AVEVA Partner Network

Systems Integrator Certification Process

Tim Black , SI Program Director

June 2020

AVEVA

Program Portfolios

Processes by Level

Onboarding of Systems Integrator

AVΞVA

Aligning SI Strategy to AVEVA and Distributor Portfolios
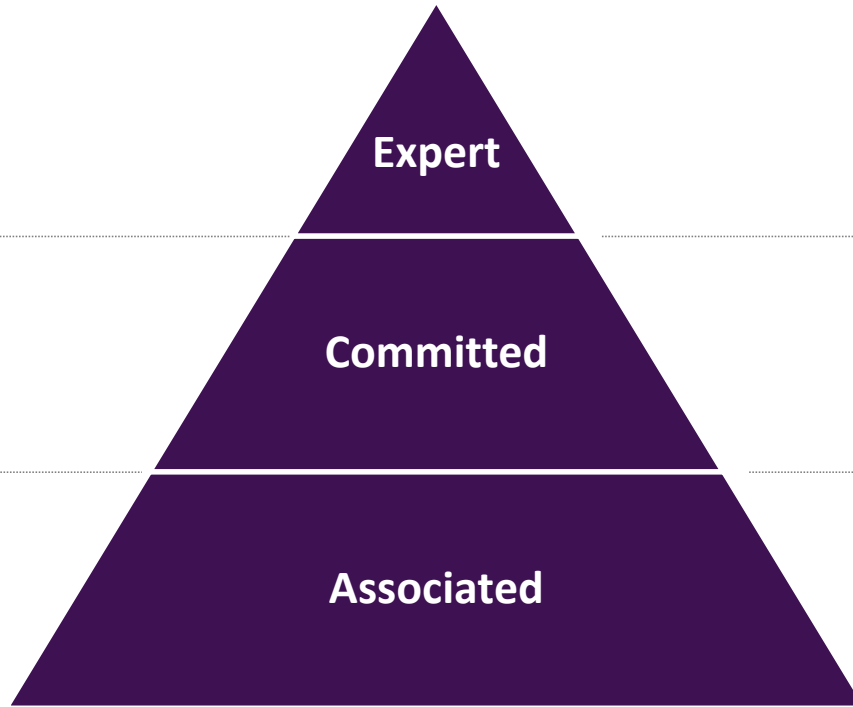
Current state

Full Portfolio

Aligned Value

Wonderware ENDORSED
System Integrator Partner

Wonderware CERTIFIED
System Integrator Partner

Wonderware REGISTERED
System Integrator Partner

Expert

Committed

Associated

AVEVA System Integrator — Endorsed / "Portfolio"

AVEVA System Integrator — Certified / "Portfolio"

AVEVA System Integrator — Registered

- **Increase SI Partner service opportunities** thru expanded offer set
- Improve **SI Experience**
  - Self Serve Exam Portal
  - Automation Renewals
  - Electronic Signature
- Improved / Increased **Communications**
  - SI Sales Enablement
  - Coverage matching Distributor Portfolios
  - Alignment to AVEVA portfolio positioning
- Increased **Value to SI Community**
- **Growth of Community in all Portfolio Segments** to Expand Shared Business

Portfolio Certifications

Engineering
- Conceptual Design
- FEED
- Detailed Design
- Procurement/Construction
- Operator Training
- Project Lifecycle Mgt

Operations
- Operations Control
- HMI
- Operations Execution
- Operations Information

Performance
- Supply Chain Performance
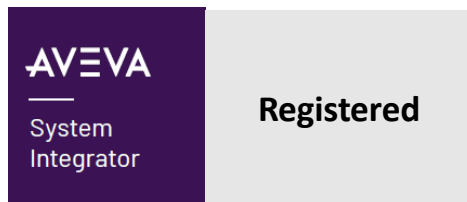- Production Performance
- Asset Performance
- Asset Strategy

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AVEVA System Integrator Partner Program

