Discrete Automation System Integrator Program Overview

Discrete Automation | April 2023

Solving System Integrator Challenges

Challenge

System integrators get saddled with technology partners who don't sell with them.

Solution

As a Discrete Automation System Integrator program member, when you go to the sales table, our experts are by your side.

Challenge

Learning new technology is challenging and time-intensive – while you're getting paid by the hour.

Solution

Movicon™ and PACSystems™ technology with open programming, reusable code, open communications and built-in security, reduces time and costs since it's easy to learn, use and replicate.

Challenge

You're stuck integrating complex technology alone since your partner's tech support is hardly available and costs too much.

Solution

We get your team productive fast with classes by certified trainers, unlimited online training, online Movicon certification, and access to tech support – all included.

We're Looking for the Best of the Best

Discrete Automation System Integrators Define Excellence –

- Staff of experts with demonstrated skills designing, developing, installing and supporting high performance automation systems

- Consistently receive positive customer references

- Deliver solutions and services in line with industry standards (i.e., ISO9000, UL, CSIA, etc.)

- Demonstrate expertise with all clients using Emerson's Discrete Automation portfolio

- Share our commitment to customer success

- Operate with the highest level of integrity

What We Include for Our System Integrators

Benefits

- Emerson's global discrete automation portfolio

- Movicon.NExT™ development platform

- PAC Machine Edition development platform

- Certified Emerson trainers and unlimited online training

- Access to Primary Support services

- Recognition with an Emerson System Integrator logo for your website and marketing collateral and certificate for your lobby

EMERSON. | Discrete Automation System Integrator

System Integrator Program: Movicon.NExT Software Development Platform

Automation Software

Delivering advanced control, visualization and analytics to accelerate your digital transformation.

- HMI / SCADA
- Plant Analytics
- Energy Management
- Augmented Reality
- Machine HMI & Web Clients
- Alarm Management
- Business Intelligence Reporting
- Protocol Gateway / Connectivity
- OPC UA Server
- IIoT Visualization
- 10,000 Tags
- 32 I/O Drivers

System Integrator Program Includes Movicon.NExT Development Platform with These Modules:

- Pro.Energy™
- Pro.Lean™
- Movicon WebHMI
- WebClient
- Augmented Reality

System Integrator Program:
PAC Machine Edition Software Development Suite

Integrated Development Environment for PACSystems Devices

- Hardware Configuration

- Integrated Logic Development Environment
  - IEC-61131-3 editors for ladder logic, structured text, and function block diagrams.
  - C blocks can be easily merged into PACSystems logic.

- Troubleshooting and Operational Maintenance

System Integrator Program Includes PAC Machine Edition Professional with the Following options:

- View Development & Runtime (8,000 Tags)

- View OPC Driver

- Module Type Package (MTP)

- PAC Change Management (1 server w/ 5 Clients, for each user)

- PAC Security Center

- HART DTM & HART Multiplexor

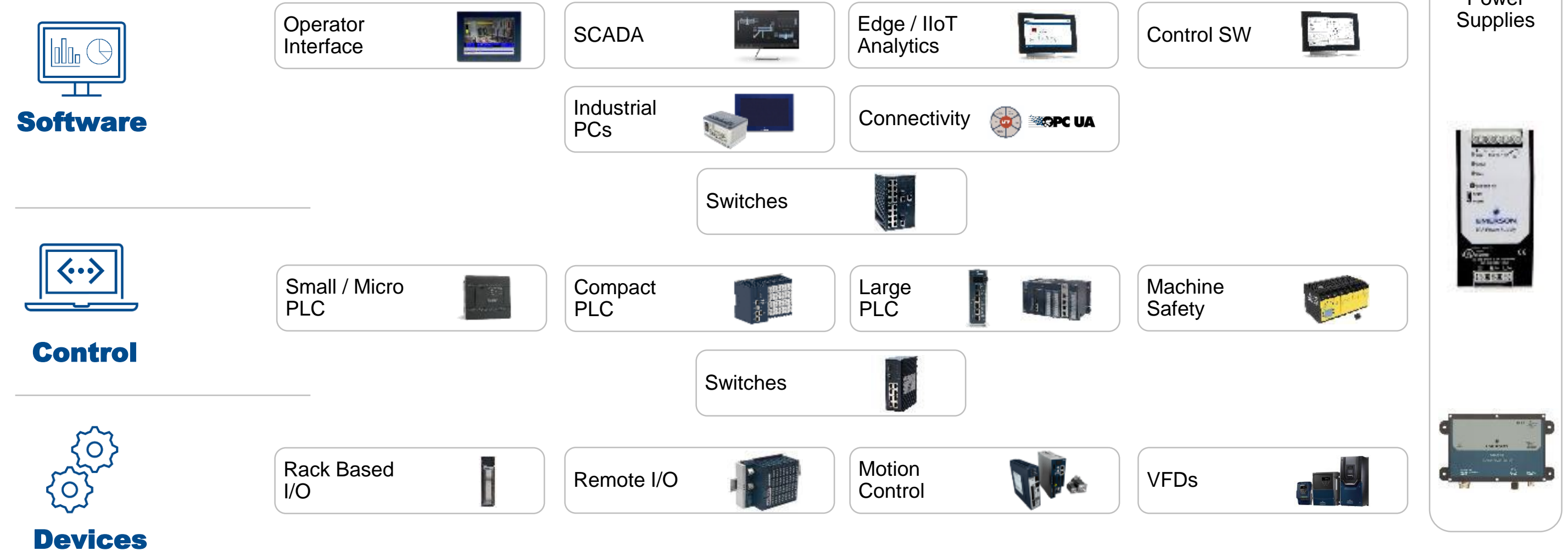- PC Control Development & Runtime (8,000 Tags)

