

Drives & Motion

Portfolio Module – Description

Solution
Partner

Automation
Drives

SIEMENS

Overview

SINAMICS and SIMOTICS are the core products at Siemens for drives and motion control solutions.

To tailor these technologies optimally to customer requirements, Siemens works closely with its Solution Partners, and offers for this purpose a comprehensive, graded partner program for the entire bandwidth.

- The "Drives & Motion" module for general drive engineering up to complex Motion Control Solutions

Solution Partners create optimal solutions tailored to end user requirements. The service portfolio ranges here from system planning with the appropriate user advice, right up to delivery and servicing of the fully functional overall machine or plant.

Solution Partners in the "Drives & Motion" module have special know-how for complete general drive solutions.

This includes in-depth knowledge of the drive and automation engineering with the following Siemens product families:

- Low-voltage converters/inverters of the SINAMICS V,G,S product families
- Low-voltage motors of the SIMOTICS product families

With their experience, they are competent solution providers in different areas of industry and mechanical equipment manufacture, with the following focal points

- Standard drive and simple positioning applications with simple servo axes
- Simple solutions with unsynchronized multiple axes
- For pumps, fans, conveyor belts, compressors, mixers, mills, extruders, rotary indexing tables, simple materials handling, simple stacker cranes, etc

Requirements

The certified Solution Partners of the "Drives & Motion" module fulfill the following qualification criteria in particular:

- Long years of experience in implementing projects in drive engineering with Siemens components
- At least 30% of partner sales with Siemens drive components from the area of motion control (SINAMICS, SIMOTICS)
To this belong:
 - Low voltage converters belonging to the product families SINAMICS (offered product and power range): SINAMICS V / SINAMICS G / SINAMICS S
 - DC- converters belonging to the product families SINAMICS (offered product and power range): SINAMICS DCM
 - Low voltage motors belonging to the product families SIMOTICS (offered product and power range): Low voltage motors for direct online and converter operation / SIMOTICS GP, SD, DP, XP, FD, TN, HT
 - Motors for Motion Control applications: SIMOTICS S, L, M, T
 - Direct current motors: SIMOTICS DC
- Annual contract volume at Siemens for drive products is at least 30,000 euros.
- Provision of at least one reference report per year with Siemens drive engineering
- Qualified management of their own projects, configuration and quality
- Readiness for annual sales discussion
- Proactive marketing and promotion for Siemens drive solutions
- Loyalty to Siemens with regard to end customers
- Strong own market position and market access to potential customers
- Admittance to the Partner Program min. two proven drives projects with Siemens drives
- The partners ensures own support for the projects they generate.

Benefits

In addition to the basic services of the Solution Partner program, the following services are provided for the partners:

- Verification of competence for Siemens drive engineering (company certificate)
- Certification workshop „Drives & Motion“
- Certificate "Drives & Motion" by participation at certification workshop
- Exclusive Information by partner portal with provision of
 - Drives and Motion specific expert information
 - Drives and Motion specific application examples
 - Recordings and documentation of web seminars on drive issues
 - Sales and Marketing Information
- Periodic holding of web seminars meetings on drives- motion control- and automation specific issues
- Special conditions for drive related SITRAIN training courses (GMC product range) - "Buy one, get one free" – two course participants for the price of one.
- Special conditions for drive-related training courses and demo cases
- Expert trainings and workshops
- Access to remote platform
- Partner conferences
- special discount for „Drive Service Extended Exchange“

Certification

The potential partner for the "Drives & Motion" module meets the fundamental requirements from Siemens' perspective, and can already verify several successfully executed projects (service and/or system solutions) with drive engineering from the Siemens Motion Control area (e.g. SINAMICS).

- Certification takes place at the start of the partnership and is then repeated every third year
- Initial certification by means of a customer audit
- In addition to the audit, technical certification requires 2 employees to take part in the "Drives & Motion" certification workshop, provided this workshop is offered in the country in question
- The partner is certified if at least two employees have verified their know-how for the Drives & Motion program module (by means of a final test at the end of the certification workshop)
- After signing the partner contract, participation in the certification workshop must take place within one year
- Recertification of the partner through participation in the certification workshop in 3 year rhythm, provided this is offered in the country in question
- Availability and dates for the certification workshop can be viewed in the Workshop Calendar

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Converting & Printing

Expert Module – Description

Solution
Partner

Automation
Drives

SIEMENS

Overview

Solution Partner of the expert modules “Converting & Printing” have proven excellent knowledge as certified Partners of the modules Drives & Motion and Factory Automation when it comes to drive and automation technology with Siemens products.

In addition to that the Solution Partners are specialized on complex Motion Control applications with synchronized multiple axles (SINAMICS S120) connected to control systems (SIMATIC technology / SIMOTION).

With their experience and distinct expert knowledge, they are a competent solution provider especially for production and special machinery of the Converting and / or Printing technology.

Requirements

- Years of experience in realizing projects regarding multiple axes with Siemens drive components, for example SINAMICS S with Siemens control systems such as SIMOTION or SIMATIC including:
 - Control system SIMATIC with technology Motion Control. For example, S7-1500T
 - Motion Control system SIMOTION
 - Low Voltage converters of the product line SINAMICS of the provided range of the products and services
 - Low voltage motors of the product line SIMOTICS of the provided range of products and services
- Membership of the program modules "Drives and Motion" and "Factory Automation"
- Passing an audit and verification of competence in Printing and Converting technology
- Proof of competence by periodical reference report p. a. with Siemens drive and automation technology

Benefits

In addition to the services of the modules "Drives & Motion" and "Factory Automation" we provide the following customized services to Solution Partners of the "Converting & Printing" modules.

Partners get access to

- Printing / Converting specific expert information
- Printing / Converting specific applications examples
- Records and documents of the web seminars
- Periodical implementation of web seminars in conveyor technology specific topics
- Periodical technology specific expert workshops (Printing & Converting Workshop)
- Showing the expertise in Converting / Printing at the Siemens Partner Finder and internet
- Preferred contact for Siemens regarding new and further developments

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Handling

Expert Module – Description

Solution
Partner

Automation
Drives

SIEMENS

Overview

Solution Partners of the expert modules "Handling" have proven excellent knowledge as certified Partners of the modules Drives & Motion and Factory Automation when it comes to drive and automation technology with Siemens products.

In addition to that the Solution Partners are specialized on high performance motion control applications with Siemens control systems (SIMATIC technology / SIMOTION).

With their experience and distinct expert knowledge, they are a competent solution provider for production and special machinery of the Handling technology.

Requirements

- Years of experience in realizing projects with synchronized multi-axis systems with Siemens drives – the control systems SIMATIC T-CPU or SIMOTION including:
 - Motion controlling systems with SIMATIC S7-1500T or SIMOTION
 - Low voltage converters of the product line SINAMICS S and V
 - Low voltage motors of the product line SIMOTICS 1FK, 1FT and 1FL
- Membership of the program modules “Drives & Motion” and “Factory Automation”
- Passing an audit and verification of competence in the Handling technology
- Proof of competence by periodical preference reporting p. a. with Siemens drive and automation technology

Benefits

In addition to the services of the modules "Drives & Motion" and "Factory Automation" we provide the following customized services to Solution Partners of the "Handling" modules.

Solution Partners get access to:

- Handling specific expert information
- Handling specific application examples
- Records and documents of web seminars
- Periodical implementation of web seminars regarding technology specific topics
- Periodical technology specific expert workshops (Handling workshop)
- Showing the expertise in handling at the Siemens Partner Finder and internet
- Preferred contact for Siemens for new and further developments

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