



PartnerNetwork™

BY ROCKWELL AUTOMATION

PartnerNetwork™

**Delivering on the Value of
The Connected Enterprise**



**Rockwell
Automation**



Our PartnerNetwork plays a critical role in helping our customers increase productivity and competitiveness.

By combining the strengths of our partners with our own innovations and domain expertise, we help our customers in a variety of industries around the world bring The Connected Enterprise to life.

Blake Moret

Chairman and CEO, Rockwell Automation

THE POWER OF COLLABORATION

The Rockwell Automation PartnerNetwork™ provides our customers with an integrated team of leading engineering specialists and suppliers in the automation and manufacturing industry.

PartnerNetwork program members are prominent companies that have experience delivering products or services that are designed to work with Rockwell Automation solutions. The collaboration among members helps streamline your supply chain, simplify project implementation and provide the best value for your automation investment.

THE CONNECTED ENTERPRISE

Smart Manufacturing offers nearly unlimited potential for your business. Rockwell Automation has established The Connected Enterprise as the foundation for achieving greater connectivity and information sharing.

It converges plant-level and enterprise networks, and securely connects people, processes, and technologies. Rockwell Automation has partnered with leading IT companies for joint solution development and integrated solutions and services. [Learn more](#) about how these collaborative efforts can revolutionize your business.

MEETING YOUR BUSINESS NEEDS

A world-class network:

Experienced suppliers who understand how products are integrated

Professionals with deep engineering knowledge

First-rate industry leaders that consistently uphold to industry standards

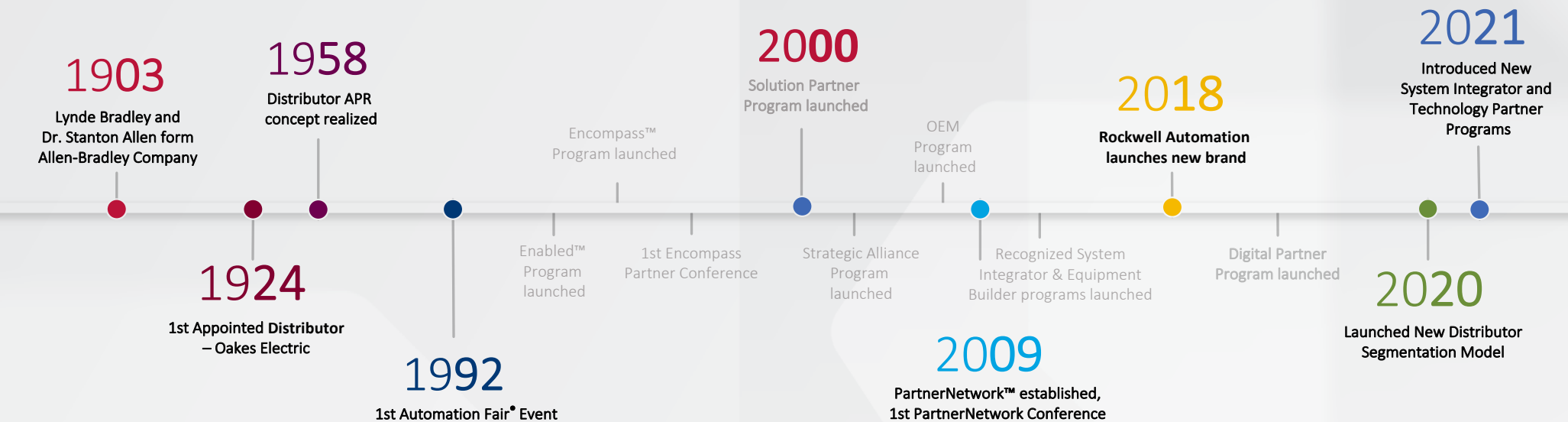
Customer benefits include:

Maintain continuity and increased integration optimization that drive desired business results

Access to domain knowledge experts that provide you with first-rate solutions

Simplified implementations that accelerate the return on your investment

History of the PartnerNetwork



PartnerNetwork values



SIMPLIFY

Streamlined access to solutions and services can save time and reduce your workload. Through its PartnerNetwork program, Rockwell Automation simplifies project sales, implementation and support by offering a one-stop shop for your entire project lifecycle.

COLLABORATE

Rockwell Automation and PartnerNetwork members work seamlessly together. Our collaborative approach with each other and with customers enables us to deliver the most appropriate long-term solution and provide you with long-term value.

INNOVATE

Rockwell Automation and its partners deliver cutting-edge technology with targeted solutions that optimize your automation investments and give you a competitive advantage. The reach of a global corporation combined with industry-specific specialists help you obtain the correct solution more easily and enable you to get products and services to market faster, reduce your total cost of ownership and use your plant assets more effectively.

Strategic Alliance Partners

COLLABORATING ACROSS YOUR MANUFACTURING NETWORK

Rockwell Automation and our Strategic Alliance Partners are joining forces to accelerate innovation and convergence for operational technology (OT) and information technology (IT) through a digital transformation. Customers design and apply seamlessly integrated solutions from their plant floor up through their enterprise to discover new value.

