

# HMS Solution Partner Program Overview

In the HMS Solution Partner Program, industrial IoT becomes reality. By combining HMS' proven hardware and innovative IoT software from partners, complete IIoT solutions are created, tailored to meet growing needs to acquire, monitor, process and analyze data from industrial equipment. The combined experience and expertise of HMS and the Solution Partners allow end customers to move forward with their IIoT deployments with confidence, while lowering development costs and shortening the time-to-market.

Partners who join the program get access to HMS' leading experts for technical support and training, as well as marketing support from HMS and our distributors. But most importantly, partners benefit from the most reliable product portfolio in the field and endless opportunities for business growth. All backed by HMS - a trusted leader in industrial communication and IIoT.



## WHY PARTNER WITH HMS?



Partner with HMS - a world leader in industrial communication and IIoT



Combine HMS' certified industrial hardware with your IoT software expertise



Market your technology in conjunction with HMS' globally recognized brands such as eWON, Anybus and IXXAT



Expand into new lines of business and innovation together with HMS



Provide your customers with a complete IoT solution including state-of-the-art connectivity

## Solution Partner Benefits

### Sales Support

- Dedicated contact person in a local Solution Partner Manager at HMS
- Pre-launch product information
- Access to HMS' regional sales network

### Marketing Support

- Dedicated Solution Partner webpage, defined jointly by Partner and HMS
- Start-up Marketing Kit and Style Guide
- Close collaboration with HMS' marketing organization
- Collaborative marketing and branding activities

### Solution Development, Training and Technical Support

- Discounted products for internal partner research and development purposes
- 5 free Argos or Talk2M premium accounts
- Access to HMS' products experts for implementation review
- Training program for HMS' products
- Pre and post sales technical support

## Solution Partner Commitments to HMS

- Co-marketing including cross-linking to HMS' partner webpage
- Support the creation of customer success stories when applicable
- Support HMS partner marketing efforts
- Provide basic technical and commercial information about the partner's own offering
- HMS seen as preferred supplier of products for industrial communication and IIoT

## Ready to join forces?

Apply now to become an HMS Solution Partner at [www.hms-networks.com/solution-partners](http://www.hms-networks.com/solution-partners).