

# 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.



## 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

### Education and Training

Two free passes to a FlexThink event
Access to HMS training events

## 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

## 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 industrial IoT solution including state-of-the-art connectivity

Ready to join forces?

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