3 Authorization Levels

Registered Level	Certified Level	Endorsed Level
Entry level	**Validates Product Skills**	**Invitation only**
• For SIs who want to build a AVEVA practice	• Recognizes SIs with multiple firm-based product certifications	• Validated delivery & services practice
	• Authorization by individual site	• High level integration expertise
AVEVA System Integrator **Registered**	AVEVA System Integrator **Certified** **"Portfolio"**	AVEVA System Integrator **Endorsed** **"Portfolio"**
Entry Level = Minimal Experience	Mid Level = Authorization by Site	Highest Level = Strategic Partner Status
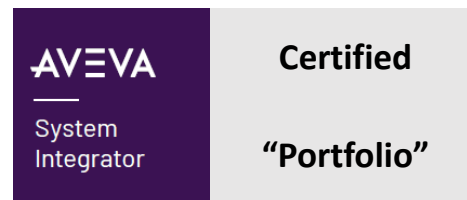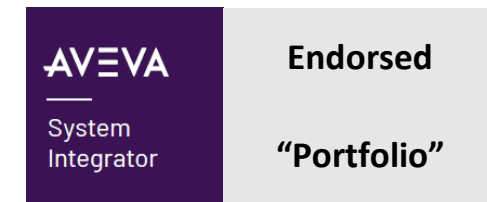
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Process to Join Partner Program & Get Developers Certified

Contact local AVEVA Distributor

- ↓ Submit inquiry
- ↓ Sent to Distributor in region
- ↓ Complete Application Profile Form
- ↓ Join Partner Program
- ↓ Purchase Consignment & Support

= Registration as SI Partner

- ↓ Take entry level Product training

Developer Product Certification

- ↓ Developers attend training
- ↓ Developers take Certification exams
- ↓ Developers having multiple product certifications are encouraged.

Company Certified Site Authorization

- ↓ Minimum 2 certified developers on a product
- ↓ Submission of Projects for Review
- ↓ Company meets requirements by product site certification.
- ↓ Company may be certified on multiple products
- ↓ Company awarded AVEVA Portfolio specific LOGO and Certificate with Product Expertise

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Delivery Partners - AVEVA System Integrators

Focus

➜ Provide regional coverage for delivery of AVEVA projects

➜ Direct relationship with Regional AVEVA Distributors
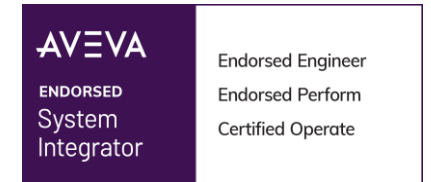
➜ Training and support provided by regional Distributors

Delivery Partner Locator:
https://sw.aveva.com/partners/find-a-partner

Select Delivery and Solution Partner Directory

AVEVA
PARTNER NETWORK

System Integrator ID
Date Started

Certificate of Partnership

This acknowledges

Partner Name

is an authorised AVEVA [Level] System Integrator for the following product(s)

- **Certified - Product Name**
- **Certified - Product Name**
- **Certified - Product Name**
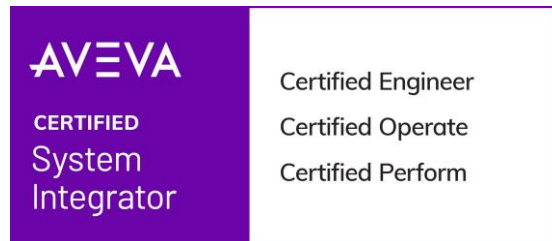
Kerry Grimes
Head of Global Partners, AVEVA

