



Edge Computing ORP

In today's changing IT landscape, partners need a way to transition the complexities of IoT into immediate revenue in local Edge Computing environments. IT Deployments at remote/branch offices are more critical than ever, and for Converged & Hyperconverged solutions in these spaces, a standardized & redundant physical infrastructure is needed.

Earn up to **15% off** when you design and sell solutions with our **Edge Computing Opportunity Registration Program!**

The Edge Computing ORP grants partners discounts for designing and selling simplified infrastructure deployments. Discounts are based on approved registration, validated designs from the new **Local Edge Configurator**, and the number of eligible product categories in the design.

Eligible Product Categories*

- Network UPS (Single Phase Smart UPS & Symmetra UPS)
- Racks & Enclosures
- Rack Mount PDUs (inc. ATS & Rack Mount Bypass)
- UPS Concurrent Service (extended warranties, start ups & advantage plans)
- DCIM Software
- Security & Environmental Monitoring

Program Process

1. Log into your APC Personal Page to register your project through the **Edge Computing Protected Discount**. [Click here](#) for Registration Steps. If you don't have an APC Personal Page, click here to enroll.
2. Configure your Edge Computing Solution through the **APC Local Edge Configurator Tool**. [Click here](#) for Configuration Steps.
3. Submit the approved Solution ID to your APC by Schneider Electric sales team for discounted quote.

Design Requirements	Discount Edge Computing Certified Select Partner*	Discount Edge Computing Certified Premier Partner*	Revenue Requirements
3 Product Categories	5% Discount	7% Discount*	No Revenue Requirements
4 Product Categories	7% Discount	10% Discount*	
5 Product Categories	9% Discount	12% Discount*	
Micro Data Center Express	12% Discount	15% Discount*	

*Exclusions: Easy UPS, Galaxy UPS, Rack Accessories & 120v Units

* Any Opportunities over £/€50,000 will require a special approval from APC

* The APC sales team may reach out for more information if configuration ratios seem inconsistent with recommended edge deployment designs. Ratio guidelines can be accessed [here](#) (example: 1 rack, 1 PDU, and 20 UPSs will come under review)

www.apc.com/personalpage

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