



DIEHL
Metering

ELEVATE | Diehl Metering Partner Program

Get to know our partner program
and unlock new opportunities.



DIEHL METERING ELEVATE PARTNER PROGRAM

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 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

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ELEVATE
I DIEHL METERING PARTNER PROGRAM

Diehl Metering provides an outstanding portfolio of metering devices, connectivity infrastructure, and solutions that play a pivotal role in global sustainability and resource efficiency initiatives. With a legacy spanning over 160 years and more than 100 million products deployed worldwide, our track record as a trusted solution provider for utilities and related sectors is well-established. We are eager to share our passion and expertise in the Metering industry with you, our valued channel partners. By implementing the Diehl Metering partner program, we are transforming our collaboration to the next level. Knowing the challenges your customers are facing, we as Diehl Metering aim to give you a strong foundation to solve their current and future demands.

The ELEVATE program is a framework to equip you with essential tools, knowledge about Diehl Metering's portfolio, and multifaceted support to strengthen your market presence. The foundation of our partner program is determined by:



Simplify doing business and working together



Built up expertise and shared knowledge



Enable chances to enhance your business



Provide comprehensive support

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:

Tiered model of selected benefits

Structured onboarding process

Reliable partner governance

Dedicated contact at Diehl Metering

Regular dialogue helping you to evolve

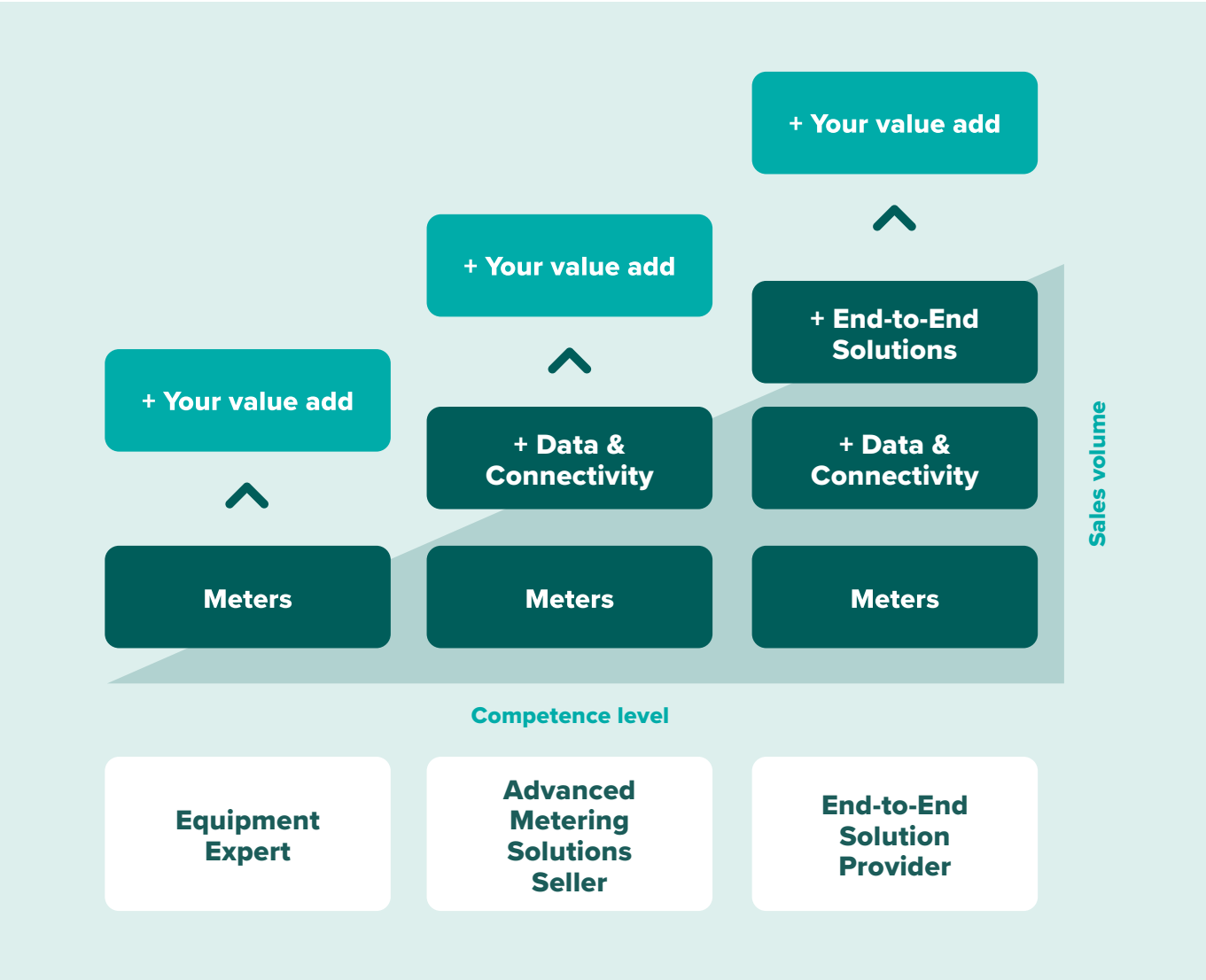
**STRONG
COLLABORATION**



Sharing our passion and experience
in the Smart Metering industry with you.

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 program offers a model to choose the direction of growth and success with us, be it vertical, horizontal, or a blend of both.

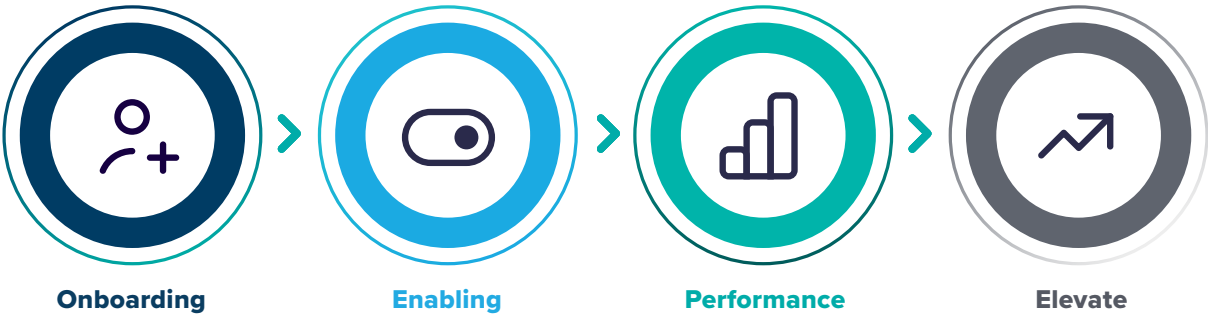
Vertical growth entails our support in maximizing your potential within your area of expertise. This allows you to enhance the Diehl Metering portfolio with added value that is both achievable for you and relevant to your customers.



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.

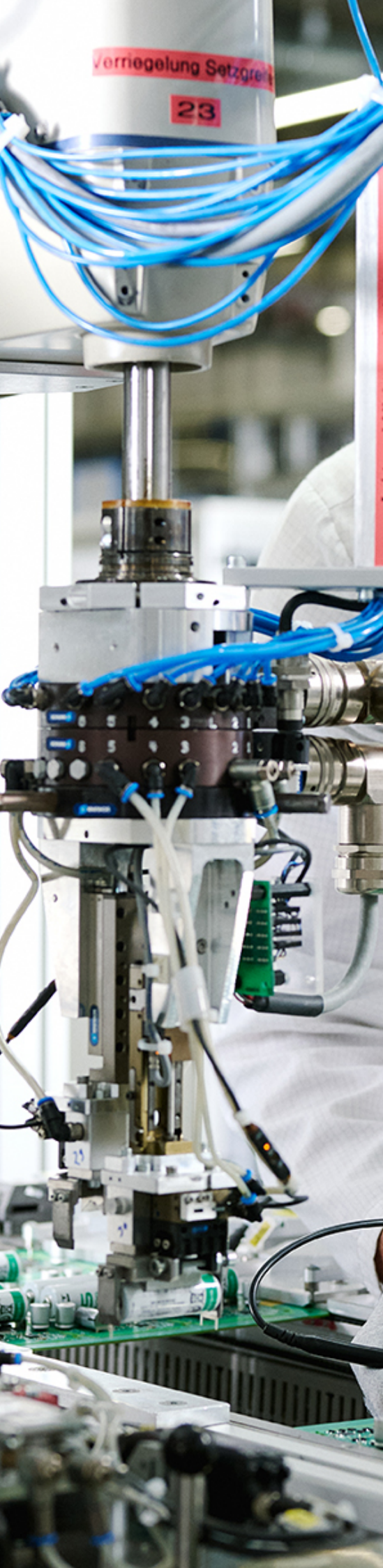
Benefit	Silver Partner	Gold Partner	Diamond Partner
Dedicated Partner Portal	✓	✓	✓
Access to Training Academy	✓	✓	✓
Partner Discounts*	\$	\$ \$	\$ \$ \$
Joint Business Review	✓	✓	✓
Partner Locator	✓	✓	✓
Partner community	✓	✓	✓
Joint Social Media Releases **	✓	✓	✓
Market Development Funds		\$	\$ \$
Deal Registration		✓	✓
Shared Exhibition Stand		✓	✓
Advisory Council			✓
Executive Engagement			✓

