

# Elvaco Partner Program

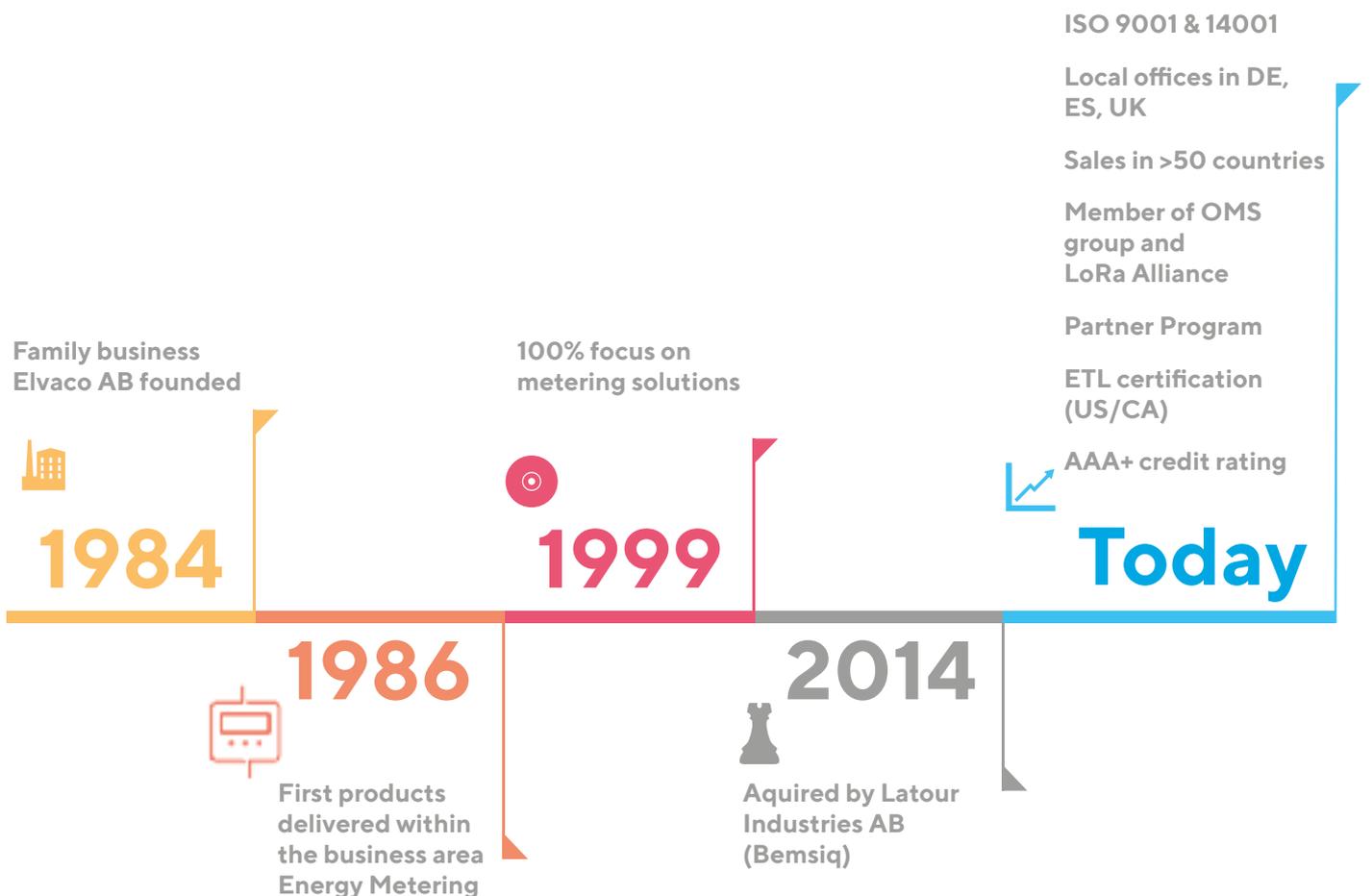
**elvaco**  
COUNT ON IT

# About Elvaco

**We are a complete supplier of products and services for remote meter reading, sub-metering, indoor climate control and more. Our goal is to make our partners and their customers more digital and energy efficient!**

