



TIGHTER TEAMWORK

The AGV Partner Program

BETTER BUSINESS

KOLLMORGEN®

An underwater photograph showing sunlight rays filtering through the water. A dark, out-of-focus tree branch is visible in the upper right. The text "TIME TO SHIFT PERSPECTIVE" is overlaid in the center in a bold, blue font.

**TIME TO SHIFT
PERSPECTIVE**



Being the leader in one field is difficult. Being the leader in all fields is impossible. Still, many companies act just as if they were. That's why you have a lot to gain as one of our selected partners.

Kollmorgen is *the* expert in control solutions for driverless vehicles. With us, you get access to a complete and highly customizable controls platform as well as fast professional support services. This boosts your productivity, reduces your costs and risks associated with in-house development, and frees resources for improving your core competence.

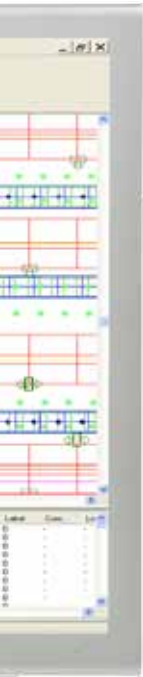
You do what you do best. We do what we do best. Together we make better business.

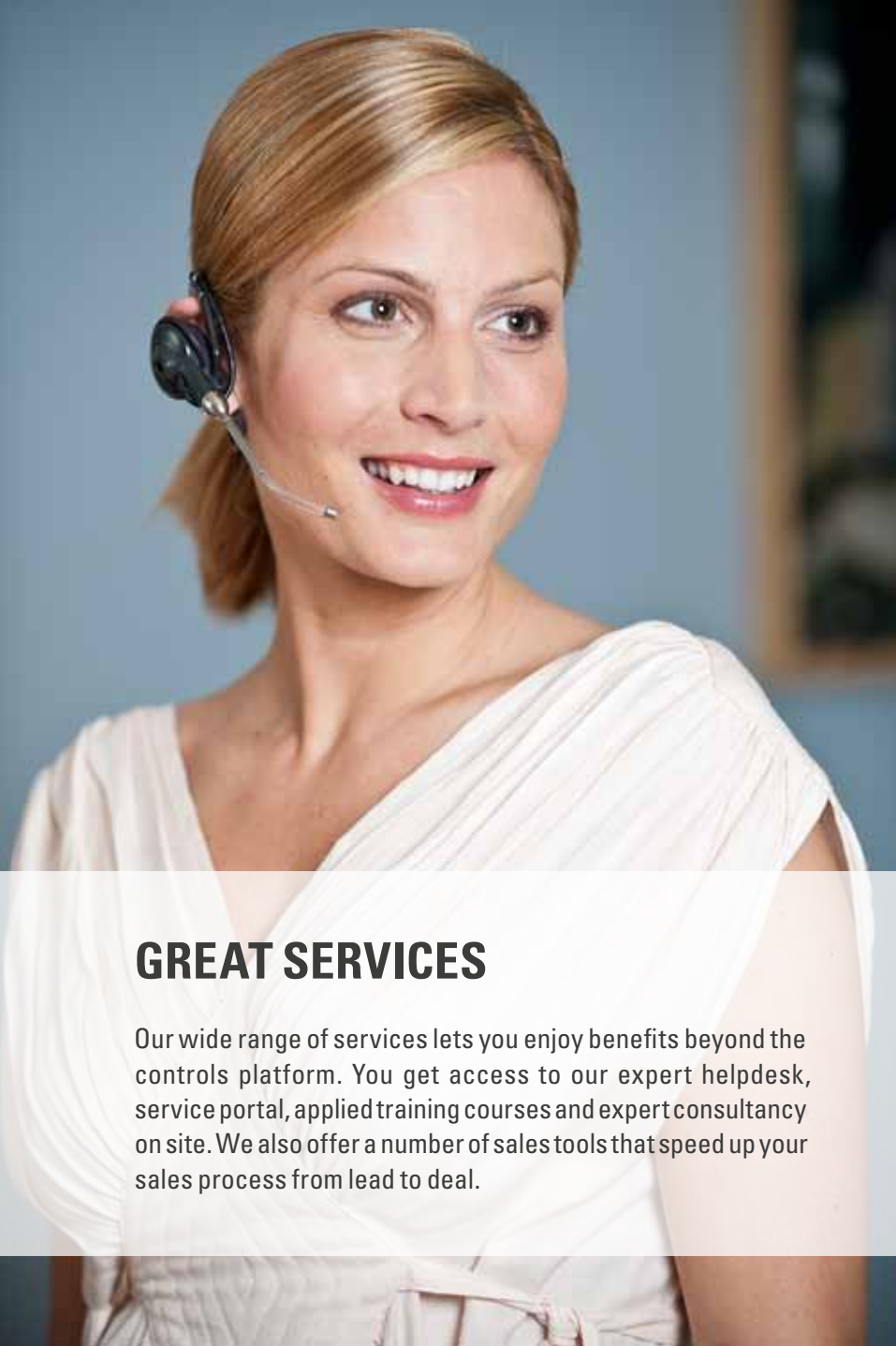
WHY PARTNER WITH US?

