

Partner Program Update

Patti Sullivan & CJ Mougeotte



Agenda

Partner Team Update

01

Program Tier Update

02

Lighthouse Program

03

Closing

04



Our Customer's Cannot Do it Alone

We need your help to deliver our infrastructure in a reliable way to any person or application as needed.



Data Infrastructure from sensors to community





To better align with this
changing landscape...

The partner program
has had a **makeover**.

We are now...



Cloud

Emerging Technologies



Channels

Emerging Business Models



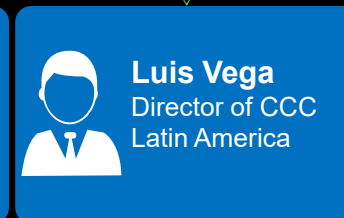
Community

Partner EcoSphere

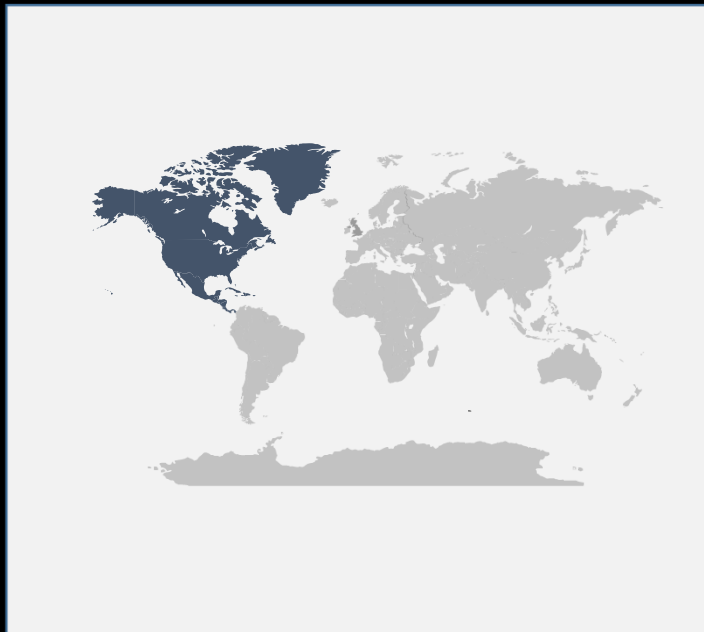
What Falls Under the CCC Umbrella?



Who's Who



North America CCC Team



We have aligned the Cloud, Channel and Community team to the different sales regions and added a Program Manager.

Partner Account Manager	Region
Eric Cardinal	Canada
Tim Gimbel	Northeast
Dave Ferguson	Midwest
John Marriott	South
Tim Jeandron	Southwest
Sean Ghoddoucy	West
Van Cosby	NAM Program Manager

2020 CCC Team Goals



● Incubate new technologies via Lighthouse Program

● Find OEM/Connected Service opportunities:

- Machine Builders and Equipment Vendors
- Device Manufacturers
- Software vendors/Application Providers

● Work with Partner to...

- Grow PI System footprint
- Increase stickiness of OSIsoft technologies

● Bring OSIsoft to new places

Program Tier Update

CJ Mougeotte





Take Advantage of the Program



Technology



People



Marketing



Go-to-Market



Technology

Development
User Licenses

Developer
Forums

AF example kits

Github
Samples

Knowledgebase
articles

Technical
Support



People

Role based
training
paths

Online and
in-person
training

Training
discounts

Accreditation
for
individuals



Marketing

Branding

Partner
Directory

Solution
Marketplace

PI World



Go-to-Market

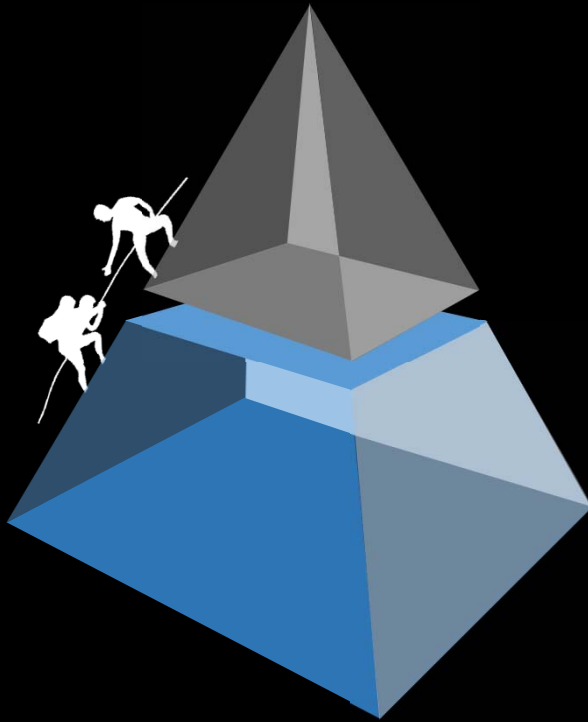
OEM

CSA

VAR

Premier
Partner

Premier Partner Program 2020



Designed to recognize partners who:

- Grow PI System footprint
- Increase stickiness of OSIsoft technologies
- Find new use cases
- Incubate new technologies
- Provide quality services

Pillars of the Premier Partner Program



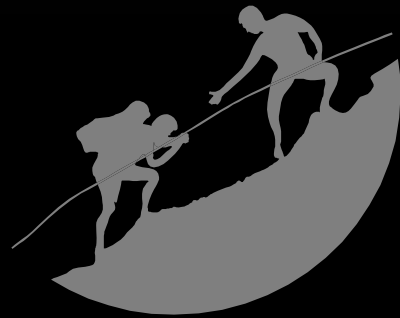
Sales Success



Quality Service



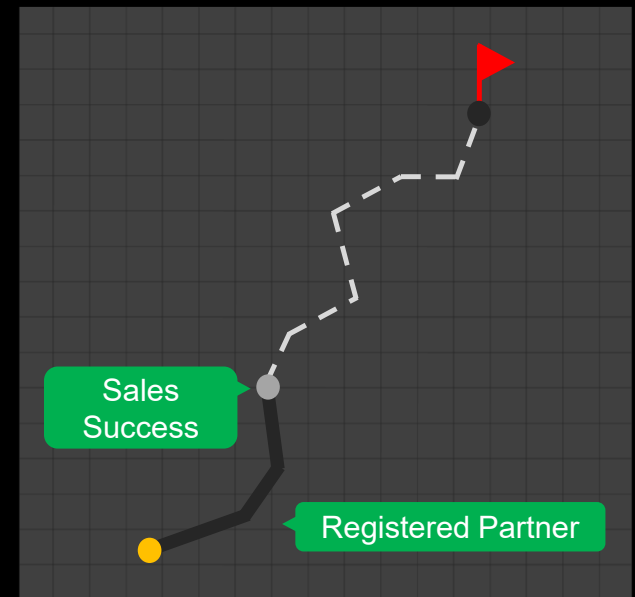
Technology Alignment



Sales Success

Two documented and validated co-sell wins in last 24 months

- New Logos
- EDS and OCS sales
- > \$50k PI System expansion





Quality Service

1

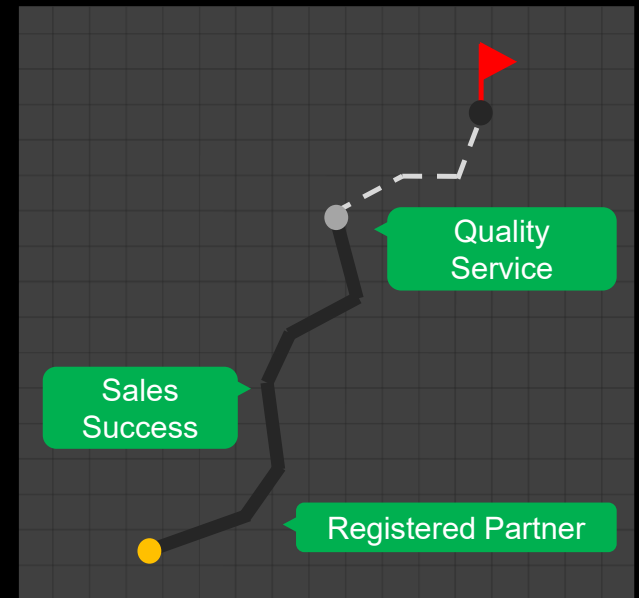
Positive Customer feedback

Deploying a survey to collect customer feedback on implementations

2

No Negative OSIsoft feedback

Deploying a second survey to collect OSIsoft feedback on implementations





Technology Alignment

Utilization of Best Practices and Standards



Under Construction



Partner Tier Benefits

	Registered	Premier
➤ Partner/Customer Portal	✓	✓
➤ Development Licenses	✓	✓
➤ Ability for Individuals to become Accreditation	✓	✓
➤ Listing on Partner Directory	✓	✓
➤ Access to submit solution on Solution Listing	✓	✓
➤ Ability to sponsor at events	✓	✓
➤ Named Partner Manager	✗	✓
➤ Ability to participate in additional marketing activity	✗	✓
➤ Co-Authored annual Business Plan	✗	✓
➤ Access to more technical resources	✗	✓



Start to collect **Success Stories** and **Surveys**

Visit the Resources page on the Partner Portal to learn how
Select Partners grandfathered into the Premier Program

Lighthouse Program



Criteria for Lighthouse



Solid use case
with real business
value



A match between
product and use
case



Accept
developmental
software



Assisted install
with OSIsoft
engineering



Sense of urgency,
availability of a
team of people



Participation in
regular weekly
check-ins



Reference for
PI World talk, etc.

Thank you

- To continue to assist our customers with their digital transformations we cannot do it alone.
- Thank you for joining our partner EcoSphere.
- We value the services, applications and insights you provide our joint customers.

THANK YOU