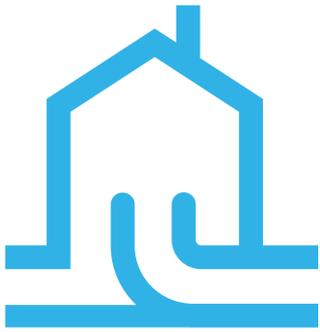
We provide first class end to end smart metering solutions. Using our industry leading experience and knowledge of metering and network protocols, including M-Bus (both wired and wireless), LoRaWAN and NB-IoT, we create seamless and complete data flows, all the way from meter or sensor point to HES, BMS or prepay service provider. We offer products for every metering project - from Gateways, communication modules and meters to software solutions including EVO, our cloud-based system for data and device management.

Our ambition is to provide and manage the entire data measurement chain for our clients - meeting international standards regarding data integrity and security as well as providing full inter-operability on our meter agnostic platform, in the most cost efficient manner. With high-quality products, a world-class support department and fast deliveries, we look forward to helping you!

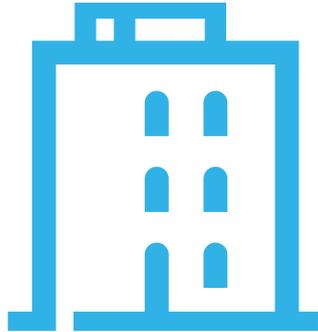


# Customers and segments

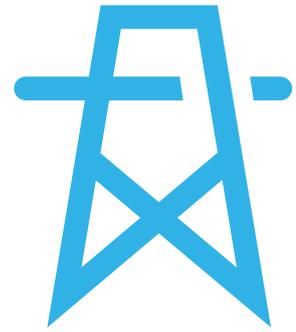
Our products and services are used for energy-efficiency, billing and statistics by thousands of companies around the world within district heating, water, real-estate, electricity and gas industries.



District heating & cooling



Real estate



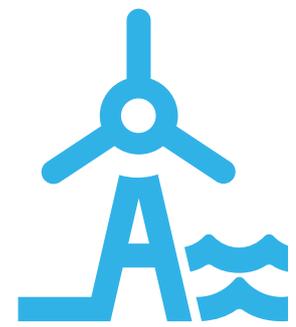
Electricity



Water



Gas



Other

# Value of being an Elvaco Partner

**A partnership with Elvaco brings a lot of benefits. The partner program targets mainly system integrators, service providers and retailers within our segments.**

## **As an Elvaco partner you will:**

- Get valuable lead generation
- Be part of a global partner network and access information at an early stage
- Get free partner and end customer support
- Get a flexible commercial setup with minimal partner risk and investment
- Get professional sales and tech trainings at Elvaco HQ
- Extend your offer with products from Elvaco
- Have the possibility to market yourself as an official Elvaco Partner
- Be highlighted on our website and social media