System Integrator Program: Movicon.NExT, PACEdge, PAC Machine Edition and PACSystems Hardware Compose the Advanced Automation Architecture your Customers Require

High-performance Control and High-reliability Computing

Emerson offers a complete line of control solutions, allowing your customers to scale from a single machine solution to a complex full-plant enterprise environment

Portfolio

Software

Operator Interface	SCADA	Edge / IIoT Analytics	Control SW
	Industrial PCs	Connectivity	
	Switches		

Control

| Small / Micro PLC | Compact PLC | Large PLC | Machine Safety |
| | Switches | | |

Devices

| Rack Based I/O | Remote I/O | Motion Control | VFDs |

Power Supplies

System Integrator Program: Training and Certification Included

Program Membership includes:

- One (1) no-charge seat per program year in a scheduled Instructor Led Training (ILT) class; 50% discount on additional seats.
  - We offer ILT in traditional classrooms and via virtual hands-on classrooms.
- Online training is included with Program Membership.
- Movicon.NExT Online Certification is also included in your Program Membership.
  - *Certification is of the student.* Program Members may display that they have Certified Movicon.NExT Developers on staff.
- All System Integrator Program training benefits must be assigned PRIOR to Program Membership Expiration date.

Certification Now INCLUDED in your Program!

Required Movicon.NExT Online Certification Content:

- Progea Movicon.NExT Technical Fundamentals
  - 20 Units ~ 245 minutes
- Progea Movicon.NExT Technical Advanced - Part 1
  - 9 Units ~130 minutes
- Progea Movicon.NExT Technical Advanced - Part 2
  - 10 Units ~130 minutes
- Progea Movicon.NExT Technical Advanced - Part 3
  - 10 Units ~130 minutes

