AVEVA
Partner Ecosystem

BROCHURE

Managed Solution Provider Program

As organizations from every industry continue to embrace digitalization, the industrial solutions space is becoming more competitive. Now, more than ever, industrial solutions companies need ways to differentiate from their competitors.

Your success in industrial services depends on the quality of the data management solution that supports your service. When you combine your experience and expertise with industry-leading solutions from AVEVA, you can drive new revenue streams and grow quickly.

Whether you're a small company working to get a foothold in the market, or an experienced provider hoping to leverage your expertise and grow, the AVEVA Managed Solution Provider Program can help you meet your goals.

Sustainable outcomes with industrial depth

AVEVA's Solution Providers span over 1,500 innovating organizations worldwide. They develop and enhance embedded, managed and integrated solutions, deepening the value and industry relevance of AVEVA technology and the CONNECT platform.

AVEVA

The Managed Solution Provider Program: From concept to commercialization of your solutions

The growing connected industrial economy offers exciting new opportunities, but implementing the solutions that unlock them will include challenges.

AVEVA's Managed Solution Provider program enables you to design, build and market your value-added solutions to a wide range of customers using AVEVA technology. Services and solutions can range from delivering remote monitoring, data sharing, and

advanced analytics capabilities to customers to physical product deliveries or human resources.

These value-added services require timely, reliable, and accurate data from the end-customer's assets. AVEVA gives partners a data-sharing infrastructure and go-to-market program, so you can monetize your expertise at scale. With our program, you'll enjoy greater benefits, expand your reach, and drive new growth.
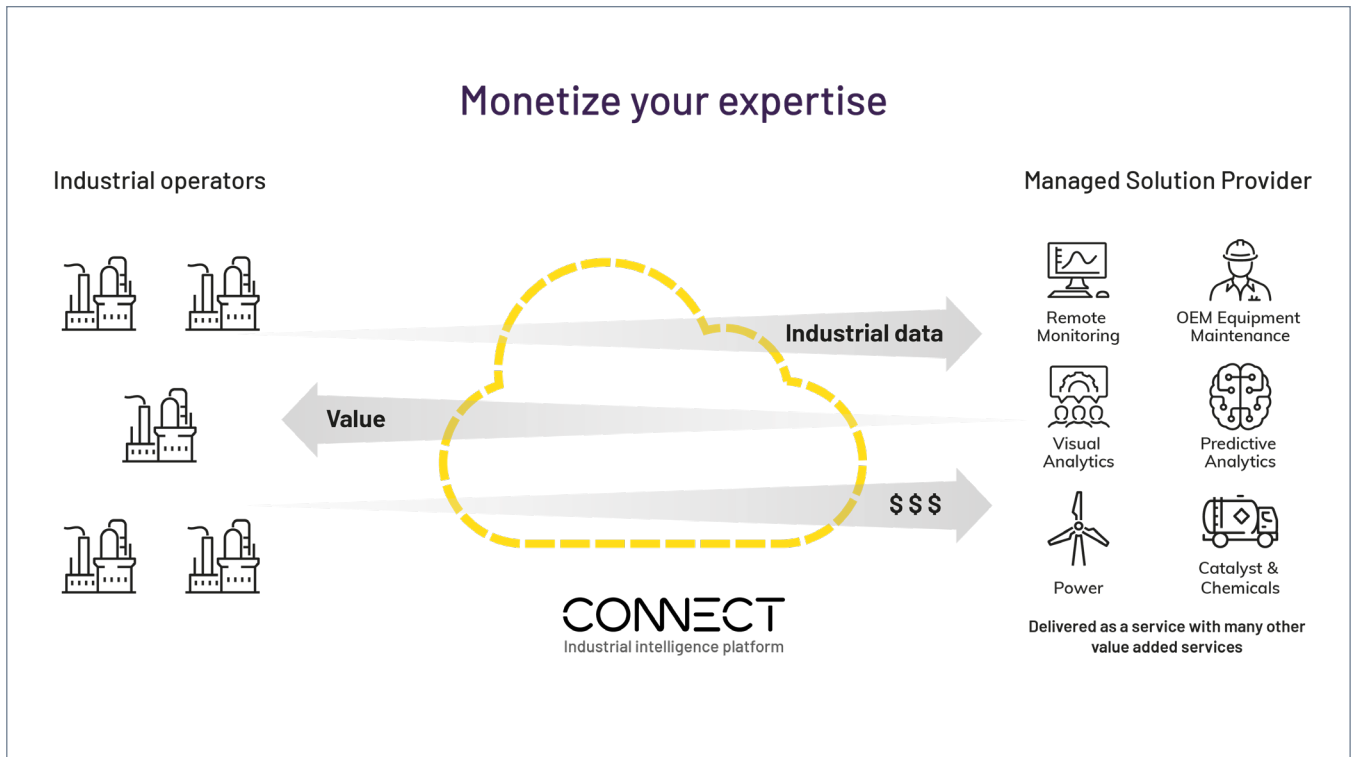
Safe and secure data sharing infrastructure