Tim Black
System Integrator Program Director, AVEVA

AVEVA
ENDORSED
System Integrator

Endorsed Engineer
Endorsed Perform
Certified Operate

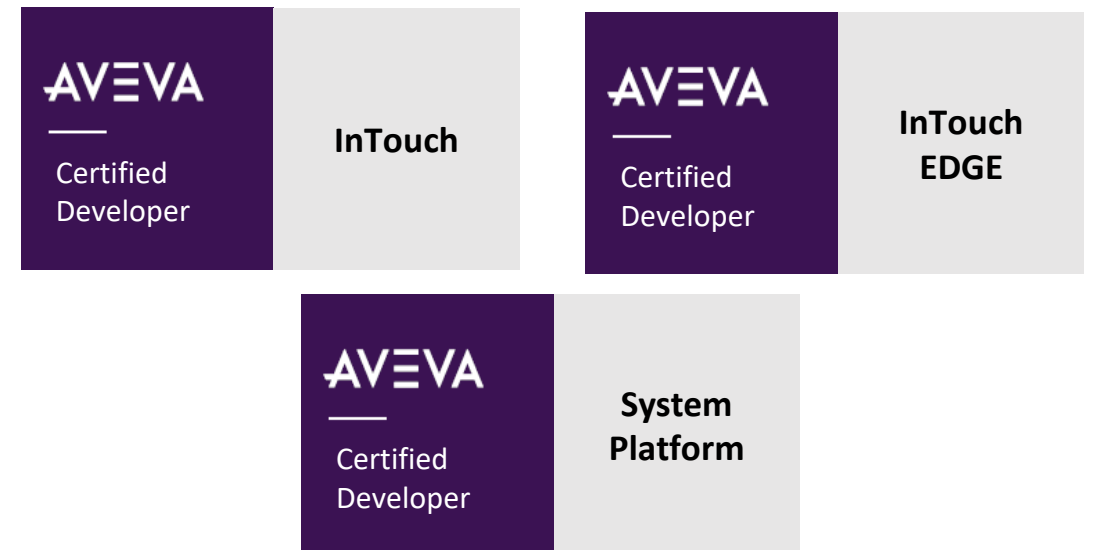# Get Certified – Certified Company Site & Certified Developers

Two Types of Certification

SI Company Site

Site Level Certification
by Portfolio Certifications

Portfolio = Engineering , Operations, Performance

Individual Developer

Product Level Certification

Developer Exam Certificates are awarded to CF registered SI Developers

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Get Certified – Certified Site & Certified Developers

Premier and top level in the SI Partner Program

Building Relationship

- Bi-directional relationship with AVEVA Software LLC

- Managed by AVEVA SI Program Director

- Distributors (Monthly or as needed)

- Global Technical Support

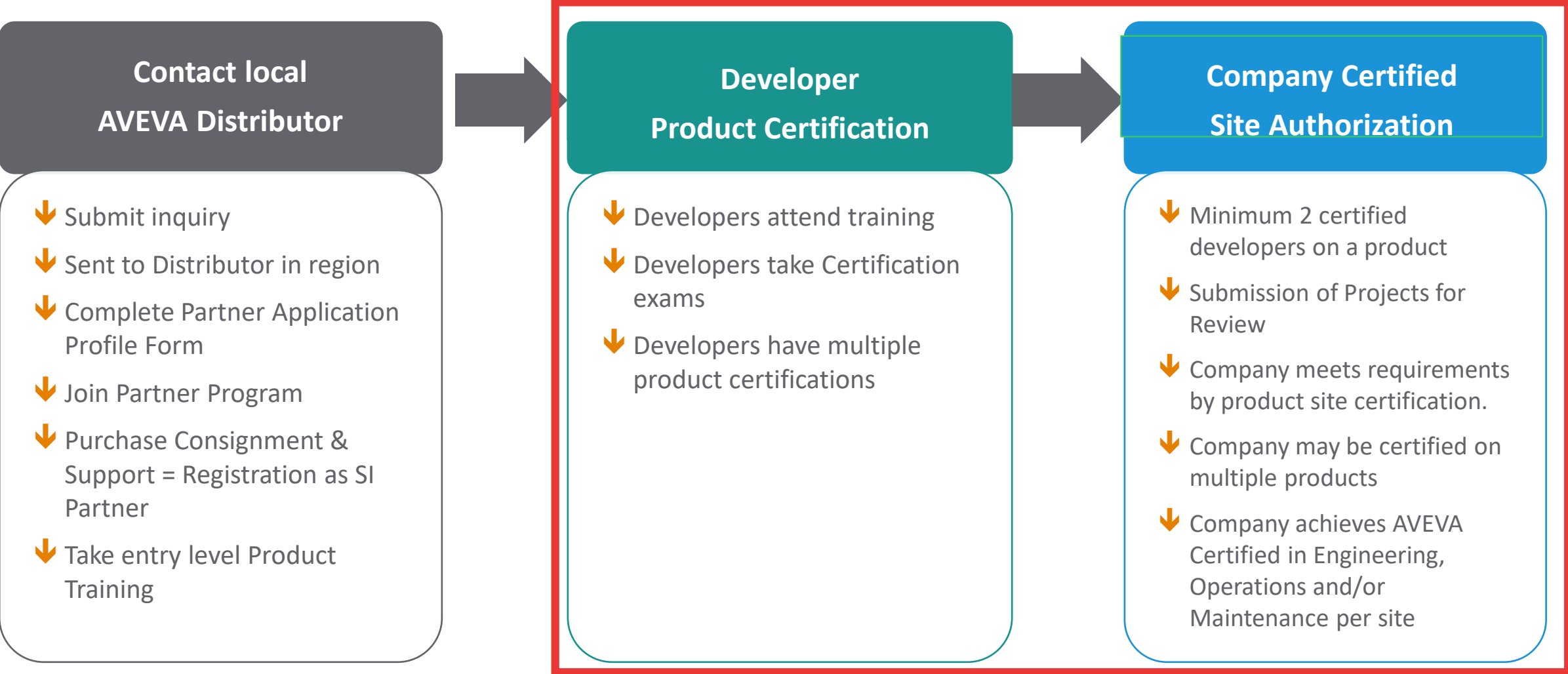- Partner Ecosystem (Monthly or as needed)