System Integrator Program:
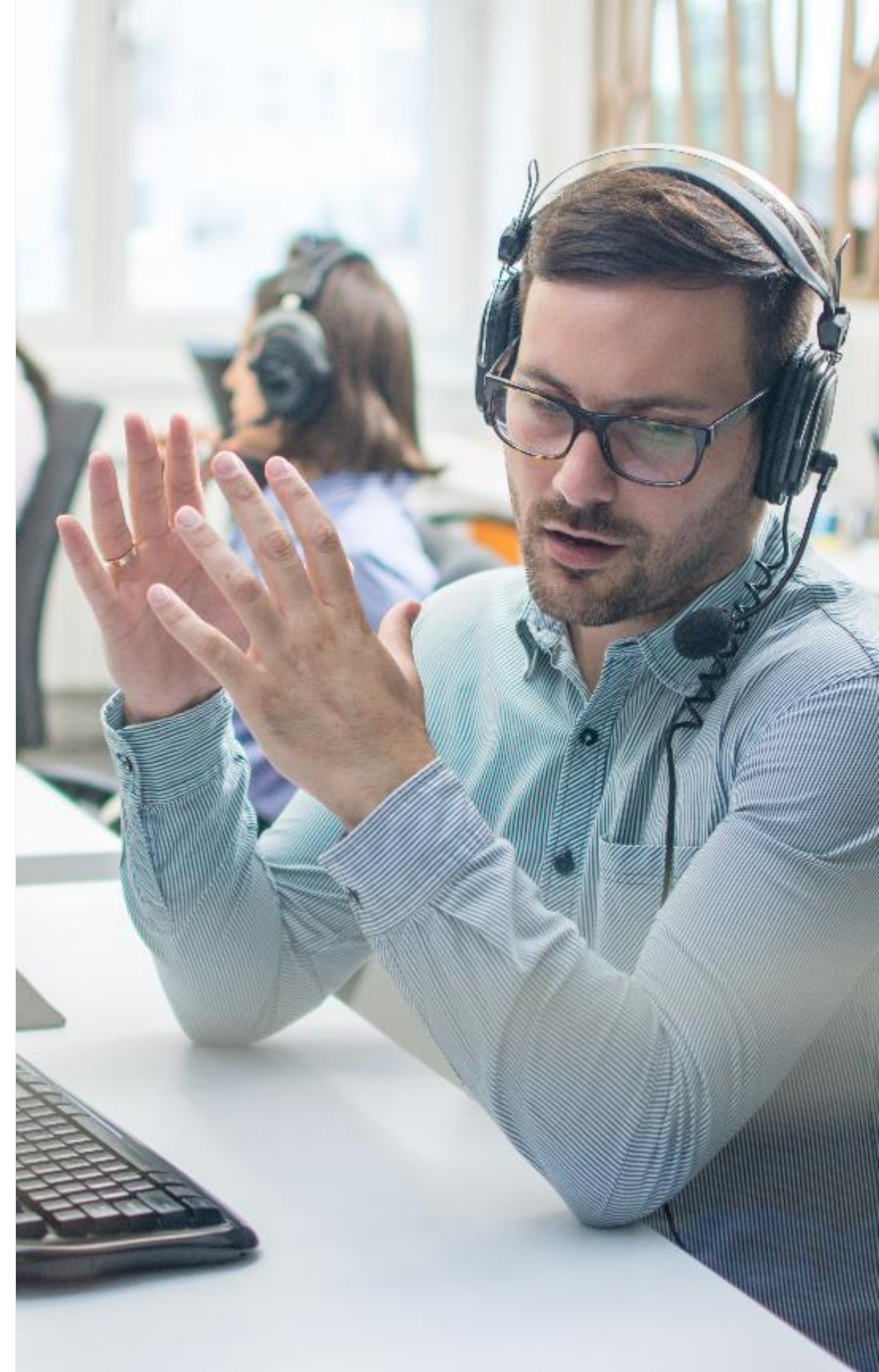# Access to Technical Support Included

Primary Support

Customer Center Software Updates: Major and minor software updates can be downloaded directly from the Customer Center website*, so you don't need to wait for media to be shipped to you.
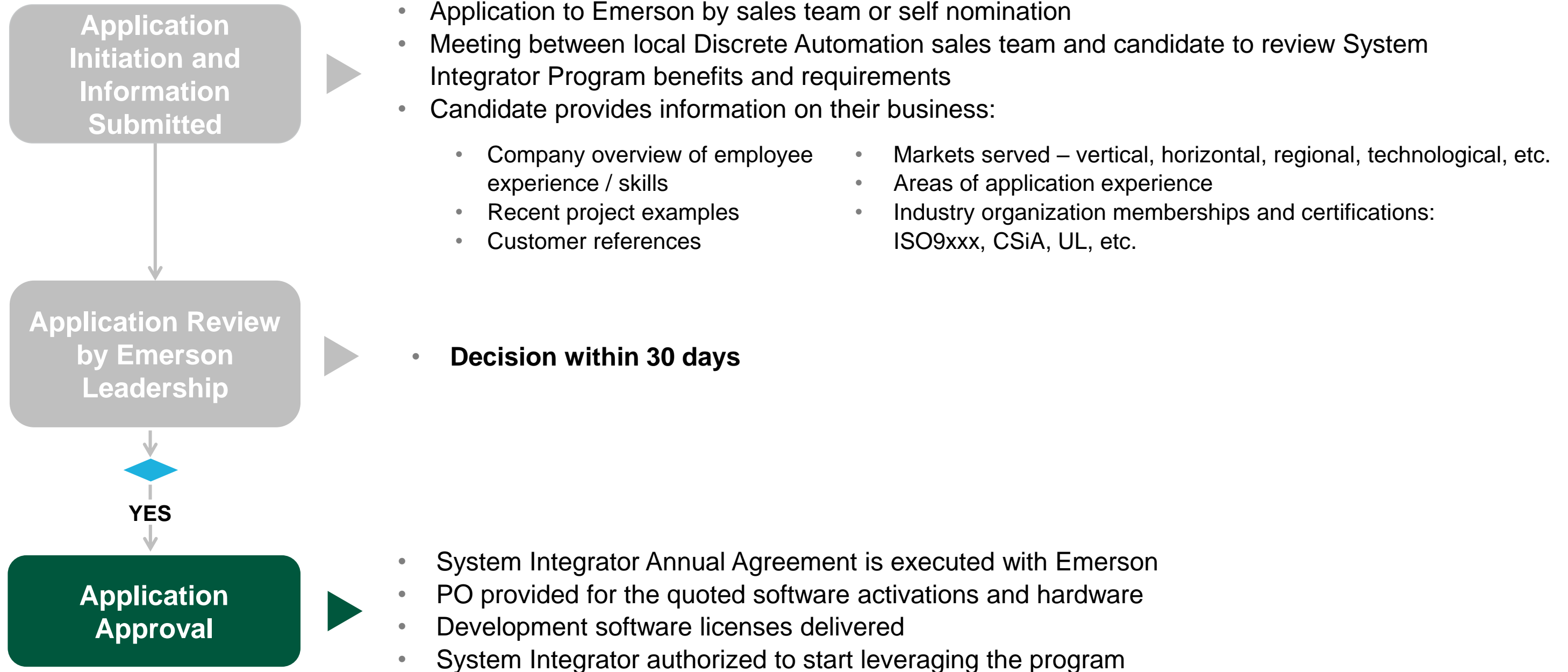
Customer Center Knowledge Base Website*: A primary interface for program partners to effectively access firmware updates, product documentation and articles specific to your needs.

