

Global Partner Program

Transform the way your clients optimize and streamline manufacturing operations with adaptive technology that supports Industry 4.0 out-of-the-box. Aegis' FactoryLogix® Manufacturing Execution and Operations Platform has mastered the challenge of offering robust, adaptive and advanced capabilities in a configurable and intuitive user experience that ensures rapid user adoption, accelerates time-to-value, and delivers transformative benefits.

For Aegis, partnership means working collaboratively on joint and shared growth strategies and plans, implementation, sales and marketing activities—enabling our customers to grow their businesses and our company to provide market leading solutions to the customers we serve.

The Market is Ready... Are You?

Competitive pressures are intense and now, more than ever, manufacturing organizations recognize the urgency and criticality of implementing transformative technologies to achieve operational excellence. As manufacturers, around the world accelerate their focus on Industry 4.0, digitalization, and the Industrial Internet of Things (IIoT), they often seek technology and best practice guidance from a trusted solution provider or consultant.

Innovative Adaptability Fueling Industry 4.0.

Today, Aegis helps more than 2,000 factories across the military, aerospace, electronics, medical, and automotive industries drive rapid and continuous innovation with the highest quality while reducing operational costs. With a unique solution offering that offers superior functionality and the accelerated rate of growing demand in the marketplace, companies that partner with Aegis have a dynamic opportunity to succeed and grow.

FactoryLogix is a holistic and modular platform with easily configurable modules to support and execute a company's strategy towards Industry 4.0. FactoryLogix uniquely transforms the CAD design data for a product into everything required to launch it into production. It enables engineers to rapidly design the entire manufacturing process and control the execution of manufacturing on the factory floor—all while gathering data from machines and making it available through robust analytics and reporting.

Aegis Partner Program provides unparalleled opportunities to:



Build and grow your business around Aegis' comprehensive MES product platform.



Tap into and leverage the Global Aegis Partner Ecosystem to help you scale your success.



Develop expertise and differentiate your company.



Promote and sell your complementary solutions.

Tools For Success

Whether you have extensive expertise or looking to build a new revenue channel, Aegis' Partner Program helps you every step of the way.

While support is tailored to each partner engagement, all Aegis Partners receive dedicated support in the following areas:



Dedicated Partner Management

You will have a dedicated Partner Channel Manager to serve as your primary resource and provide ongoing advisory services to ensure success for you and the customer.



Marketing Support

As a partner, you will be profiled on our website, offered the opportunity to participate in joint PR & Marketing initiatives, and access resources to help grow your business.



Training Support

We will also set you up for success with the proper education and training, including access to exclusive onboarding tools.

Become an Aegis Solution & Service Partner

Grow your business and provide exceptional solutions to your clients with our guidance, support, and training.

Who's a Good Fit?



Value Added Reseller (VAR)

If you are already engaging with discrete manufacturers and looking to expand your offerings and services, we'll offer you powerful opportunities for growth.



Integrators & App Developers

If you have experience developing integrations and/or applications and are interested in gaining access to the Aegis API, we're excited to help.



Complementary Business Solution Providers (ERP, PLM, etc.)

If the software you're building is a complement to our MES platform, we want to talk. We'll combine our strengths to provide mutual clients with comprehensive solutions.

What's in it for You?

- Increase sales into new and existing markets.
- Improve client satisfaction and retention.
- Help clients leverage software investments.

Become an Aegis Technology Partner

Working with you, we'll build technologies focused on transformation areas that address the precise needs of our mutual customers.

Who's a Good Fit?



Machine & Device Providers

If you develop hardware and periphery technology for discrete manufacturers to collect and transfer information to MES platforms, you are in the right place.



Middleware, Cloud, IoT and Other Providers

Aegis works with infrastructure and technology providers to expand our platform interoperability and leverage innovative technologies that benefit our clients.

What's in it for You?

- Increase revenues.
- Increase market share.
- Access innovative solutions with powerful benefits.

Become an Aegis Consulting & Sales/Referral Partner

We deliver the tools, processes, and resources to help you empower customers to accelerate business success.

Who's a Good Fit?



Sales/Referral

If you are looking to add new revenue streams and have solid relationships with discrete manufacturing companies, this is an ideal program for you.



Consultants

Consulting firms that are looking to provide recommendations or consult companies' ongoing usage of the Aegis Platform stand to benefit from the program.



Service Providers

Partners interested in empowering their clients may act as an extension to Aegis' services team to assist with implementation, training, and project management.

What's in it for You?

- Create additional revenue streams.
- Increase customer intimacy.
- Differentiate service offerings.



Interested in Teaming with Aegis?

Register Today to Learn More.

www.aiscorp.com/partners/become-a-partner