They can connect assets, production and teams, to deliver contextual information to the right person or equipment at the right time, in the right setting. Together, we provide our customers with the strongest technological, competitive and strategic advantages within their enterprise and across their supply chain.

We collaborate with our Strategic Alliance Partners to provide valuable, holistic solutions to the customer in areas of strategic importance to the global market. Together we focus our efforts on extending the capabilities of each company to help improve their business.

[FIND A STRATEGIC ALLIANCE PARTNER](#) ►

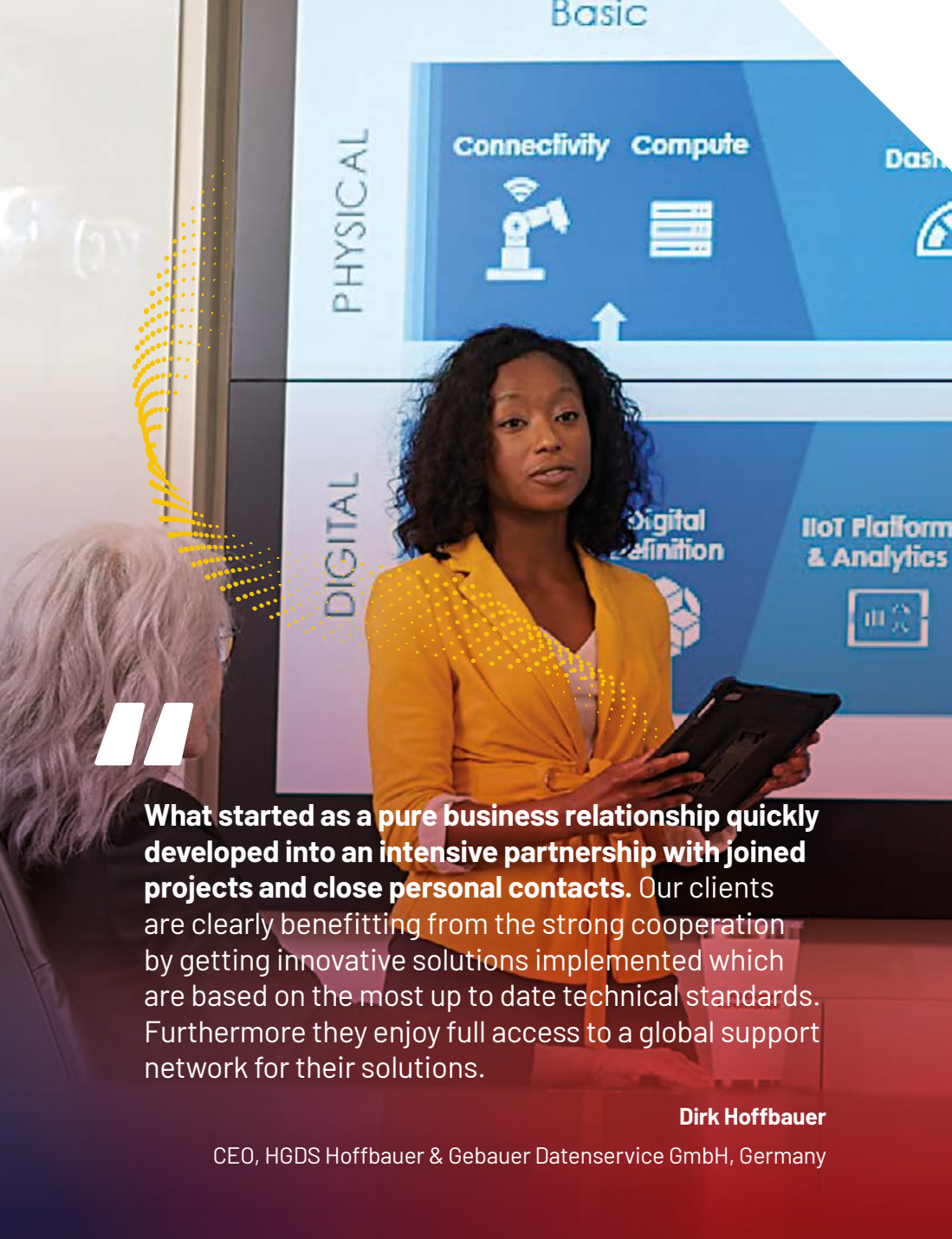
We make the
**power of working
together**, possible.



As you pursue Digital Transformation strategies like Smart Manufacturing and Industry 4.0, no single vendor has the breadth and depth to be a sole provider. We recommend an ecosystem-based approach; Rockwell Automation with their Strategic Alliance Partners provide you access to a broad set of companies that have the proven ability to deliver a holistic and integrated solution.

Matthew Littlefield

President and Principal Analyst, LNS Research



What started as a pure business relationship quickly developed into an intensive partnership with joined projects and close personal contacts. Our clients are clearly benefitting from the strong cooperation by getting innovative solutions implemented which are based on the most up to date technical standards. Furthermore they enjoy full access to a global support network for their solutions.