Driving Growth

- Establish a business plan that strengthens the relationship

- Transparency and collaboration with project pursuits

- Deliver value & consistency in project delivery & solution support

- Increase potential for growth

Certified Site Level Certification Logo

Certified Developer Logo

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Certified SI Partner Level Requirements

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Process to become a Certified SI Partner Site

Contact local AVEVA Distributor

- ⬇ Submit inquiry
- ⬇ Sent to Distributor in region
- ⬇ Complete Partner Application Profile Form
- ⬇ Join Partner Program
- ⬇ Purchase Consignment & Support = Registration as SI Partner
- ⬇ Take entry level Product Training

Developer Product Certification

- ⬇ Developers attend training
- ⬇ Developers take Certification exams
- ⬇ Developers have multiple product certifications

Company Certified Site Authorization

- ⬇ Minimum 2 certified developers on a product
- ⬇ Submission of Projects for Review
- ⬇ Company meets requirements by product site certification.
- ⬇ Company may be certified on multiple products
- ⬇ Company achieves AVEVA Certified in Engineering, Operations and/or Maintenance per site

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Requirements – Certified SI Partner Site Level Partner

Certified

- Recognizes System Integrators who have **multiple firm-based product certifications**

- Must be Registered SI
- Annual Consignment Subscription & Support in place

Certification SI Partner level is site based - 2 Certified developers, 2 installations

- Achieved Certification levels on a variety of AVEVA products
- AVEVA Certified developers with several completed projects
- Proof of two successful AVEVA Software installations within last 18 months
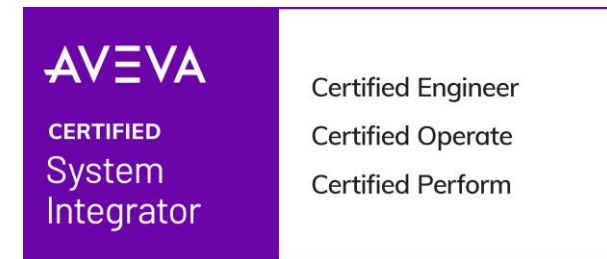
One validated new installation per year

- Promote AVEVA Software based solutions
- Compliance with AVEVA SI Program Policy
- Multiple firm-based product certifications are available

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AVEVA SI Program – Certified Site Level Portfolio Options

