

Schneider Electric Presents Cloud Resale Program

Written by Frederick Douglas
19 October 2018

Power management vendor Schneider Electric rolls out the APC Technology Partners Initiative-- a program allowing partners to resell cloud solutions from the likes of Untangle, Infrastcale and Accelerated Concepts.



Aimed at SME customers, the program includes unified threat management, backup and disaster recovery, and 4G/LTE routing solutions, all directly available through APC to any reseller. Each solution combines hardware and software with cloud interfaces for simplified deployment and remot monitoring, all validated by APC.

The company promises resellers taking advantage of the APC program can confidently extend their portfolios from hardware to more value-added software and services, bringing access to new revenue streams. Combined with these technologies is the APC global channel presence and strong brand, ensuring resellers with an opportunity for increased future interoperability and connectivity.

"Many of our resellers are looking to add value to their offerings with technology that has already been vetted and can deliver new revenue opportunities," Schneider Electric says. "By taking advantage of the offerings in the APC Technology Partners Initiative, IT resellers will be able to offer innovative solutions that address the most pressing challenges their customers are facing, supported by the strong brand and leadership of APC in the market."

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The APC Technology Partners Initiative is available now in Germany, France and the UK, with more countries to be added in the future.

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