

Industry Partner Program

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The Service Solution



As the concepts of “total automation supplier” and “solution supplier” become broader, automation companies world-wide face the need to provide a wider range of services and support to their customers. However, most of these companies cannot economically justify the infrastructure cost to establish and maintain top technical talent. This is especially true in the areas of safety and reliability, where new standards are changing the accepted methodologies and new technologies are changing the economics of solutions.

Automation companies can effectively and rapidly solve their service delivery problem by becoming an exida industry partner (IP). For an IP, exida provides a full suite of brand-labeled services that can be integrated into the IP's operations. In this way an IP can offer a more complete solution to its customers. An IP can decrease sales costs, while increasing sales and profits.

offer a broader set of services

leverage current sales channels

increase sales and margins

offer additional products

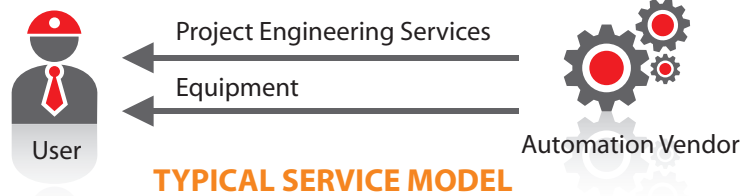
- ◇ Safety Instrumented Systems (SIS)
- ◇ Safety Life Cycle Services
- ◇ Functional Safety Management
- ◇ Training: IEC65108, Certification
- ◇ Procedures, Document Templates
- ◇ Industry Market Data
- ◇ Industry Trend Reports

- ◇ Cost Justification Studies
- ◇ Risk Analysis/Process Hazards Analysis
- ◇ SIL Classification
- ◇ SIS Design, Design Review
- ◇ Certified Project Management
- ◇ Quantitative SIL Verification
- ◇ TUV Certification Preparation

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INDUSTRY PARTNER (IP) SERVICE MODEL

Many companies in the automation business find that their customers are requesting a broader range of products and services: current capabilities are not sufficient.

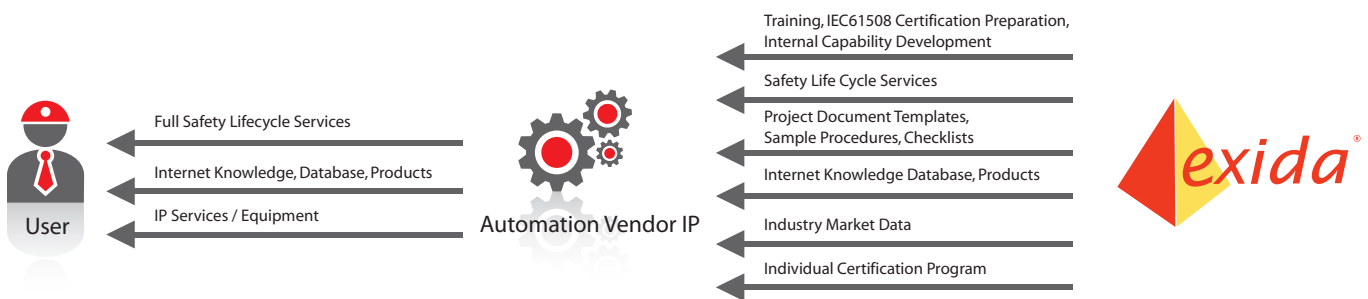


As an exida IP, your company can provide comprehensive solutions, create more sales and increase profits by marketing the full range of brand-labeled exida products and services in combination with your own products and services. exida can add value to an IP as they synergistically combine.

An exida IP pays an annual membership fee.

As a member, an IP company may:

- ◇ Utilize exida's knowledge base to obtain information.
- ◇ Receive exida's services and training at a discount to build and develop internal capabilities.
- ◇ If desired, exida will develop a program to help an IP establish its own staff.
- ◇ Market brand-labeled exida knowledge and services as part of their customer solution.
- ◇ Market brand-labeled exida knowledge base membership through the IP Internet port.



exida INDUSTRY PARTNER SERVICE MODEL

Yearly License Fee: \$50,000

Benefits Include:

- ◇ 120 hours of free training/coaching
- ◇ 20% discount on products and training courses
- ◇ Free access to market trend data and reports
- ◇ News Releases on exida.com website
- ◇ 20% discount on add.training/coaching/consulting hours
- ◇ Free SIL determination/validation tool usage
- ◇ Assistance with promotion/sales campaigns
- ◇ Four free registrations in exida.com public courses

HEADQUARTERS

USA

exida.com LLC
64 North Main Street
Sellersville, PA 18960
USA

+1-215-453-1720

Canada

exida Canada Ltd.
220 - 1829 Ranchlands Blvd. NW
Calgary, Alberta
T3G 2A7 Canada

+1-403-475-1943

Germany

exida.com GmbH
Birkensteinstr. 53
83730 Fischbachau
Germany

+49-89-49000547

Switzerland

exida Certification SA
Chemin de Champ-Pourly 2
1272 Genolier
Switzerland

+41 22 364 14 34

South Africa

exida South Africa PTY LTD
Suite 1003, 34 Essex Terrace
Westville, 3629, KZN
South Africa

+27 31 2671564