Mid Level – Optimizing the Partner's AVEVA SW Practice and Project Solutions Delivery Skills
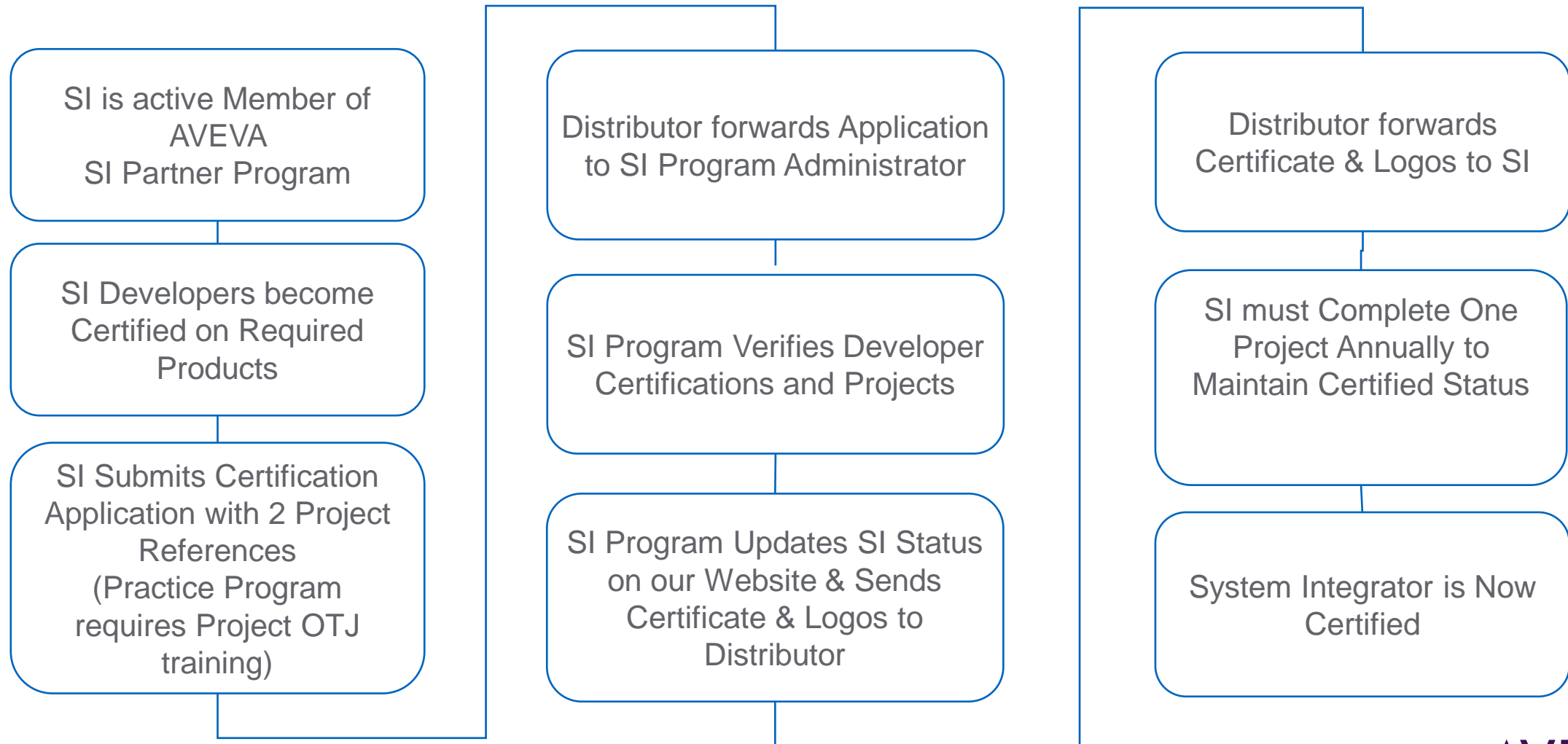
- Pre-Conditions

    - Must be Registered SI

    - Active annual Consignment Subscription & Support

- Certified is site based = **2 Certified developers, 2 installations**

    - AVEVA Certified developers with several completed projects

    - Achieved Certification levels on a variety of AVEVA products

    - Proof of 2 AVEVA SW successful project installations within last 18 months

- Ongoing Compliance

    - One validated new installation per year

    - Promote AVEVA Software based solutions

    - AVEVA SI Program Policy Compliance

Multiple Portfolio certifications are encouraged

AVEVA
CERTIFIED
System Integrator

Certified Engineer
Certified Operate
Certified Perform

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Migration Process Map - Company

System Integrator Site Certification Process

SI is active Member of AVEVA
SI Partner Program

SI Developers become Certified on Required Products

SI Submits Certification Application with 2 Project References
(Practice Program requires Project OTJ training)

Distributor forwards Application to SI Program Administrator

SI Program Verifies Developer Certifications and Projects

SI Program Updates SI Status on our Website & Sends Certificate & Logos to Distributor