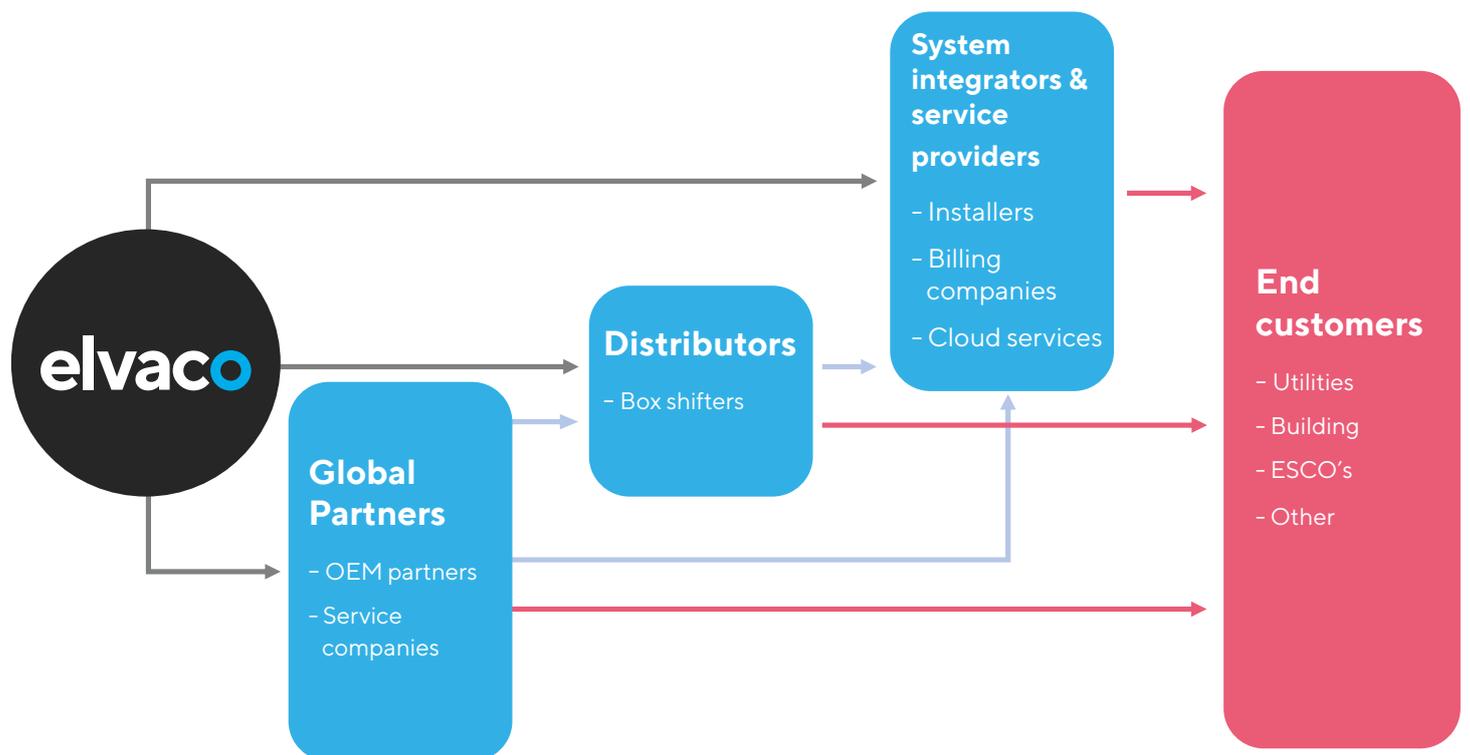


# Partner segments and Sales channels

Elvaco works with sales through different channels. Below is a description of partner segments and sales channels.

