

This overview introduces the OptoPartner program and tells you how to become an OptoPartner.

WHY BE AN OPTOPARTNER?

- Gain the **marketing advantage** of being an official Opto 22 solutions provider.
- Profile your company on our website as an OptoPartner. **Customers find you** by name, geographic area, and specialties you provide. Update your profile at any time.
- Gain access to the **Partners section** on our website, which includes brochures, presentations, product demos, graphics, logos, and more.
- Receive OptoPartner **updates** on new products, upcoming events, opportunities to beta test Opto 22 products, etc.
- Be eligible to receive **leads** specific to your industry, markets, products, and skills.

FAQS

Q: Who can become an OptoPartner?

A: Any company that works with Opto 22 products and would like to receive OptoPartner benefits may be nominated as an OptoPartner. Final approval rests with Opto 22.

We especially encourage you to become a partner if you provide integration services using our products or offer a product that directly ties into our products, such as custom software or hardware.

If you're a Rockwell®/Allen-Bradley® integrator, you'll be interested in Opto 22's intelligent remote SNAP I/O, which can easily expand A-B PLC systems and provide advanced process control functions.

Q: What is an IoT Certified OptoPartner?

A: If you're knowledgeable about both Information Technology (IT) and automation (Operations Technology or OT), and if you have already successfully worked on Internet of Things (IoT) applications, you'll want to know more about our [IoT Certification for OptoPartners](#).

Our IoT-enabled automation platform includes the SNAP PAC System™ and the *groov*® Box with included Node-RED®. Additionally, Opto 22 is part of the IoT ecosystems of three major IT companies: Dell® (IoT Solutions Partner), IBM® (Registered Business Partner - Ready for IBM Watson IoT) and AT&T®/M2X (IoT Partner).

Q: Can more than one person in a company be an OptoPartner?

A: The OptoPartner designation applies to the company itself, but anyone within a partner company who registers on

<http://my.opto22.com> can be given access to the Partners section of the website, on request.

One person in the partner company is designated as the Primary Contact. The Primary Contact may receive leads from customers who see information about your company on our website and is the only person in the partner company who can change your OptoPartner profile.

Q: If I have more questions, whom do I contact?

A: Email us at optopartner@opto22.com or give us a call at 951-695-3000 (or toll-free in the U.S., 800-321-6786) and mention the OptoPartner Program.

For questions on IoT Certification, contact Arun Sinha, Director of Business Development. Phone: 1+951-695-3079
Email asinha@opto22.com

Q: As an OptoPartner, do I get a discount on products I buy?

A: Sorry, but no. The OptoPartner program is designed to create an official relationship with Opto 22 for marketing purposes. You still buy through your normal channels at negotiated prices.

HOW TO BECOME AN OPTOPARTNER

1. If you already have an account on <http://my.opto22.com>, log in and click the button to request OptoPartner information.
2. If you do not have an account on my.opto22, go to <http://my.opto22.com>. Create an account and, when you fill out your customer profile, check the box that indicates interest in being an OptoPartner.
We'll review your request and get back to you quickly.
3. When you receive an email approving you as an OptoPartner, go to <http://my.opto22.com> and log in.
4. Complete your OptoPartner profile online. (The profile must be completed, but you can choose not to have your profile appear on our website, if you wish.)

We'll review your profile quickly (within one business day) and post it on the Opto 22 website for customers to see. We'll also open the Partners section of our website to you.



Opto 22 reserves the right to edit OptoPartner profiles submitted by partners, to approve or deny partner applications or change partner status, and to change the partner program at any time without prior notification.