Distributor forwards Certificate & Logos to SI

SI must Complete One Project Annually to Maintain Certified Status

System Integrator is Now Certified

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AVEVA SI Program – Certified Site Requirements by Portfolio

AVEVA CERTIFIED System Integrator — Certified Operate

InTouch Certified

- 2 Certified Developers *Required* – InTouch ✚ Historian

AVEVA Edge Certified

- 2 Certified Developers *Required* – InTouch Edge ✚ Historian

CITECT Scada Certified

- 2 Certified Developers *Required* – CITECT Configuration ✚

  CITECT Architecture ✚ CITECT Cicode + CITECT Workspace

System Platform Certified

- 2 Certified Developers *Required* - InTouch OR InTouch for System Platform
- ✚ Historian ✚ Application Server

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APM Practice Program Requirements

- SI must have appropriate skillsets (Complete Checklist)
- Must be Registered SI and have Annual Consignment Subscription & Support in place

Practice Program SI Partner level is site based - 2 Certified developers

- AVEVA Certified developers participated in trainings and passed exams
  - Training to include product and delivery training
  - Exams to cover product knowledge AND delivery knowledge questions
- Company must deliver two referenceable projects specific to a product being certified on one of the following:
  - AVEVA Enterprise Asset Management (Avantis.PRO)
  - AVEVA Predictive Analytics (PRiSM)
  - AVEVA Mobile Operator (IntelaTrac)
- Execute a Professional Services Agreement
- Project Evaluation to achieve Certified Status

One validated new installation per year

- Promote AVEVA Software based solutions
- Compliance with AVEVA SI Program Policy
- Maintain Current Level Product knowledge thru exams

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APM SI Certification: Step 1

Introduction

- Interested SIs can review the Profiles of APM consultants for Avantis, PRiSM and IntelaTrac.

- If SI has the required skills, knowledge and experience, SI can set up an introduction call with the APM Global Practice through their local distributor (email SIProgram@AVEVA.com)

- The purpose of the call is to review the steps required for certification and for the SI to share some information about their business and experiences. The conversation can be done over the phone and takes approximately 30 mins.

- APM Global Practice representative and SI will determine if SI is a good fit to partner with AVEVA

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APM SI Certification: Step 2

Registration

- Approved SIs can register for the APM SI Program online through a link provided by their associated distributor. Agreement must be signed.

- Wonderware SIs simply need to sign the updated agreement that now includes APM.

- Once the registration has been processed, the SI will receive a unique SI# and is considered "Registered" under the AVEVA SI Program.

- Registered SIs will receive 25% discount on Product User Training. Wonderware SIs will receive discount based on their Wonderware certification level (50% certified, 75% endorsed)

Consignment

- Once product training is complete, SI can purchase an APM Consignment license and support through the local distributor (now available in OPA). This entitles SI access to all APM software that is part of the APM SI Program and unlimited licenses for one yearly fee per SI site. It will also give SIs access to Level 1 Support through their distributor or AVEVA, and once certified, access to Level 2 Support through AVEVA.

- ***Note that on a per product basis, software and licenses are not available until consultants have participated in User Training for that product***

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APM SI Certification: Step 3

Training

Title	Description	Timing	Provided by
Level 1 Sales Training (for SI Sales)	How to sell APM, how to qualify and position the products	2 days in person	AVEVA TSC team
APM Overview*	Intro to APM and AVEVA's APM product suite	1 hour Webinar	AVEVA Marketing
Product User Training*	Main features and functionalities of software and how to use. Includes user exercises and labs.	AVEVA Mobile Operator: 3 days AVEVA Predictive Analytics: 3 days AVEVA Enterprise Asset Management: 7 days	AVEVA Global Training Dept.
Delivery Training*	Installation and configuration, project implementation and best practices	AVEVA Mobile Operator: 3 days AVEVA Predictive Analytics: 2 days AVEVA Enterprise Asset Management: 3+5 days	AVEVA Delivery team
Tools & Templates Training*	AVEVAs standard templates for technical documentation, including services estimator	1-2 hour Webinar	AVEVA Delivery team

*must be completed by 2 consultants

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APM SI Certification: Step 4

Certification Exam

- Online Certification Exams will cover the content of both the Product User and Delivery training sessions. Exam can be accessed through your distributor