* Partner discounts are subject to specific requirements as communicated once in a while, including but not limited to product eligibility.

** Event driven

UNLOCKING OPPORTUNITIES





YOUR FUTURE: TRAINED, CERTIFIED, READY TO CONQUER MARKETS

One of the key modules of the ELEVATE 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.



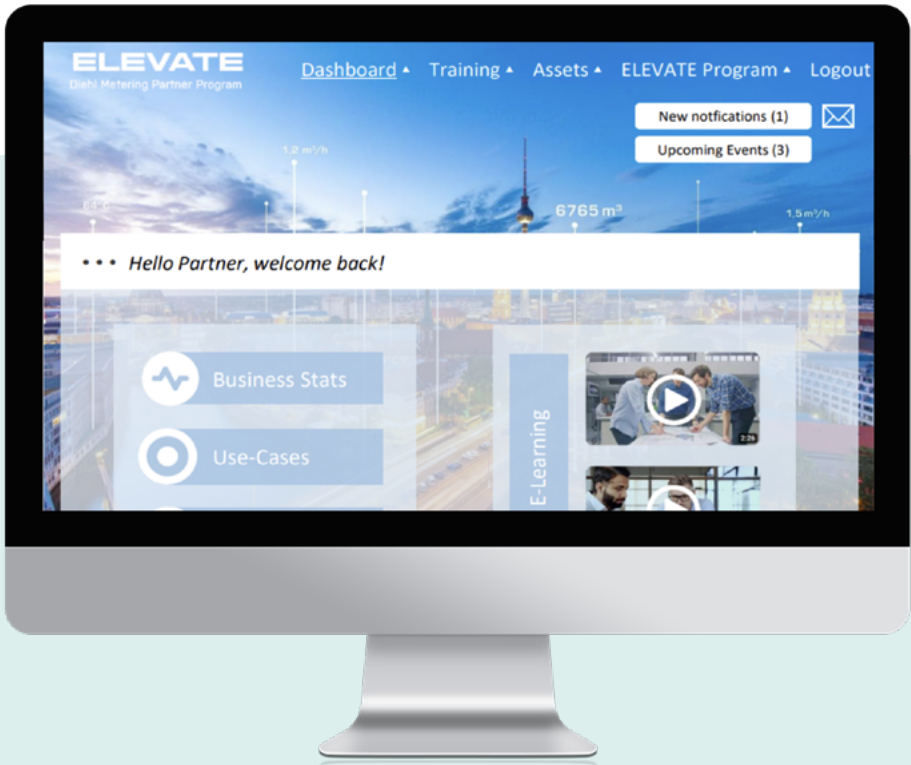
5. Continuous Support:

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 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.



We recognize the importance of responsive support. Through the portal, you can seamlessly connect with our dedicated support team.



ELEVATE.SUPPORT@DIEHL.COM

PARTNERSHIP REDEFINED:
BECOME PART OF THE ELEVATE
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.

Existing partners will be exclusively invited to join the Diehl Metering ELEVATE Partner Program.



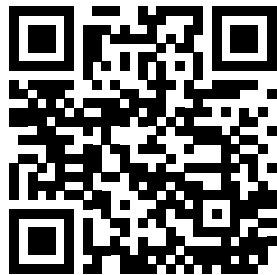
START YOUR JOURNEY TODAY –
DIRECT CONTACTS



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