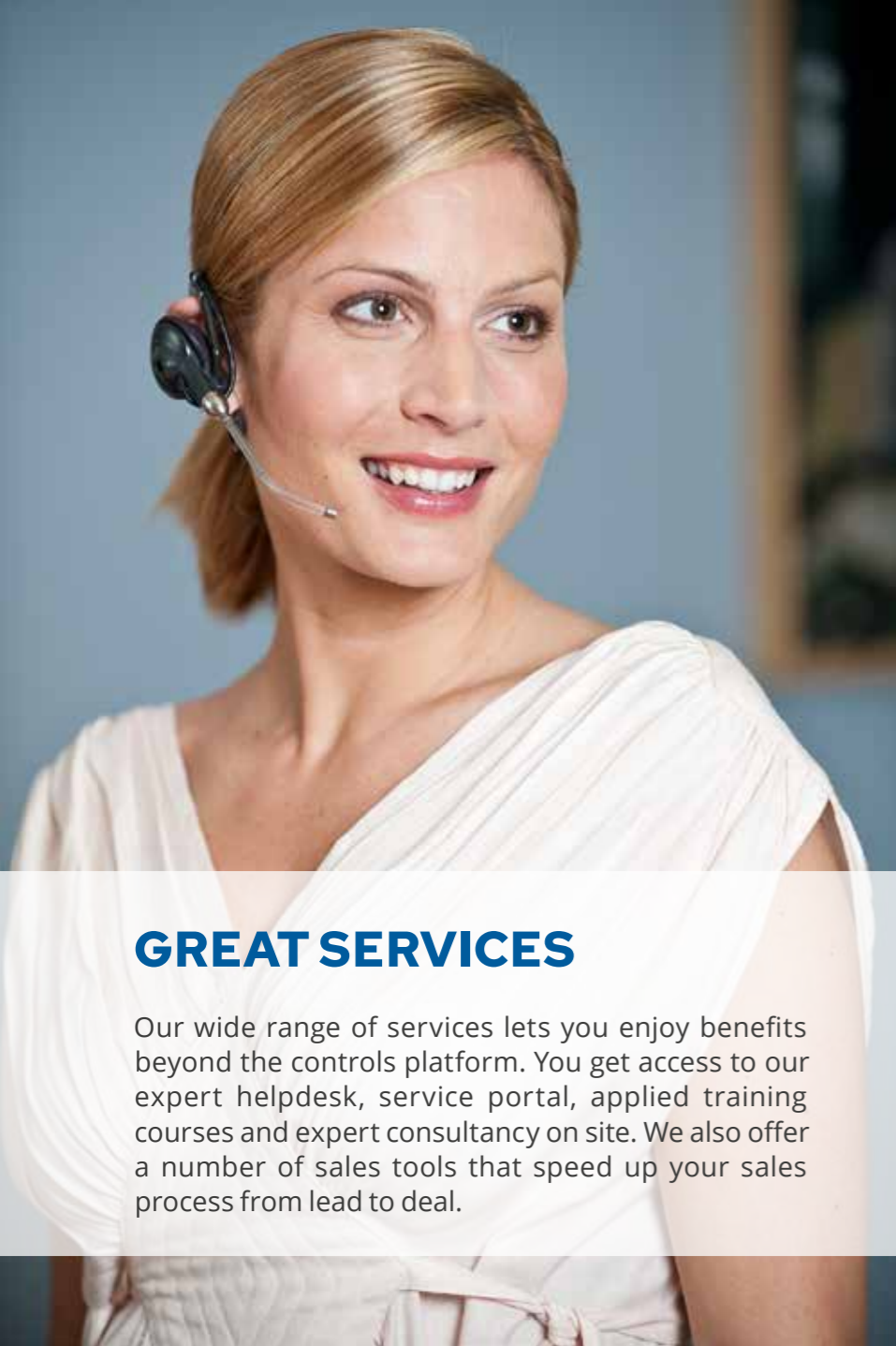
- Stay ahead—make your company a front-edge solution provider with competitive technology from Kollmorgen
- Secure costs—move from fixed to variable costs, lower your engineering and support costs
- Assure product lifecycle management—let us manage your long-term product supply commitment



GREAT TECHNOLOGIES

Our controls platform lets you create competitive driverless vehicle installations that are easy to design, operate, maintain and extend. The possibilities are practically endless. The platform lets you automate almost any material handling application.





GREAT SERVICES

Our wide range of services lets you enjoy benefits beyond the controls platform. You get access to our expert helpdesk, service portal, applied training courses and expert consultancy on site. We also offer a number of sales tools that speed up your sales process from lead to deal.



IMPROVE YOUR BUSINESS. JOIN OUR PARTNER PROGRAM

The purpose of the partner program is to generate better business for you and for us through tighter teamwork. Simply put, to make the most of this win-win strategic alliance.

The partner program gives you business, sales, marketing and technical support. The amount of support depends on your membership level. Here's what you get on each level.



MEMBERSHIP LEVEL



Business support

	CERTIFIED PARTNER	SILVER PARTNER	GOLD PARTNER
Discount on software	Standard price list	Standard discount	Negotiated price list
Access to partner portal	✓	✓	✓
Yearly product roadmap workshop (trends, strategy, plans)	–	–	✓

Sales and marketing support

Listing in the partner directory on our web site	✓	✓	✓
Joint sales calls	–	✓	✓
Joint case studies	–	–	✓

Technical support

Technology license (certified to use Kollmorgen's technology)	✓	✓	✓
Named helpdesk contact	–	–	✓
Higher priority on support cases	–	–	✓
Engineer on site within 48h	–	–	✓
Partner-specific product development	–	–	✓

EVERYBODY WINS.

IT'S JUST A MATTER OF HOW MUCH YOU WANT TO WIN

Every customer with a signed license agreement automatically qualifies as a certified partner. The preconditions for signing a license agreement with us are strong finances and clear business goals. The more loyalty points you score, the higher the membership level you qualify for.

The highest membership level entitles you to full support.



On this level you get extended access to support within all four areas.

Gives you basic access to business, sales, marketing and technical support.



Ready for the next step? Let's meet.
Just give us a call or drop us a line and
we'll get back to you as soon as possible.



KOLLMORGEN

www.kollmorgen.com/agv