- 80% score is required to pass exam

- Once an individual consultant has passed this exam, he/she is considered individually certified

- AVEVA Mobile Operator Exam: currently available

- AVEVA Enterprise Asset Management Exams:

  - Inventory/Maintenance: Currently available

- AVEVA Predictive Analytics Exam: TBA

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APM SI Certification: Step 5

On-The-Job Experience and Evaluation

- 2 individually Certified Consultants must implement 2 APM projects and be successfully evaluated by AVEVA delivery. Options for On-The-Job Experience are:

- Implement an APM project, with contracted support from AVEVA Delivery. AVEVA Delivery will evaluate performance of consultant.	- Implement a simple APM project. After project completion, customer will fill out a reference form which we be used to evaluate performance of consultant.	- Shadow AVEVA Delivery team on a customer implementation. AVEVA Delivery will evaluate consultant to ensure adequate understanding.

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Final SI Certification

Certified Perform

- An SI company is considered CERTIFIED for an AVEVA APM product once at least 2 consultants have:

    - completed the required trainings

    - passed the certification exam

    - been successfully evaluated by AVEVA delivery for 2 implementations

Model Driven MES Practice Program

This partner program and approach represents a considerable investment by AVEVA in the development and growth of our partner channel. In consideration of this the following commercial terms are offered to our partners

- **Membership Fee**: This program is an addendum to existing AVEVA partner programs and there is no additional fee for membership, beyond what is required by those partner programs

- **Annual Subscription Fee.** There is an annual subscription for access to the reusable engineering and templates. It is only due when the templates are accessed for the first time and upon signing of the EULA.

- **Training and Certification Fees:** Two free seat are provided for members in all 3 training sessions. Additional paid training can be purchased as needed at standard rates.

- **Success Consulting Services**: Each project based on our reusable engineering must include two hundred hours or 10% of estimated project hours, for success consulting services. This provides for engagement with our practice resources, review of partner designs and ongoing support of the template. Cost is at current published rates

Contact: siprogram@aveva.com for consideration to be in this program.

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Competency Development

Competency development is the cornerstone of our program. While it is available to any of our partners, the program requires and provides for it with free seats. Members also receive additional, exclusive training on our reusable engineering, templates and best practices.

Exclusively for Practice Partners

Introduction to Model Driven MES
A 3-day course suitable for customers, distributors, SI, TSCs and delivery engineers

Advanced MD MES Best Practices
A 4-day course suitable for people who will be doing detail design and engineering work for model drive projects

Certification Exam

An online exam that certifies the taker's knowledge of model driven MES. This certification is suitable for anyone who has completed training

Reusable Engineering

A 4-day course on the use of our model driven reusable engineering. Suitable for people who will be doing detail design and engineering work on solutions based on our templates.

2 Seats Included

2 Seats Included

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Ampla SI Certification: Step 1

Evaluation

- Interested SIs can review the skills, industry knowledge and experience required. This will be available on the Partner Program Website [TEAM -> Partner Program -> SI Program]

- If SI has the required skills, knowledge and experience, SI can set up an evaluation interview with the Ampla Global Practice lead through their local distributor

- Ampla Global Practice lead and SI will determine if SI is a good fit to partner with AVEVA

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Ampla SI Certification: Step 2

Registration

- Approved SIs can register for the Ampla SI Program online through a link provided by their associated distributor.

- Once the registration has been processed, the SI will receive a unique SI# and is considered "Registered" under the AVEVA SI Program

- Registered SIs will receive 25% discount on Product User Training and will have access to Level 1 Support through GCS (Certified & Endorsed AVEVA SIs will receive 50% and 75% respectively)

- Once product training is complete, SI can purchase an Ampla Consignment License through the local distributor or AVEVA office. This entitles SI access to software that is part of the Ampla SI Program and unlimited licenses for one yearly fee per SI site.

- ***Note that software and licenses are not available until consultants have participated in User Training***

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Ampla SI Certification: Step 3

Training

Title	Description	Timing	Provided by
Level 1 Sales Training (for SI BD)	How to sell Ampla and Value Chain Optimization, how to qualify and position the products	2 days in person	AVEVA TSC team
Performance Training	Main features and functionalities of software and how to use. Includes user exercises and labs.	4 days in person	AVEVA Global Training Dept.
Inventory Training	Main features and functionalities of software and how to use. Includes user exercises and labs.	4 days in person	AVEVA Global Training Dept.