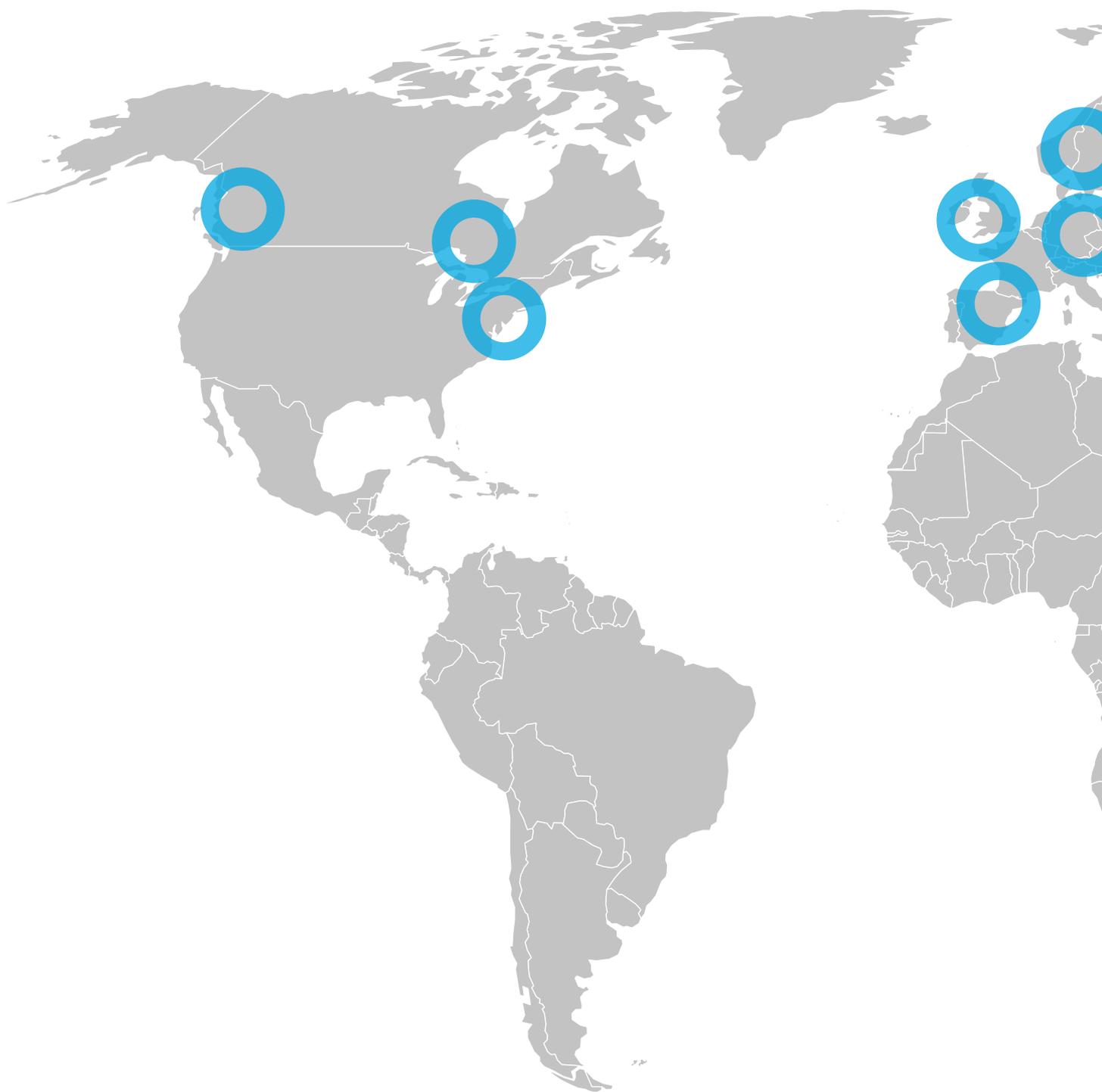
Elvaco sales is mainly done through Global partners, distributors, system integrators and service providers.

