



Wonderware for Value Added Resellers & Original Equipment Manufacturers

A program tailored to help you increase your revenue.



Powering intelligent plant decisions in real time.



OVERVIEW

Providing products and solutions for today's industrial enterprise presents any business with a unique set of challenges. Solution providers must consider how their solutions can meet their customers' needs, comply with organizations' existing production systems and standards, and manage to be competitive in their market. Key VAR and OEM objectives include:

- ▲ Rapid application development
- ▲ Re-use of applications and engineering efforts
- ▲ Easy application scaling from single- to multi-node topologies
- ▲ Easy integration to customers' existing platforms and systems
- ▲ Opportunities to extend applications
- ▲ Distribution of analyzed production and performance data to customers' business systems
- ▲ Simplified maintenance and modification of solutions in existing installed base
- ▲ Improved efficiency, quality and competitiveness
- ▲ Reductions in total cost of ownership



Wonderware understands these special challenges and has created a multi-faceted program to help the Value

Added Reseller (VAR) and Original Equipment Manufacturer (OEM) successfully compete in the global industrial marketplace. This program provides feature-rich software, backed by award-winning technical support and a certified training program for engineers.

The multi-tiered program is designed to ensure that solution providers benefit from the ease of use, security, maintainability and flexibility offered by Wonderware software. Wonderware's expertise improves business through its inherent capability to extend the life of legacy systems and by leveraging the latest software technologies. The advanced technology used in the development of

Wonderware software can increase the profits of VARs and OEMs because it decreases the time it takes them to develop and market their solutions and products.

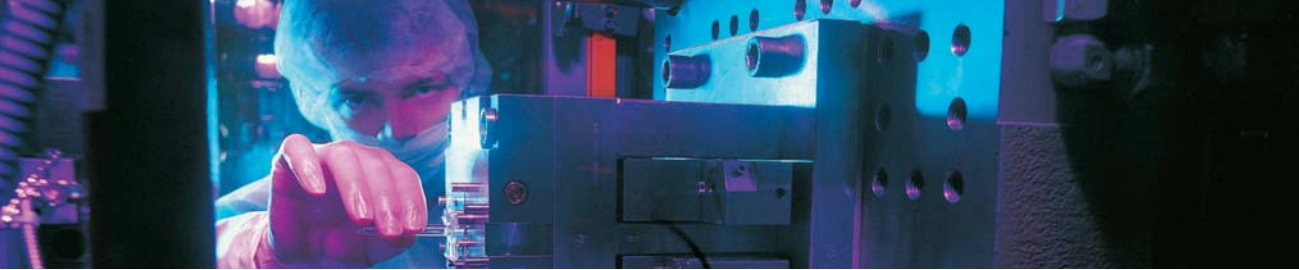
By leveraging Wonderware's SCADA, Supervisory HMI and Production and Performance Management Software Solutions, VARs and OEMs can:

- ▲ Provide efficient and secure monitoring solutions;
- ▲ Develop solutions for operational analysis and control;
- ▲ Integrate their solutions with IT and business systems; and
- ▲ Create MES and batching systems.

The Wonderware VAR/OEM Program focuses on increasing the revenue of its VARs and OEMs. These objectives are achieved by concentrating on the specific needs of the VAR and OEM channel to market its products, while appropriately addressing customers' needs. Wonderware's long list of successful implementations across a variety of vertical markets and platforms motivates customers to select VAR and OEM solutions based on Wonderware software.

In addition, Wonderware offers a wide range of vertical market expertise for the Food & Beverage, Pharmaceutical, Semiconductors and other industries. Combining Wonderware software with a VAR or OEM system provides an affordable, easy-to-use solution that enhances products' functionality and flexibility.





WONDERWARE VAR/OEM PROGRAM

Wonderware has a long history of helping its VAR and OEM customers bring more efficient solutions to market. The Wonderware VAR/OEM Program concentrates on the specific needs of the VAR and OEM market and its products, to address customer requirements.

PROGRAM AND BENEFITS

A three-tiered system has been developed to encourage and reward loyalty from our VARs and OEMs. Each tier is based on the license revenue that the VAR or OEM commits to sell on an annual basis.* Becoming certified on Wonderware products provides additional benefits.