Expert Technical Support: Can help troubleshoot and address system issues. Our experts are available via a variety of means including email, website or phone, to help resolve problems quickly.

* Login Required: Emerson PACSystems/Movicon Customer Center (force.com)

System Integrator Program: Application & Review Process

Application Initiation and Information Submitted

- Application to Emerson by sales team or self nomination
- Meeting between local Discrete Automation sales team and candidate to review System Integrator Program benefits and requirements
- Candidate provides information on their business:

  - Company overview of employee experience / skills
  - Recent project examples
  - Customer references

  - Markets served – vertical, horizontal, regional, technological, etc.
  - Areas of application experience
  - Industry organization memberships and certifications: ISO9xxx, CSiA, UL, etc.

Application Review by Emerson Leadership

- **Decision within 30 days**

YES

Application Approval

- System Integrator Annual Agreement is executed with Emerson
- PO provided for the quoted software activations and hardware
- Development software licenses delivered
- System Integrator authorized to start leveraging the program

True Partnership

Emerson System Integrator Program is a true partnership, and we demonstrate it with our time, attention and support. Partnership means we'll be there when you call, providing sales, training and technical support that will save you time and headaches, making it a significant value to partner with Emerson. We're committed to being the leader in automation solutions and our system integrator partners are a vital part of that goal!

Enhancing relationships with our partners

System Integrator Program Additional Information and FAQ

System Integrator Program - Additional Details

Program User Software Options :

User Quantity	Part Number	
• 010 Users	EMR-DEVL-010	**Movicon.NExT**
• 025 Users	EMR-DEVL-025	**&**
• 050 Users	EMR-DEVL-050	**PAC Machine Edition (PME)**
• 100 Users	EMR-DEVL-100	

Optional: PAC Productivity Suite (PPS)

Development software activations may be selected each program year purchase.
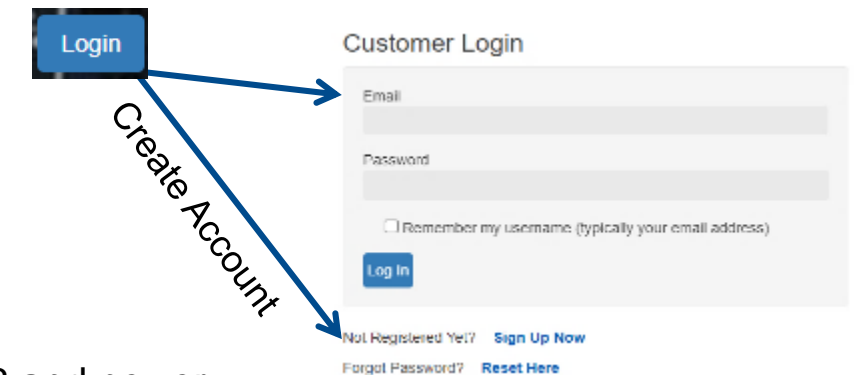
- Additional activations or changes during the program year will be at standard rates and will not be pro-rated
- All activations for development software are identical in profile and expiration
- Please specify one PME license key type for all of your PME licenses
    computer locked licenses (soft key) _or_ leased licenses (PAC License Server)
- Movicon licenses are available as computer locked licenses.
- When available, hardware keys may be purchased per standard key pricing and policies.