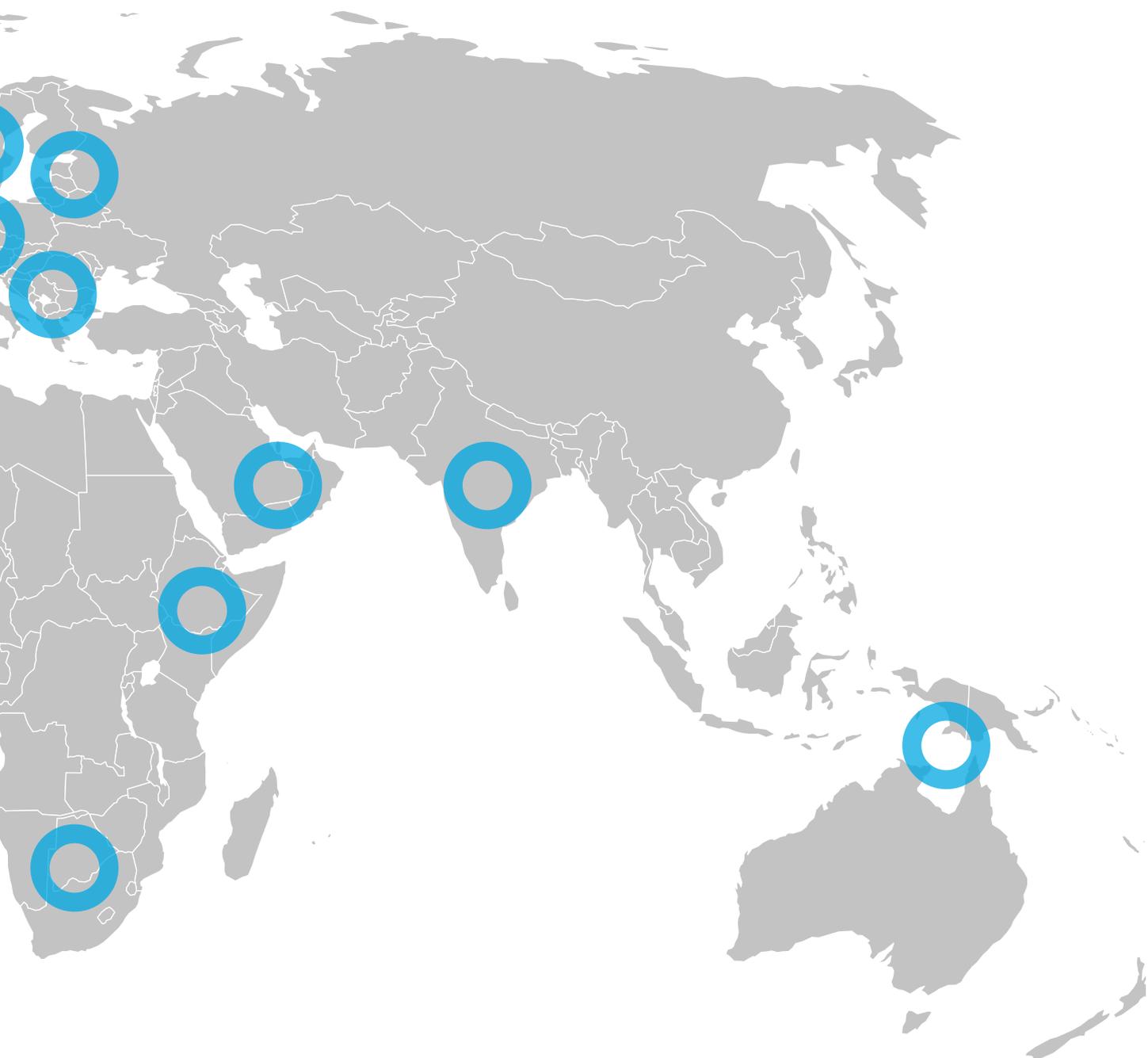
Together we approach the end customers!



# Global partner network

Elvaco collaborates with selected partners around the world to distribute and integrate our products. Main partners are system integrators, service providers and OEM partners.





# About the Partner program

**The Partner program is for reseller partners only, not end customers.**

- More and better focus together with strategic key partners
- Structural and consistent way of approaching the market
- Better clarity towards end customers and partners
- Partners can market themselves as an Elvaco partner

As a partner, you get a lot of benefits, such as professional technical and sales training, access to technical expertise and marketing material. But most importantly, our partners can also broaden their product portfolio with Elvaco's high-quality products.

- Gain advantage over competitors as experts in smart metering by offering market-leading products and solutions.
- Widen product portfolio with innovative products that will help customers expand their business.
- Take part of opportunities, support, training, leads etc.



# Partner levels

The Elvaco Partner program consists of three different levels: Premium Partner, Professional Partner and Certified Partner.



## Content and criteria

Partner Criteria Commercial	Premium	Professional	Certified
Common Business Plan	✓	✓	-
Number of training sessions/year	3	2	1
Number of Elvaco certified salespeople	2	2	1
Number of Elvaco certified technicians	2	1	-
1st Line Support	✓	✓	✓
2nd and 3rd Line Support	✓	-	-
Elvaco demokit (- 60% discount SRP)	✓	✓	-
Elvaco is named on partners website	✓	✓	✓
Partner is named on Elvaco's website	✓	✓	✓
Free attendance on Elvaco's partner events	✓	✓	-
Common end customer meetings per year	5	3	-
White Label Elvaco Services	✓	✓	-
Price list level Elvaco hardware	Individual	Individual	Individual
Price list level Elvaco Services	Quoted case by case		
Reseller	✓	✓	✓
Dedicated Key Account Manager	✓	✓	-
Annual evaluation of partnership	✓	✓	-
Annual turnover Elvaco's products	> €100k	€ 50k - €100k	< € 50k
Number of new (Elvaco) customer/year	5	3	1

The more efforts and sales you put  
into Elvaco, the more attention and  
benefits you will get from Elvaco.

#WeAreElvaco



# Contact information

Feel free to give us a call or send us an email if you have any questions.

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## **Online**

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