

# Sepasoft

## MES Integrator Program Terms & Conditions

Effective as of January 1, 2020

Becoming a Sepasoft MES Integrator is a straightforward way for qualified system integrators that already work in the MES space to advance their business with Sepasoft. As system integrators progress through the levels of certification, program benefits increase. In order to advance through the program, each integrator must demonstrate competency and enthusiasm for the product. The intent of this certification is to provide assurance to customers of competency on Ignition and Sepasoft products. The MES certification process encourages integrators to seek out the training and experience required to become experts in Inductive Automation software and Sepasoft MES modules.

### Definitions

1. **“MES Suite”** is defined as OEE & Downtime Tracking, Track & Trace, SPC, and Recipe & Changeover modules.
2. **“Utility Modules”** are defined as Barcode Scanner and Instrument Interface modules.
3. **“Business Connector Suite”** is defined as Web Services, Sepasoft Business Connector, and Interface for SAP ERP modules.
4. **“MES Enterprise”** is defined as the implementation of MES Suite, Business Connector Suite, or Utility Modules across multiple servers.
5. **“Quick Start Program”** is a program for those implementing the Sepasoft MES modules for the first time, in which Sepasoft MES Design Consultants review end-user manufacturing processes, identify requirements and risks, and make recommendations for a successful implementation.

### LEVEL ONE

#### MES Credentialed Integrator

Qualified integrators who are Ignition Certified integrators and have successfully completed the MES Video Training Courses receive the Credentialed integrator discount and are listed as an MES Credentialed integrator on the Sepasoft website.

#### The benefits for MES Credentialed Integrator are as follows:

- Discount off of the full list price of the MES modules for which MES Video Training Courses have been completed, and discount off of the full list price for the MES Utility modules. Note, discounts do not apply to other MES Suite modules or MES Enterprise pricing.
- Listed on the Sepasoft integrator directory.
- Integrator portal access.

- Priority Sepasoft tech support for credentialed persons.

**The requirements for MES Credentialed Integrator are as follows:**

- Qualified integrator must be an Ignition Certified integrator for the current version of Ignition and in good standing with Inductive Automation.
- Certification requires the successful completion of MES Video Training Courses per module.

**LEVEL TWO**

**MES Certified Integrator**

Qualified integrators who are Ignition Certified integrators and have one or more persons who have successfully passed one of the Sepasoft module tests receive the Certified integrator discount, priority technical support, and are listed as an MES Certified integrator on the Sepasoft website. The intent of the MES Certified Integrator is to provide a bridge to become an MES Gold Integrator.

**The benefits for MES Certified Integrator are as follows:**

- Discount off of the full list price for the MES modules of the passed MES module tests and discount off of the full list price for the MES Utility modules. Note, discounts do not apply to other MES Suite modules or MES Enterprise pricing.
- Listed on the Sepasoft integrator directory.
- Integrator portal access.
- Priority Sepasoft tech support for certified persons.

**The requirements for MES Certified Integrator are as follows:**

- Qualified integrator must be an Ignition Certified integrator for the current version of Ignition and in good standing with Inductive Automation.
- Must be an MES Credentialed Integrator which requires the successful completion of MES Video Training Courses per module.
- Certification requires the successful completion of one or more Sepasoft Module tests. An engineer may attempt the Module Test a maximum of three times before achieving a passing score (85%). If a passing score is not achieved within three attempts, the engineer will become ineligible for certification of that module.
  - We highly recommend attending our 5-Day MES training class before taking the test.
- All orders for MES Products from MES Certified Integrators will automatically include the Quick Start Program.

### **LEVEL THREE**

## **MES Gold Integrator**

Qualified integrators who have one or more persons who are Sepasoft MES Certified and have successfully implemented one or more systems for end customers using the Sepasoft MES module(s) are promoted to MES Gold Integrator status. The modules used for the implementation must be the same as the passed Sepasoft module certification tests. Sepasoft MES Gold integrators receive the MES Gold integrator discount, receive free technical support, and will be listed as an MES Gold integrator on the Sepasoft website.

### **The benefits for MES Gold Integrator are as follows:**

- Discount off of the full list price for the MES modules of the passed MES module tests and discount off of the full list price for the MES Utility modules. Note, discounts do not apply to other MES modules or MES Enterprise pricing.
- Featured on the Sepasoft integrator directory.
- Integrator portal access.
- Priority Sepasoft tech support for Gold certified persons.

