DIEHL
Metering



ELEVATE

GROW
PERFORM
SUCCEED

GET TO KNOW OUR PARTNER PROGRAM AND UNLOCK NEW OPPORTUNITIES.



EMPOWER YOUR SUCCESS THROUGH PARTNERSHIP

YOUR FAST TRACK TO ENHANCED SOLUTION SALES



At Diehl Metering, we are committed to the belief that long-term partnerships hold transformative potential and are key to unlock mutual success. In today's digital-centric world, where collaboration in partner ecosystems become more and more important, we are excited to introduce our ELEVATE Diehl Metering Partner Program .

Tailored to your needs, to our valued channel partners, ELEVATE stands as our commitment and pledge to empower your future business success. Together we embark on this exciting journey, and we encourage you to discover the multiple opportunities awaiting you. ELEVATE is our global approach to foster collaboration, provide support, drive innovation, and celebrate success. We have designed the program to accelerate your personal development of abilities, enabling growth opportunities and the market's recognition of your business. It promises a genuine partnership intended to create solutions meeting exactly the needs of your customers. Leveraging years of expertise and a robust network of partners, we consistently strive to deliver innovative and secure solutions for utilities and cities across the globe. We believe this can only be achieved with reliable partnerships and a common understanding of market conditions and trends.

Hence, I invite you to delve into this brochure and learn about the advantages of our program. Your commitment to join the ELEVATE community will be highly appreciated and we are looking forward to collaborating and celebrating future milestones together.

Lars Leblang

Lars Leblang

ELEVATE Diehl Metering
Partner Program
Diehl Metering



A FLOW OF GROWTH AND PERFORMANCE.

ELEVATE

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ELEVATE is Diehl Metering's partner enablement program, designed to support distributors and resellers in their growth.

It provides access to the knowledge, tools and resources needed to strengthen expertise, develop capabilities and create new business opportunities.

By connecting learning, partners and business, ELEVATE helps turn knowledge into action, action into growth, and growth into lasting impact.
A structured program built to support performance, collaboration and long-term development.

EVERYTHING FLOWS.
EVERYTHING GROWS.

At Diehl Metering, everything is already connected. Technology connects. Data creates intelligence. Knowledge builds expertise. Partnerships drive growth.
One continuous flow of value.



WHAT TO EXPECT FROM ELEVATE?

Our tiered program benefits offer business opportunities and enhance your metering expertise. Each tier level is structured to afford you the flexibility to refine your business profile, enrich the metering portfolio with added value, and distinguish yourself as a certified Program Partner. ELEVATE serves you to unlock new revenue streams depending on your enterprise's size, potential, and willingness to gain market share.

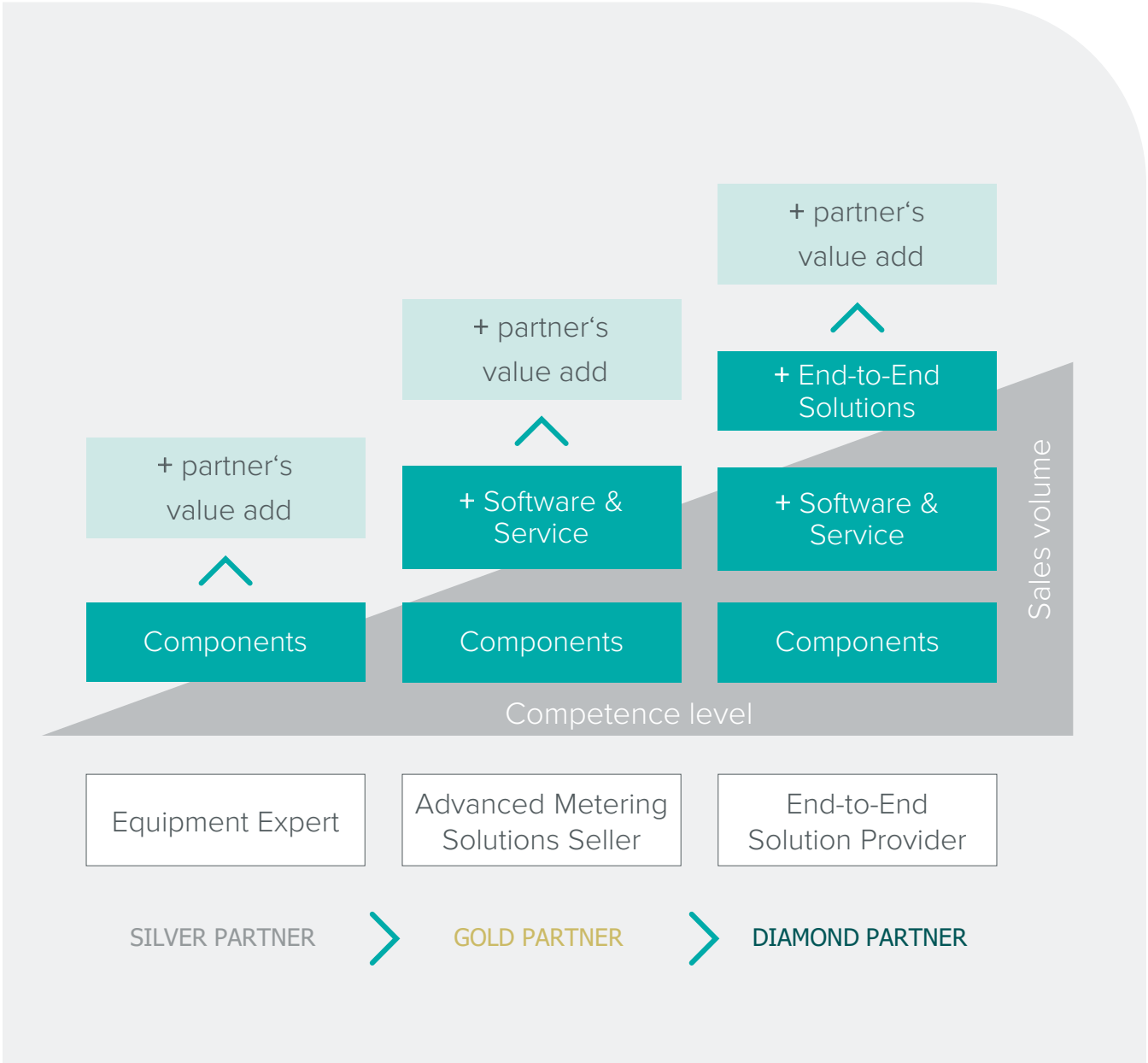
Our partner program is designed to ensure profound support for your business model while offering flexibility to adapt to evolving market conditions. Therefore, it comes with several key features targeting a sustainable and reliable partnership:

- MULTI-TIERED PROGRAM WITH DIVERSE BENEFITS
- TAILORED SALES ENABLEMENT
- STRATEGIC MARKETING INCENTIVES
- COMPREHENSIVE TRAINING AND RESOURCES
- MODULAR PARTNER PORTAL FOR SEAMLESS COLLABORATION

We tailored three different tier levels, silver, gold and diamond to support your individual business based on your company's strategy and size. The ELEVATE Diehl Metering Partner Program offers a model to choose the direction of growth and success with us, be it vertical, horizontal, or a blend of both.

Vertical growth entails our support in maximizing your potential within your area of expertise. This allows you to enhance the Diehl Metering portfolio with added value that is both achievable for you and relevant to your customers.

Horizontal growth involves broadening your skills and capabilities through the Diehl Metering Training Academy to evolve your expertise into advanced metering or solution selling. This structure is designed to extend your market position.



THE PROGRAM REWARDS AND OBLIGATIONS

The ELEVATE tier levels unlock specific benefits based on jointly defined KPIs. We will guide you through initial program assessments and annual business reflections to determine your current tier and KPIs. This collaborative approach helps you decide whether to maintain your positioning or advance to the next level.

Based on your choice, a customized development and qualification plan is created, paving your personal path to growth.



Each tier awards a digital badge for marketing use that can be downloaded from our partner portal.





Aiming for mutual success, we seek partners committed to jointly defined sales goals, employee certification, marketing efforts, and similar activities. Recognizing the diversity of our partners' needs, ELEVATE's benefits are carefully chosen to optimally support your sales objectives, market expansion, and skill enhancement. They cover the following main categories:

- COMMITMENT & COOPERATION
- QUALIFICATION & CERTIFICATION
- SALES & TECHNICAL SUPPORT
- MARKETING & PROMOTION

THE ELEVATE BENEFITS

Our program tiers represent a cascaded set of beneficial support activities and tools to foster your success. Seize the chance, connect with us, and discover the benefits of ELEVATE.

BENEFIT	Silver Partner	Gold Partner	Diamond Partner
Dedicated Partner Portal	✓	✓	✓
Access to Training Academy	✓	✓	✓
Joint Business Review	✓	✓	✓
Sales Enablement*	+	++	+++
Partner Locator	✓	✓	✓
Partner community	✓	✓	✓
Joint Social Media Releases	✓	✓	✓
Marketing Incentives		+	++
Lead Sharing		✓	✓
Shared Exhibition Stand		✓	✓
Advisory Council			✓
Executive Engagement			✓

*may be contingent upon specific criteria such as product suitability and availability



STEP INTO THE FLOW





YOUR FUTURE: TRAINED, CERTIFIED, READY TO CONQUER MARKETS

One of the key modules of the ELEVATE Diehl Metering Partner Program is our comprehensive training and certification program tailored for our partners. In today's metering world filled with IoT growth, evolving technologies, and intense market competition, mastering these trends is key to becoming a trusted provider of metering solutions. We developed a training academy to support your market efforts.