*must be completed by 2 consultants

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Ampla SI Certification: Step 4

Certification Exam

- Online Certification Exams will cover the content of both the Product User and Delivery training sessions. Exam can be accessed through your distributor

- 80% score is required to pass exam

- Once an individual consultant has passed this exam, he/she is considered individually certified

- Ampla Performance Exam available now.

- Ampla Inventory Exam available mid 2020.

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Ampla SI Certification: Step 5

On-The-Job Experience and Evaluation

- 2 individually Certified Consultants must implement 2 Ampla projects and be successfully evaluated by the Ampla Global Practice. Options for On-The-Job Experience are:

• Shadow AVEVA Delivery team on a customer implementation. AVEVA Delivery will evaluate consultant to ensure adequate understanding.	• Implement an Ampla project, with contracted support from AVEVA Delivery. AVEVA Delivery will evaluate performance of consultant.	• Implement a simple Ampla project. After project completion, customer will fill out a reference form which we be used to evaluate performance of consultant.

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Final SI Certification

- An SI company is considered CERTIFIED for a AVEVA Production Management (Ampla) once at least 2 consultants have:

  - completed the required trainings

  - passed all available certification exams

  - been successfully evaluated by the Global Practice for 2 implementations

Critical Infrastructure Partner Enablement (ePLMS)

Technical Competency

The Enterprise SCADA Certification Program consists of 4 components:

Product Training	Delivery Workshops	Certification Exam	Hands-on Training
- Mixture of online and in-classroom training (Houston or Calgary) - Sessions range from 2 to 5 days - Classroom training can be purchased at discounted prices (Registered @ 25%; Certified @50%) – see pricing on next slide	- Currently all are online - Sessions range from 1 to 4 hours - Included in consignment package	- Administered online - Mixture of multiple choice & short answer - Included in consignment package	- Mandatory for first 1-2 projects/services contract - AVEVA support will depend on contract structure with end customer

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Critical Infrastructure Partner Enablement

Technical Competency - Certification Training Package

OASyS Certification	Costs/per person (USD)	Courses & Instruction Time
Product Training	Cost provided upon Request*	8 courses; 27 days
Delivery Workshops	Free	16 workshops; 10 hrs
Certification Exam	Free	

Minimum individuals to be certified for company certification status:
- 1 Technical Manager/Project Leader
- 1 Senior Integrator
- 1 Integrator

Gas Applications Certification	Costs/per person (USD)	Courses & Instruction Time
Product Training	Cost provided upon Request*	5 courses; 7.5 days
Delivery Workshops	Free	5 workshops; 3 hrs
Certification Exam	Free	

Liquids Applications Certification	Costs/per person (USD)	Courses & Instruction Time
Product Training	Cost provided upon Request *	3 courses; 2.5 days
Delivery Workshops	Free	1 workshop; 0.25 hrs
Certification Exam	Free	

* Includes 25% discount for Partners in Registered status

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Critical Infrastructure Partner Enablement

Technical Competency - Certification Training Plan Criteria and Process

- Partner to fill out intake forms for personnel to be certified (min 3) detailing experience and training

- AVEVA will send back customized training plan for each person

- Partner to schedule and take mandatory product training and delivery workshops

- When mandatory training complete, partner to request examination from AVEVA

Item	Contact/ URL
Intake Form & Evaluation	Jason.New@aveva.com
Training Registration (course and workshops)	https://industrialtraining.aveva.com/oasys/portal/catalog.cfm?calendarID=178
Product Training Inquiries	educational.services-O-G@aveva.com

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in linkedin.com/company/aveva

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ABOUT AVEVA
AVEVA is a global leader in engineering and industrial software driving digital transformation across the entire asset and operational life cycle of capital-intensive industries.

The company's engineering, planning and operations, asset performance, and monitoring and control solutions deliver proven results to over 16,000 customers across the globe. Its customers are supported by the largest industrial software ecosystem, including 4,200 partners and 5,700 certified developers. AVEVA is headquartered in Cambridge, UK, with over 4,400 employees at 80 locations in over 40 countries.
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