** VARs and OEMs that are just beginning to develop products and are interested in creating solutions based on Wonderware software may qualify as an Emerging Wonderware VAR or OEM. Emerging status entitles the VAR or OEM to use Wonderware development software on a consignment basis for a limited time without a volume purchase commitment.*

TIERS

Affiliate – This tier is designed to provide technology assistance and modest price benefits. Its privileges include:

- ▲ Additional price discounts upon product certification;
- ▲ Access to low-cost development software and technical support;
- ▲ Annual Wonderware product roadmap information; and
- ▲ Invitations to Wonderware's solution provider conferences.

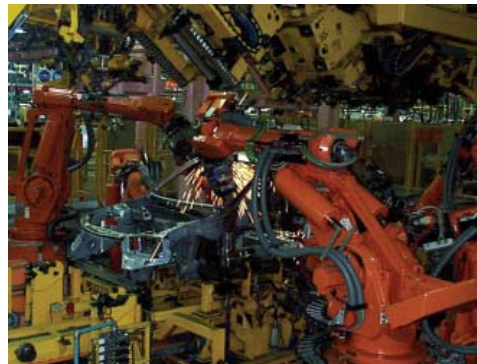
Associate – This tier is designed to further reward revenue and technology commitment, and offers a more comprehensive level of services.

The privileges of this tier also include:

- ▲ All of the benefits received by companies in the Affiliate Tier and
- ▲ A reduced rate for product training and consulting.

Premier – This tier is designed to create a complementary relationship between Wonderware and the VAR/OEM. It acknowledges the VAR/OEM's revenue and commitment to Wonderware technology. Companies in this tier receive:

- ▲ All of the benefits received by companies in the Associate Tier;
- ▲ Annual invitations to interface with Wonderware's senior product development management; and
- ▲ Customized technical case management and assistance.



PRODUCT CERTIFICATION

Program participants at any level who make a commitment to Wonderware technology by achieving product-level certification will receive several additional benefits, such as:

- ▲ Invitations to participate in pre-release software evaluations;
- ▲ Access to the Solution Provider Resource Center; and
- ▲ Rights to use the Wonderware Expert Knowledge Base Search Tool.



These programs are designed to enable your business to stay ahead of the competition. Certified providers may also enjoy additional product price benefits.

For more details regarding the ArchestrA Certified, Wonderware Certified and Wonderware Registered certification levels, go to www.wonderware.com/Solution_Providers/OEM/.

THE WONDERWARE ADVANTAGE

AWARD-WINNING SOFTWARE

Wonderware has received a Customer Value Enhancement Award from growth consulting firm Frost & Sullivan for InTouch HMI software. This award recognizes Wonderware's ability to consistently deliver innovative solutions that meet the needs of customers in the process industry and helps them not just monitor key performance indices (KPIs), but enables them to impact the profitability of their businesses in real time.



Wonderware has also accepted the Customer Value Leadership award from Frost & Sullivan, which recognizes Wonderware's excellence in consistently delivering customer value within the industry through its products and services. Invensys also received Frost & Sullivan's Industrial Automation Technology of the Year award for the groundbreaking ArchestrA industrial automation and information software architecture.

ARCHESTRA TECHNOLOGY

Improve your business by adopting products that leverage ArchestrA technology.

The comprehensive ArchestrA industrial automation and information software architecture was designed from the outset to extend the life of legacy systems, increase productivity and reduce time to market by leveraging the latest software technologies.



