

APC CHANNEL AWARDS 2023

4 June 2024

Celebrating remarkable accomplishments and innovations within our diverse Channel Ecosystem. Join us at Innovation Day 2024 in Sydney to be part of the awards ceremony and celebrate together with our valued partners.

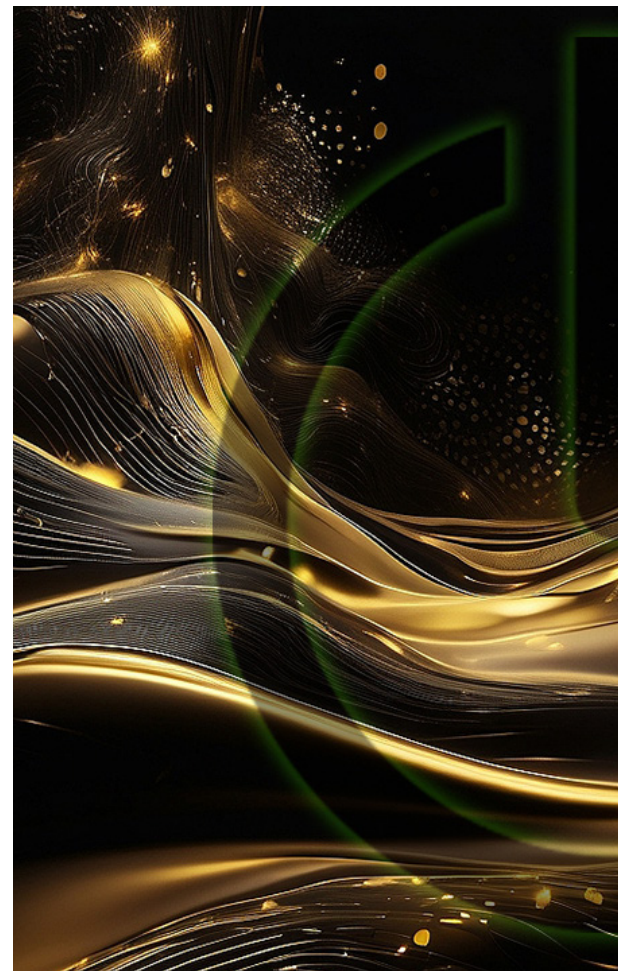
[Register Now](#)

Throughout this year, our extraordinary partners within the APC Solution Portfolio have demonstrated remarkable agility and creativity, all aimed at surpassing customer expectations. The year 2023 has proven to be particularly fascinating, marked by a significant rise in partner impact within our ecosystem, showcasing innovative solutions tailored for all clients.

This year, we are thrilled to present 15 channel awards in Australia and New Zealand. These categories encompass Managed Services, E-Commerce, the most Sustainable Partner, and the exciting addition of our brand-new award, Strategic Partner of the Year. These awards serve as a platform to showcase and honor partners for their unwavering dedication in developing new solutions and delivering exceptional value to their clients.

Wishing all our partners the best of luck!

[Register for APC Channel Awards 2023](#)
(Part of Innovation Day, 2024 Sydney)



Australia Partner Awards

Strategic Partner of the Year



The APC by Schneider Electric 2023 Strategic Partner of the Year Award acknowledges only our top Strategic Partners who have made upmost investments in collaboratively developing key market segments, demonstrating proactive support for the APC brand, and fostering APC champions within their teams to enhance our customer support.

The award-winning entry will exemplify the capacity to harness the full spectrum of the APC by Schneider Electric solution portfolio, while cultivating and

sustaining a sustainable business that delivers substantial value to the customer.

Entrants will be judged based on the highest revenue, the highest number of registered opportunities, and their strategic alignment.

Elite Partner of the Year



This award acknowledges Partners who primarily function as IT Resellers, System Integrators, or Solution Providers, demonstrating a deep understanding of their customers' needs and possessing the expertise to serve as their trusted advisor.

Entrants will be judged based on the highest % of Solution Sales, the most certified, the highest number of registered opportunities, and highest revenue generated among Elites.

Premier Partner of the Year



This award acknowledges a Premier partner for demonstrating impactful engagement and genuine collaboration with Schneider Electric to achieve success for their customers. It celebrates a partner that showcases a unified approach and champions the use of APC solutions, innovation, competitive distinction, and customer value.

Entrants will be judged based on the highest % of Solution Sales, the most certified, the highest number of registered opportunities, and highest revenue generated among Premiers.

Australia Partner Awards

Select Partner of the Year



This award recognises a Select partner for their exceptional performance over the past year. This recognition is a testament to their remarkable innovation, unwavering dedication, and remarkable adaptability in effectively leveraging the APC by Schneider Electric solution portfolio. It's a celebration of their outstanding achievements and the valuable contributions they have made to our ecosystem.