Managed Solution Providers can now use CONNECT as their data repository environment and offer their value-added services to all their customers.

CONNECT is a cloud-native data management solution that makes it seamless for industrial operators to aggregate, store, analyze and securely share real-time, time-series, industrial data with partners. Since CONNECT is a fully managed SaaS solution, customers can quickly bring data into the cloud and take

advantage of AVEVA and third-party applications and services driving value in hours—not months.

Managed Solution Providers can leverage a robust software development kit with a rich set of RESTful APIs, development tools, technical enablement materials and consulting services. These tools allow Managed Solution Providers to quickly and securely develop applications and services for CONNECT and take advantage of significant market opportunities.

AVEVA Managed Solution Provider benefits at a glance

AVEVA wants to highlight your expertise and experience. We also want to give you a clear path through our partnership tiers to unlock greater benefits, expand your reach, and drive new growth.

	MEMBER	CERTIFIED	ENDORSED
Program benefits			
AVEVA development products subscription discounted for non-production	✓	✓	✓
AVEVA technical enablement material	✓	✓	✓
AVEVA Kickstart services	✓	✓	✓
Partner Customer FIRST (CF) benefits program	Standard	Premium	Elite
AVEVA Partner Platform	✓	✓	✓
Access to professional certification at no cost	✓	✓	✓
AVEVA Partner Ecosystem badges	✓	✓	✓
Listing on the Partner Locator for lead generation	✓	✓	✓
Opportunity to sponsor/exhibit at public AVEVA events		✓	✓
Sales and Marketing enablement		✓	✓
AVEVA named contact			✓
Solution badge		✓	✓
AVEVA solution listing		✓	✓
CONNECT Ecosystem listing for CONNECT data services based solution		✓	✓
CONNECT Ecosystem listing sustainbility recognition for eligible solution		✓	✓
Featured positioning on the partner and solution listings			✓
Pre-certification solution envisioning workshop (per solution)	✓	✓	✓
Targeted incentives (check current promotion with AVEVA Sales contact)		✓	✓
Joint marketing activities			
Support for partner press release		✓	✓
Solution positioning and messaging framework		✓	✓
Internal awareness activities		✓	✓
Solution showcasing opportunities			✓
Tailored lead generation activity			✓

AVEVA Managed Solution Provider partner badges

AVEVA Partner Ecosystem | Managed Solution Provider — MEMBER

AVEVA Partner Ecosystem | Managed Solution Provider — CERTIFIED

AVEVA Partner Ecosystem | Managed Solution Provider — ENDORSED

AVEVA Managed Solution Provider requirements at a glance

In order to move up through the tiers of the program, all MSP partners must meet minimum requirements, outlined below, to become eligible to upgrade their status. These requirements are assessed regularly and must be maintained to stay within each level of the program.

