

# 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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Subject to changes and errors. The information given in this document only contains general descriptions of the program modules of the partner program which may undergo modification in the course of further program development. The availability of the program modules and the specific requirements and benefits may vary from country to country.