Dirk Hoffbauer

CEO, HGDS Hoffbauer & Gebauer Datenservice GmbH, Germany

System Integrators

Lower the risks with the best solutions available

These market leaders offer extensive experience in the design, implementation, project management and maintenance of complete automation solutions. From initial design and consultation through system development, commissioning and support, they provide innovative solutions for control, power and information applications to keep your processes online and in production.

A Rockwell Automation System Integrator must demonstrate competencies in technologies and application expertise, sales success, and investment in collaboration with Rockwell Automation.

These expert partners offer:

- Extensive experience to bring The Connected Enterprise to life
- Dependable customer advisors
- Differentiated value through extensive product knowledge and industry expertise.



System Integrator

A ROCKWELL AUTOMATION PARTNER

[FIND A SYSTEM INTEGRATOR](#) ►

Original Equipment Manufacturer (OEM) Partners

COLLABORATION AND TECHNOLOGY THAT DRIVE COMPETITIVE ADVANTAGE

Finding the right OEM is critical to the success of your manufacturing operation. Our global OEM Partners design innovative equipment with Rockwell Automation solutions that will give you a competitive advantage by:

- Delivering smart machines that provide a platform for The Connected Enterprise
- Lowering your total cost of ownership
- Optimizing productivity
- Helping achieve sustainability

OEM Partners work with Rockwell Automation to improve machine performance and help you gain the benefits. With extensive knowledge of Rockwell Automation technology, they can collaborate with you to design equipment for your specific needs.



[FIND AN OEM PARTNER](#) ►



Distributor Partners

SHARING THE DISTRIBUTORS' COMMITMENT TO PROVIDE VALUE

Distributors that partner with Rockwell Automation provide our customers with exceptional industry knowledge and application expertise. Our distributors are supply chain experts that offer local design and application support to customers. Customers can expect to receive comprehensive management of electrical supply inventory, extensive training for employees and quantifiable cost savings.



Simplified access to products, services and experts

- One source for thousands of products to reduce transaction costs and time
- Rockwell Automation's distribution strategy provides local inventory and support
- Emergency service and support



Address challenges and provide solutions

- System configuration for Integrated Architecture® systems and components that work together
- Automation Specialists with expertise in machine, line, process, and plant-wide control and data integration
- Supply Chain solutions that help



Access to knowledge and expertise

- Industry experience in key vertical industries
- Technical consultants available for your automation needs
- Customer training programs to strengthen your industry knowledge



Authorized Distributor

A ROCKWELL AUTOMATION PARTNER



Value-Add Distributor

A ROCKWELL AUTOMATION PARTNER



Specialty Distributor

A ROCKWELL AUTOMATION PARTNER

FIND A DISTRIBUTOR ►

Digital Partners

AN ECOSYSTEM OF LEADING INDUSTRIAL IOT COMPANIES CO-INNOVATING TO ACCELERATE DIGITAL TRANSFORMATION

No single supplier can provide all the expertise to enable an end-to-end industrial transformation and deliver a Connected Enterprise. The Rockwell Automation Digital Partner program brings together an ecosystem of best-in-class technology providers to deliver holistic IIoT solutions that accelerate innovation and transformation.

Digital Partners work with Rockwell Automation to co-innovate using leading edge solutions that can be brought to market together to best serve the needs of our customers. These services and solutions extend across the entire product lifecycle from design, to operations and maintenance, including digital design & engineering, cybersecurity & infrastructure, cloud computing, IIoT & analytics, enterprise systems and professional services.

Together, we help bring The Connected Enterprise to life for our customers by accelerating industrial transformation with a trusted, integrated ecosystem of experts to improve productivity and agility in our rapidly changing environment.



[FIND A DIGITAL PARTNER](#) ►



Technology Partners

THOUSANDS OF COMPLEMENTARY PRODUCTS FROM INDUSTRY LEADING SUPPLIERS

To be the best in your industry, you need to align yourself with companies that are the best in their industries. Technology Partners collaborate within the Rockwell Automation Partner Ecosystem to deliver validated and more integrated solutions that enhance the quality of your design and implementation projects when and where you need them.

Simply buying products and technology is not enough. For you to produce the best results, you need to align with best-in-class suppliers whose superior automation services and solutions are backed by application knowledge and unparalleled support.

Technology Partners are key to bringing innovation to the PartnerNetwork through their development of a wide range of products that complete and compliment the Rockwell Automation portfolio. This partnership links the technical and commercial resources of Rockwell Automation and the best suited Technology Partner to bring additional functionality and more complete solutions to our mutual customers.



[FIND A TECHNOLOGY PARTNER](#) ►



LOCATE THE RIGHT ROCKWELL AUTOMATION PARTNER FOR YOUR BUSINESS

TECHNOLOGY
PARTNERS

STRATEGIC
ALLIANCES

SYSTEM
INTEGRATORS



PartnerNetwork™





BY ROCKWELL AUTOMATION

**Evolving our Partner Ecosystem to deliver the
Value of The Connected Enterprise**

DIGITAL
PARTNERS

OEM
PARTNERS

DISTRIBUTORS

Connect with us.    

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expanding **human possibility®**

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