*Every system in your plant,
working in concert.™*

POWERFUL SOFTWARE FOR SCADA AND SUPERVISORY HMI

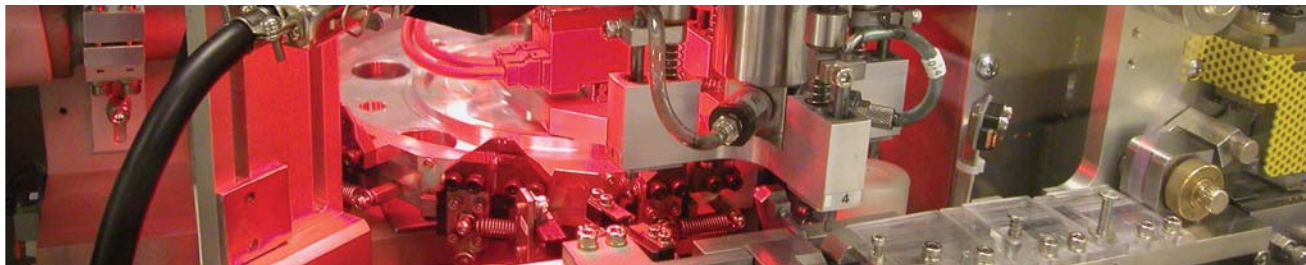
VARs and OEMs can especially benefit from the ease of use, security, maintainability and flexibility of Wonderware software because it can connect to multiple I/O systems or data sources. It also offers flexible editors, powerful communications capabilities, configuration tools, a powerful Web portal and award-winning HMI software.

RECOGNITION AND CERTIFICATION

Distinguish your business from the competition by featuring the "Wonderware Certified" logos in your marketing materials and websites, and even on your machine or solution.

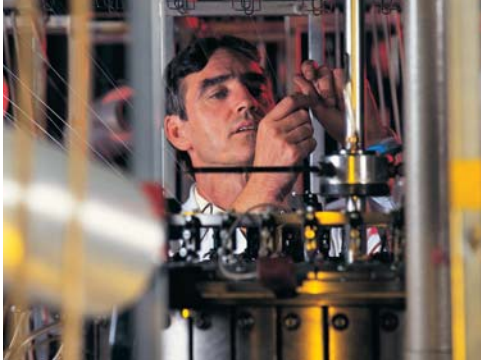
EXECUTIVE BRIEFINGS WITH WONDERWARE DEVELOPMENT

Premier VARs and OEMs will participate in bi-annual executive briefings with Wonderware to discuss the direction of product development. In addition, they will be invited to contribute and participate in planning sessions discussing future product development.



PRE-RELEASE EVALUATION OF WONDERWARE SOFTWARE

At Wonderware, we reinforce the rapport and cooperation with Premier VARs and OEMs by providing opportunities to participate in product testing prior to release.



PRODUCTION AND PERFORMANCE MANAGEMENT

By leveraging Wonderware's Production and Performance Management Software Solutions, VARs and OEMs can:

- ▲ Integrate their solutions with IT and business systems;
- ▲ Create complete MES and flexible batching systems; and
- ▲ Enable secure, widescale delivery of reports on KPIs, downtime, OEE and SPC via a powerful portal that delivers the information contextually.

SUPPORT

Consistent, high-quality localized service is provided in more than 16 languages worldwide. For three consecutive years, Wonderware's corporate Technical Support organization has achieved Support Center Practices (SCP) certification from the Service & Support Center Professionals Association (SSPA). To achieve SCP certification, a company must meet or exceed stringent requirements in several categories including customer feedback, delivery of services, training, total quality management, sales and service, research and development, and corporate commitment and strategy. In 2005, Wonderware exceeded the SCP compliance requirements as well as the SCP community benchmark average.

TRAINING

Wonderware Training extends beyond traditional classroom settings with innovative training products in a wide variety of languages and media including self-paced and Web-based training programs. Wonderware Training provides the courses and programs critical to VARs' and OEMs' educational needs.

ACCESS TO VERTICAL MARKETS

Wonderware software was designed to facilitate the creation of solutions for a variety of industries. Our installed customer base represents 30 percent of plants worldwide. This means that Wonderware VARs and OEMs have the opportunity to deliver products with a compatible platform to a vast number of Wonderware customers across the globe.

SALES AND MARKETING

Sales and marketing assistance is provided to Wonderware VARs and OEMs in the form of co-marketing materials and joint sponsorship of trade shows and other events. And of course access to Wonderware's worldwide distribution channel.

CONTACT US TODAY

Find out how to increase your company's profitability and market offering by taking advantage of Wonderware technology and the benefits of our VAR/OEM Program. Contact your local Wonderware Distributor, who can be located at www.wonderware.com/about_us/contact_sales/. You can also obtain more detailed information about the VAR/OEM Program at www.wonderware.com/Solution_Providers/OEM.





Powering intelligent plant decisions in real time.

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