![COPADATA Partner Community logo]

COPADATA
Partner Community

COPA-DATA Partner Community

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Membership
Guide

for Educational Institutions &
Research Facilities

Growing Together

The COPA-DATA Partner Community (CDPC) is COPA-DATA's official partner program and offers a global network of specialists focusing on industrial and energy automation. Under the motto "Growing Together", the program supports all members with valuable resources to grow their business and achieve more. At COPA-DATA, we value all our members' abilities to create great projects with zenon, to drive innovation, to educate qualified employees and to give valuable inputs for the future product development of zenon.
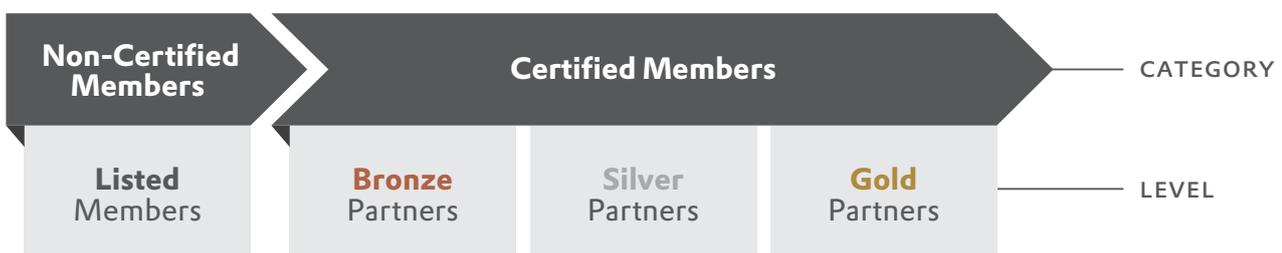
Two Categories, Four Levels

The COPA-DATA Partner Community is structured in two main categories (certified and non-certified members) and four subordinate membership levels (Listed Member, Bronze Partner, Silver Partner, and Gold Partner).

Non-certified members (Listed Members) are not required to have any certified product knowledge, but benefit from selected sources of information and knowledge. By contrast, certified members (Bronze, Silver, and Gold Partners) are required to demonstrate a certain level of product knowledge

verified by COPA-DATA. In return, they have access to a range of benefits, as listed below. The four different levels reflect a member's degree of expertise and commitment to COPA-DATA, offering each successive level additional benefits.

You may enter the COPA-DATA Partner Community as a Listed Member or, provided you meet the required criteria, you may register as a Bronze Partner. You can then upgrade to a higher membership level once the stated criteria are met.

Non-Certified Members	Certified Members			CATEGORY
Listed Members	Bronze Partners	Silver Partners	Gold Partners	LEVEL

Benefits

Benefits vary by membership level and may be specific to local COPA-DATA subsidiaries or distributors. For detailed information about the benefits in your region, please contact your local sales representative.

	Listed Member	Bronze Partner	Silver Partner	Gold Partner
BENEFITS SPECIFICALLY DESIGNED FOR EDUCATIONAL INSTITUTIONS & RESEARCH FACILITIES				
Internship and mentoring of bachelor/master theses[1]		○	○	○
Free licenses for laboratories or training rooms		○	●	●
COPA-DATA guest speaker/lecturer[2]			●	●
Joint research projects (incl. funding)			○	●
COPA-DATA's active support in funding an institution via an association			○	●
Sharing of research (online) surveys within the Partner Community[3]			○	○
Access to Driver Kit				●
Free customized training on partner relevant topics				●

	COPADATA **Listed** Member	COPADATA **Bronze** Partner	COPADATA **Silver** Partner	COPADATA **Gold** Partner
MARKETING BENEFITS				
Membership logo				
Website listing in the COPA-DATA partner directory	+	++	+++	++++
Visibility in COPA-DATA customer magazine	○	○	○	○
Partner Plaque		●	●	●
Partner Certificate		●	●	●
Joint marketing initiatives[4]		○	●	●
Partner Spotlight (2-pager)			●	●
Partner Story (video)			○	●
Dedicated page on COPA-DATA website				●

	Listed Member	Bronze Partner	Silver Partner	Gold Partner
PRODUCT, TRAINING & TECHNICAL BENEFITS				
Eligibility to attend global COPA-DATA events	●	●	●	●
Free zenon Online Training Courses	●	●	●	●
zenon Update Online Training Course per version release	●	●	●	●
Free access to educational videos	●	●	●	●
Support & Services via COPA-DATA portals Self Service Portal zenon Tutorials	●	●	●	●

[1+2] Resource-intensive activities requiring local engagement are planned by the local COPA-DATA subsidiary or distributor, and can therefore differ by region.

[3] Depending on frequency, geographical focus, topic and relevance for target group.

[4] Resource-intensive activities requiring local engagement are planned by the local COPA-DATA subsidiary or distributor, and can therefore differ by region. Locally arranged activities may include: joint presence at fairs or trade shows, social media campaigns, telemarketing campaigns, etc.

Download of WPF elements, templates, wizards, symbols, graphic sets, etc.	+	++	+++	++++
Annual meeting (online or in person) with COPA-DATA's product management team			◯	●

Requirements

Depending on your membership level, you are expected to fulfill specific requirements. The requirements are assessed on a per country basis, not per site.[5] COPA-DATA conducts regular performance reviews to assure high standards of quality. Note: the membership within the COPA-DATA Partner Community is **free of charge**.

REQUIREMENTS	Listed Member	Bronze Partner	Silver Partner	Gold Partner
Automation expertise and willingness to work closely with COPA-DATA	●	●	●	●
Approval of your completed registration via www.copadata.com/partner-registration	●	●	●	●
Specify a main contact at your organization who will manage your CDPC membership	●	●	●	●
Featuring COPA-DATA as partner on your website		●	●	●
zenon Certification[6] www.zenon-academy.com		1 x Basic	1 x Basic 1 x Advanced	2 x Advanced 1 x Professional
Partner Spotlight or Partner Story			●	●
Integration of zenon into showrooms, the laboratory environment, or the courses being delivered			●	●
Expert Session[7]				●
Active involvement of COPA-DATA (employees) in teaching[8]				●
Guest speech at COPA-DATA (events) once a year				●
Creation of research papers and submission for industry relevant conferences[9]				●

Key:

+ / ++ / +++ / ++++ Scope of benefit depending on membership level
◯ Benefit may be granted after prior coordination with and approval by COPA-DATA
● Eligible for benefit or requirement to fulfill

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[5] Qualifications across multiple sites in a single country qualify towards the same CDPC membership registration. The membership is valid for all company locations within the respective country. However, qualifications are not aggregated across countries. Organizations must fulfill the appropriate requirements within each country in which they wish to become a partner.

[6] The listed zenon Certification(s) are the minimum requirement(s). We recommend that you obtain a zenon Certification within four weeks after successfully completing a qualifying zenon Training Course.

[7] Does not apply for Research Facilities. The Expert Session ("Train-the-Trainer") is required for at least one person per partner organization. For more information, please contact partner@copadata.com.

[8] Does not apply for Research Facilities.

[9] Does not apply for Educational Institutions.

Any questions?

Find a contact near you
www.copadata.com/contact

For more information on the COPA-DATA Partner Community
www.copadata.com/partner

partner@copadata.com

Learn about zenon Certification
www.zenon-academy.com

zenon.academy@copadata.com

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