### **The requirements for MES Gold Integrator are as follows:**

- Qualified integrator must be an Ignition Certified integrator for the current version of Ignition and in good standing with Inductive Automation.
- Must be an MES Certified Integrator which requires the successful completion of one or more Sepasoft Module tests.
- On occasion, a major version release may include sufficient changes that warrant updates to the module test. In these cases, as an MES Gold integrator, you will be informed of the changes and will need to retake the test in part or in whole.
- Successful customer implementation using the Sepasoft MES module(s) and demonstrate competency in the technologies involved in MES implementations. The modules used for the implementation must be the same as the passed Sepasoft module tests.
- Persons who are Sepasoft MES Certified must oversee implementations using the MES modules.

### **LEVEL FOUR**

## **MES Premier Integrator**

Qualified integrators who have one or more persons who are Sepasoft MES Certified, have successfully implemented one or more systems for end customers using the Sepasoft MES module(s), and have enrolled in the Sepasoft MES Premier Integrator Program achieve MES Premier Integrator status. Sepasoft MES Premier integrators receive the MES Premier

integrator discount, receive free technical support, and will be listed prominently as an MES Premier integrator on the Sepasoft website.

**The benefits for MES Premier Integrator are as follows:**

- Discount off of the full list price for the MES modules of the passed MES module tests and discount off of the full list price for the MES Utility modules. Note, discounts do not apply to other MES modules or MES Enterprise pricing.
- One free training seat per year for each integrator location enrolled in the MES Premier Integrator program.
- Premier listing on the Sepasoft integrator directory.
- Integrator portal access.
- Priority Sepasoft tech support for certified persons.

**The requirements for MES Premier Integrator are as follows:**

- Enrolled in the Sepasoft MES Premier Integrator program. An annual enrollment fee of \$2,000 for the first office and \$500 for each additional office is required. Additional offices must have the same name as the primary office.
- Qualified integrator must be an Ignition Certified integrator for the current version of Ignition and in good standing with Inductive Automation.
- Certification requires the successful completion of all Sepasoft Module test(s) within three attempts.
- We highly recommend attending our 5-Day MES training class before taking the test. One free 5-Day MES training seat per year per primary office or additional office that are enrolled in the Sepasoft MES Premier Integrator program.
- On occasion, a major version release may include sufficient changes that warrant updates to the module test. In these cases, as a Premier integrator, you will be informed of the changes and will need to retake the test.
- Successful customer implementation using the Sepasoft MES module(s) and demonstrate competency in the technologies involved in MES implementations. The modules used for the implementation must be the same as the passed Sepasoft module tests.
- Persons who are Sepasoft MES Certified must oversee implementations using the MES modules.

## **Applicable Products**

Sepasoft certification applies only to Sepasoft products. It excludes certification, for example, on Ignition products developed by Inductive Automation.

## **Required Business-Practice Standards**

Integrator Program members must follow a Code of Conduct that is required of every Sepasoft Integrator as follows:

1. Conducting oneself in all circumstances with honesty and diplomacy.
2. Working effectively to resolve customer issues regarding Ignition and Sepasoft and keeping Inductive Automation and Sepasoft up to date on the status and eventual resolution of the problem.
3. Treating Inductive Automation and Sepasoft as valued business partners rather than as competitors in the selling of software. For example, every Integrator is expected to respect a pre-existing business relationship between Inductive Automation and Sepasoft and an end-user just as Sepasoft will respect any previously established relationship between an integrator and an end-user. Notwithstanding the above, occasionally end-users demand a direct relationship with Inductive Automation and Sepasoft. In this case, the integrator will yield to the end-user's wishes, keeping foremost in its mind what is best for the end-user.

## **Decertification**

Any of the conditions listed below may result in the cancellation of an integrator's status level and/or certification.

1. Failing to maintain at least one person certified at the same level as the company certification level. Company certification will drop back to the level of the most highly certified person at the location. The company will have a six month grace period to add one or more certified persons. If the six month grace period expires without the addition of at least one certified person, decertification of the company's certification.
2. The misrepresentation of an integrator's current status level and/or certification may result in the loss of their status or decertification.
3. Sepasoft integrators will exhibit professional conduct, courtesy, and decorum toward end-users, other integrators, and Sepasoft personnel. Violations may result in the decertification of an individual or company and may further result in the loss of their certification status.
4. Projects that are poorly implemented by an integrator which result in customer dissatisfaction and which recoil onto Inductive Automation or Sepasoft for handling may result in the cancellation of an individual's or company's certification.
5. We understand that integrators will represent what is best for their customers and implement and sell competing products. The MES Certified Integrator must agree to not

to internally develop and promote products that directly compete with the Sepasoft MES modules and may result in the cancellation of an individual's or company's certification.

6. Integrator Program members must agree to abide by the Sepasoft Brand Usage Policy. Violations may result in the decertification of an individual's or company's certification.

- I have read and agree to the terms and conditions