- Stay ahead—make your company a front-edge solution provider with competitive technology from Kollmorgen
- Secure costs—change from fixed to variable costs, lower your engineering and support costs
- Assure product lifecycle management—let us manage your long-term product supply commitment

GREAT TECHNOLOGIES

Our controls platform lets you create competitive driverless vehicle installations that are easy to design, operate, maintain and extend. The possibilities are practically endless. The platform lets you automate any material handling application, indoor as well as outdoor.





GREAT SERVICES

Our wide range of services lets you enjoy benefits beyond the controls platform. You get access to our expert helpdesk, service portal, applied training courses and expert consultancy on site. We also offer a number of sales tools that speed up your sales process from lead to deal.





IMPROVE YOUR BUSINESS. JOIN THE AGV PARTNER PROGRAM

The purpose of the partner program is to generate better business for you and for us through tighter teamwork. Simply put, to make the most of this win-win strategic alliance.

The partner program gives you business, sales, marketing and technical support. The amount of support depends on your membership level. Here's what you get on each level.



MEMBERSHIP LEVEL



Business support

Discount on software

Standard price list

Standard discount

Negotiated price list

Access to partner portal

✓

✓

✓

Yearly product roadmap workshop
(trends, strategy, plans)

—

—

✓

Sales and marketing support

Listing in the partner directory
on our web site

✓

✓

✓

Joint sales calls

—

✓

✓

Joint case studies

—

—

✓

Technical support

Technology license (certified to use
Kollmorgen's technology)

✓

✓

✓

Free seats on training courses
(number of seats/year)

0

2

4

Named helpdesk contact

—

—

✓

Higher priority on support cases

—

—

✓

Engineer on site within 48h

—

—

✓

Partner specific product development

—

—

✓

EVERYBODY WINS.

**IT'S JUST A MATTER OF HOW
MUCH YOU WANT TO WIN**

Every customer with a signed license agreement automatically qualifies as a certified partner. The preconditions for signing a license agreement with us are strong finances and clear business goals. The more loyalty points you score, the higher the membership level you qualify for.

The highest membership level entitles you to full support.



On this level you get extended access to support within all four areas.

Gives you basic access to business, sales, marketing and technical support.



Ready for the next step? Let's meet. Just give us a call or drop us a line and we'll get back to you as soon as possible.



KOLLMORGEN®

Kollmorgen Särö AB
SE-429 80 Särö, Sweden
Phone: +46 (0) 31 93 80 00
Fax: +46 (0) 31 93 81 00
E-mail: driverless@kollmorgen.com

Kollmorgen
201 W Rock Rd
Radford, VA 24141, USA
Phone: 540-633-5560
E-mail: driverless@kollmorgen.com

www.ndc8.com
www.kollmorgen.com