Requesting Course Information and Access to Training:

- E-mail our training team requesting access to the training system as a System Integrator Program Member.
    MASEducation@Emerson.com
- Include the following:
    - The name of your company
    - The CSN of your company
- They will validate your Program Membership, create your account and send instructions on how to access your training benefits.
- To browse Instructor Led Training (ILT) courses go to Emerson Training (https://mytraining.emerson.com/lmt/clmsbrowseV2.prmain?in_sessionid=98388558394AAJ0)
    - Search for ➔ Movicon or PLC

13

System Integrator Program – General FAQ

- **Does the Emerson System Integrator agreement cover all our locations?**

  – Yes, the program agreement covers all company locations of the direct legal entity executing the agreement.

- **What happens if our included class seat is not scheduled before the program year end?**

  – Please make use of the included training seat for your employee to enhance the skill level of your team. Training seats do not rollover and cannot be banked.

- **Who should I contact for more information on Emerson Programs?**

  – Inquiries regarding enrolling in or re-enrolling in the Discrete Automation System Integrator Program should be addressed to your local Emerson channel partner or Emerson sales representative.

  – Inquiries associated with current program membership can also be directed to your Emerson sales representative or channel partner.

- **What is the Emerson Customer Support Center URL?**

  https://emerson-mas.force.com/communities/CC_Home

  – *Please log-in for full support.*

  Have your CSN (Customer Service Number) ready when creating your account!

- **What versions of Emerson software does the Development License cover?**

  – The Emerson Development licenses are version independent and will license Machine Edition Version 9.8 and newer.
    - When selecting the leased license (PAC License Server) option, PME 10.00 and newer are supported.

  – For those requiring access to Machine Edition 9.7 and earlier, a Legacy License is available upon request. Current Emerson System Integrators may request the Legacy License at no additional charge. File your request following the **GFK-3107A Emerson Legacy Softkey Licensing Guide**.

System Integrator Program – General FAQ

- **How do I access the Movicon.NExT licenses that come with our Program Membership?**
  - Download and install Movicon.NExT from the **Movicon.NExT - Landing Page** at the Customer Knowledge Center
  - Please note that Movicon.NExT and PME operate on separate licensing systems with separate keys
  - Un-licensed, Movicon.NExT operates fully with a 2-hour time out with unlimited restarts permitted. This may meet your needs until you are ready to start your first Movicon.NExT project.

    To request Movicon.NExT Development licenses:
    a) First e-mail Emerson Customer Care requesting your Movicon.NExT Serial Numbers
       Americas: customercare.mas@emerson.com / EMEA: customercare.emea.mas@emerson.com / Asia Pacific: customercare.cn.mas@emerson.com
       - Include in your request the Customer Service Number (CSN) your SI/OEM license is registered to
    b) When you receive your Movicon.NExT Serial Numbers, copy your local site code(s) (unique to the specific PC) next to a Serial Number
    c) Forward the list of serial numbers with site codes added to: Sales.Movicon@Emerson.com
       Note: You may enter one or multiple site codes, up to the total number of serial numbers issued. You may repeat this process until all your Serial Numbers are used.
    d) Movicon Licensing will return a license activation file for each site code requested.

- **How do I access Movicon Support?**
  - **Initiate Movicon support requests by contacting your local Emerson Channel Partner or your Emerson Application Engineer (AE).**
  - The Channel Partner Automation Specialist or Emerson AE will remain the lead on resolving any issue, escalating to the Movicon Tech Support Team as needed.

- **When can I select the number of users we need and any other options?**
  - Development software activations and license type (soft key/leased license) may be selected during each program year purchase
  - Additional activations and license type changes during the program year will be at standard rates and will not be pro-rated
  - All activations for development software are identical in profile, type and expiration
  - All program keys will be issued as soft keys or leased license keys. (when available, hardware keys per standard pricing and policies)

UNLEASHING NEW POSSIBILITIES