Entrants will be judged based on the highest % of Solution Sales, the most certified, the highest number of registered opportunities, and highest revenue generated among Premiers.

Partner Sales Champion of the Year



This award serves as a testament to the exceptional commitment shown by a salesperson in championing APC products and solutions. Their unwavering dedication is evident in their proactive approach to fostering growth by anticipating market demand and aligning solutions to meet and exceed customer needs.

Entrants will be judged based on partners' nominations. Thus, each partner to nominate their top sales champions with valid reasons and the Schneider Electric team will pick the winner.

[Vote here](#)

Partner Technical Champion of the Year



This award acknowledges a partner who has surpassed expectations in enhancing partner satisfaction and delivering exceptional technical work as recognised by the Schneider Electric team. It celebrates an individual's remarkable technical proficiency utilising our Design Tools, combined with their extensive understanding of APC solutions, and invaluable contribution to the growth of our partnership.

Entrants will be judged based on the highest number of solutions designed and ordered on the LEC tool and based on the highest number of certifications completed in 2023.

Australia Partner Awards

Most Sustainable Partner of the Year



This prestigious Award highlights and celebrates the remarkable achievements of a partner who is at the forefront of driving towards a sustainable future. This exceptional partner is actively assisting their customers in reducing or mitigating their carbon footprint, effectively demonstrating the multitude of benefits associated with the utilisation of APC solutions. Their commitment to environmental sustainability and their proactive efforts to promote eco-friendly practices through APC products are truly commendable.

Entrants will be judged based on the highest sales of APC Green Premium and highest Trade-UPS.

Managed Service Partner of the Year



This distinguished Award serves to honor a partner who has exhibited exceptional prowess in establishing and nurturing a managed service practice centered on APC infrastructure. This esteemed partner has not only showcased an impressive depth of understanding but has also achieved remarkable success in promoting and selling a comprehensive range of Schneider Electric product line offerings. Their comprehensive grasp of the value that EcoStruxure delivers to their customers and, in turn, to their own business underscores their dedication

to delivering holistic solutions that drive both customer satisfaction and business growth.

Entrants will be judged based on the highest number of assets monitored as an MSP.

E-Commerce Partner of the Year



This award acknowledges partners who have undergone a significant transition and made substantial investments in digital transformation in the current year. Nominees for this award are expected to have effectively leveraged and embraced the complete capabilities of digital commerce/eCommerce by offering APC products through online platforms, furnishing robust customer support, and delivering significant customer value, all while harnessing the convenience that digital commerce offers to their

dedicated clientele. By doing so, they have authentically delivered on the commitment of providing Assurance in a Connected World to end-users.

Entrants will be judged based on the highest number of solutions designed and ordered on the LEC tool and based on the highest number of certifications completed in 2023.

Australia Distributor Awards

Distributor of the Year



Last year marked yet another record-breaking period for our distributors. The distributor network we engage with experienced significant growth and effectively pursued new opportunities and markets. As a result, we find ourselves in a formidable position as we move into 2024. This award acknowledges and celebrates the effectiveness and accomplishments of a distributor operating across various categories within the APC channel.

Entrants will be judged based on their YOY growth.

Distributor Sales Champion of the Year



This award acknowledges individuals who have demonstrated substantial growth in their customer base and/or revenue through driving customer impact and satisfaction with APC offerings. Nominees effectively engage with their local APC representative, demonstrate innovation, competitive differentiation, and deliver customer value resulting in a profitable business. The winning individual showcases the ability to leverage the breadth of the APC by Schneider Electric solution portfolio to build and nurture a

sustainable business that provides value to the customer.

Entrants will be judged based on the top Amplify Dist Sales Member in 2023.

Distributor - Best in Marketing Campaigns of the Year



This award acknowledges a distributor who excelled in highlighting APC products and services in their campaigns, demonstrating innovation and creating compelling advertising throughout 2023.

Entrants will be judged based on the highest ROI.

Australia Distributor Awards

Branch of the Year – Electrical Wholesaler



This award recognizes a wholesaler's branch that has achieved substantial growth through exceptional sales and service.

Entrants will be judged based on the highest revenue by an electrical wholesale branch.

New Zealand Awards

Distributor of the Year



Last year marked yet another record-breaking period for our distributors. The distributor network we engage with experienced significant growth and effectively pursued new opportunities and markets. As a result, we find ourselves in a formidable position as we move into 2024. This award acknowledges and celebrates the effectiveness and accomplishments of a distributor operating across various categories within the APC channel.

Entrants will be judged based on their YOY growth.

E-Commerce Partner of the Year



Known for their extensive backing of APC solutions, this partner has expanded their offerings to provide comprehensive solutions for APC customers. This award recognises their growth compared to the previous year and their collaborative, innovative strategy to combat competition from gray markets.

Entrants will be judged based on the highest number of products listed online and the highest % of digital commerce sales out of their total revenue in 2023.