	MEMBER	CERTIFIED	ENDORSED
Program management			
Comply with the AVEVA Partner Ecosystem Member Agreement	✓	✓	✓
Keep an active subscription to at least one AVEVA Development Package	✓	✓	✓
Alignment with AVEVA offers	✓	✓	✓
Share at least one reference deployment per year with AVEVA		✓	✓
Maintain a number of Certified Partner professionals		1+	4+
Demonstrate strategic alignment and business volume with AVEVA			✓
Control System Integrators Association (CSIA) or equivalent certification			✓
Subscribe to the AVEVA Development Packages used by the MSP solution		✓	✓
Joint business development, marketing and strategy plan		Annually	Quarterly
Annual partner program fee	Contact AVEVA for local pricing		
Solution readiness and deployment			
Complete solution readiness process		✓	✓
Completed reference customer satisfaction surveys		1	5
Execute Digital Value-Added Data Service (DVADS) Addendum to the AVEVA GTC		✓	✓
License AVEVA services and software to operate the MSP solution in production		✓	✓
Minimum consumption commitment of AVEVA production services and software			✓
End customer solution support			
MSP to provide solution frontline support to end customers		✓	✓

"It's been so prosperous. We're seeing such benefit from this [partnership]. The intersection of what we can do for AVEVA clients and the value they can get out of this will be tremendous for all parties involved."
—
Gary Robinson, CEO, Lityx, an AVEVA Partner

AVEVA Managed Solution Provider - Step by step

1

Discovery

- Join the AVEVA Partner Ecosystem as a Member
- Acquire the Development Package(s)
- Train technical resources
- Apply for the Managed Solution Provider Program

2

Workshop & solution development

- Define your Managed Solution
- Participate in our Solution Envisioning Workshop
- Develop and test your working solution
- Obtain technical personal certification

3

Solution readiness & partner certification

- Submit your solution for the Solution Readiness check review
- Acquire production services and software
- Sign the Digital Value-Added Data Service (DVAD) amendment
- Complete Partner Certification process

4

Scale your solution

- Make your solution available on the solution listing
- Leverage AVEVA marketing activities to promote your solution
- Apply for Sustainability Recognition
- Apply for Incentive Program

To become an AVEVA Managed Solution Provider, contact us directly via email at
solutionproviders@aveva.com

Why choose AVEVA?

AVEVA's industry reputation

Our extensive install base and 50 years of experience make us a global leader in industrial engineering, design, and information management software. We help solution providers reach a broad range of industrial operators to drive new growth.

Vendor-neutral software solutions

AVEVA's solutions are hardware-agnostic and run across a shared platform, which results in faster installation and simplified maintenance. This means you spend less time engineering solutions and have better visibility into project effort and profitability.

Tap into the power of the world's largest industrial ecosystem

Every day, industrial organizations make the critical decisions that shape our world. But they're not alone. They depend on AVEVA's trusted information and industrial intelligence to help them build a sustainable future.

The AVEVA Partner Ecosystem comprises over 6,000 organizations worldwide focused on making your solutions even more powerful and connected. More than just software experts, our trained and trusted partners bring diverse technology, industry and geographic expertise, collaboration and innovation to meet customers' unique needs—today and into the future.

One ecosystem, infinite possibilities. It's that simple—and that powerful.

About AVEVA

With over 50 years of experience, AVEVA is the global leader in industrial engineering, design and information management software. We've earned our reputation through innovation, collaboration and the success of our ever-growing portfolio of software solutions.

You will find our software powering top companies in key verticals such as manufacturing, infrastructure, food and beverage, CPG, mining, oil and gas and power and utilities.

AVEVA partnership across industries

6,000+ partners
100,000+ customer sites deployed

Oil & Gas/Chemicals:
550+ refineries
900,000 miles of pipeline

Water & Wastewater:
1,400+ water customers

Infrastructure:
3,200+ customers globally

Power & Utilities:
1,000 power plants
500,000+ MW of electricity monitored

Food & Beverage:
2,600 companies
4,650 sites

Engineering, Procurement & Construction (EPC):
90% of the world's EPCs

Marine:
9 of 10 major shipyards

Metals, Mining & Minerals:
50 mining sites

"The CONNECT ecosystem is a true testament to AVEVA's innovation and forward-looking mindset of its partner team and management. In today's IoT-driven world where everything can be connected, the same principle applies to AVEVA's partner ecosystem. Innovations and value-added application developments are happening in every corner of the globe, and this concept capitalizes on the true strength of technology, harnessing the power of data."

—

David Lim, CEO, Calibr8 Systems, Inc., an AVEVA Partner

Take the first step at aveva.com/en/about/partners or contact us via email at solutionproviders@aveva.com

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