KEY FEATURES OF OUR ACADEMY

1. Specialized Training Modules
Immerse yourself in top-tier training for products and solutions, designed to equip you with the insights needed to conquer in today´s dynamic market.

2. Expert-Led Sessions
Benefit from engaging in-person sessions led by industry experts, providing practical insights, best practices, and learning from successful projects.

3. Customizable Learning Paths
Tailor your learning journey to align with your business objectives. Our modular approach allows flexibility, ensuring you receive training that meets your specific requirements.

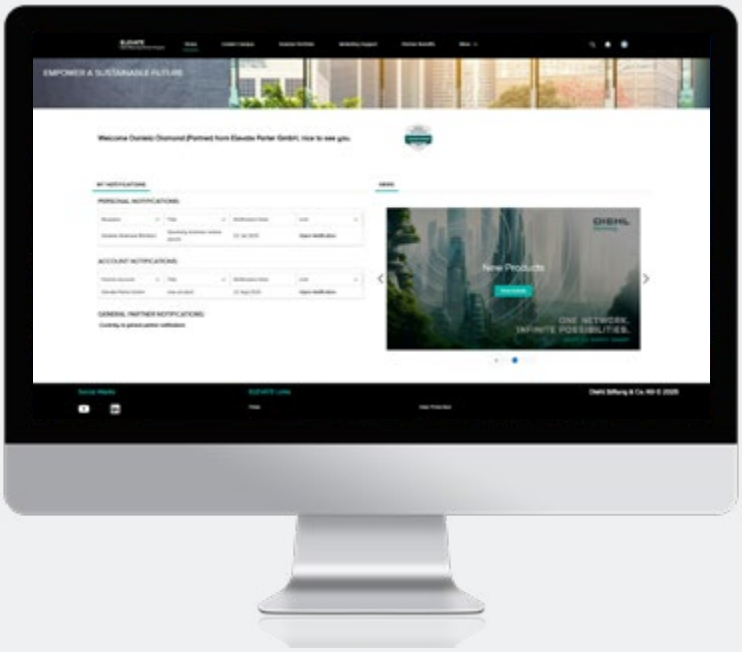
4. Certification Programs
Earn recognition and stand out in the market through our certification programs. Showcase your proficiency to clients and gain a competitive advantage.

5. Continuous Support
Benefit from continuous support and resources to stay updated with the latest technological advancements and industry movements. Our commitment to your success extends beyond the initial training phase.

YOUR ALL-IN-ONE PARTNER PORTAL

Our Partner Portal is a modular platform designed to enhance your experience with us. Tailored to support your journey through our ELEVATE Diehl Metering Partner Program, the Partner Portal serves as your gateway to seamless collaboration and growth.

Through your individual login, you have instant access to a variety of resources including product information, targeted e-learning modules, promotion activities, sales tools, and other essential resources to efficiently manage your business partnership with us.



Support team
✉ elevate.support@diehl.com

PARTNERSHIP REDEFINED

BECOME PART OF THE ELEVATE DIEHL METERING PARTNER PROGRAM TODAY

By joining forces with us, you become more than just a channel partner –
you step into a partnership designed to elevate your business to new heights:



CONNECT WITH US

Reach out to our ELEVATE Program representative now – that's your personal gateway to a vibrant partnership. Share your aspirations, and let's tailor a plan that is unique to your business.



DISCOVER POSSIBILITIES

Schedule a personalized consultation where our expert team will carefully analyze the specifics of your business. Together, we will create a customized roadmap, ensuring our ELEVATE Program seamlessly aligns with your goals and addressable market.



TEAM UP WITH EXPERTS

Join the ELEVATE community — where channel partners evolve into champions. Dive into dynamic discussions, exchange insights, and grow through shared successes. Be part of our team!



LAUNCH YOUR SUCCESS

Equipped with knowledge, supported by experts, and surrounded by a community of champions, you're ready to launch your journey to success. Put our collaborative strategies into action and unlock a world of possibilities.



START YOUR JOURNEY TODAY – DIRECT CONTACTS

More info

elevate.support@diehl.com

diehl.com/metering/elevate

ELEVATE
Diehl Metering Partner Program

Diehl Metering GmbH
Tel +49 911 6424-0
Donaustraße 120
90451 Nuremberg
Germany

diehl.com/metering

EMPOWER A SUSTAINABLE FUTURE