Ericsson Industry 4.0 partner Program for service providers
Connecting you to a competitive advantage

Many manufacturers and logistics providers are undergoing digital transformations to increase automation, and they may soon bump up against limitations in their current connectivity solutions. For example, device density (the number of connected devices per square meter) is limited with some current solutions.

Private cellular networks provide reliable, secure connectivity, overcoming these limitations. If a manufacturer can run a dedicated cellular network in a factory, it can provide higher reliability, lower latency, higher security and higher device density than current systems.

Ericsson Industry Connect is an easy-to-use, easy-to-sell cellular connectivity solution to accelerate Industry 4.0 digital transformation.

Ericsson Private Networks solutions offer flexibility and customization to customers for their on-premises needs.

Grow your customer base and revenue
The Ericsson partner program offers service providers exceptional opportunities to:

- Bring easy-to-use, superior connectivity to industrial customers
- Achieve significant revenue by enhancing your offer with a solution that provides a path to 5G

Add services such as site design, radio planning for site layout, installation, management services and more

Opportunities for additional revenue
There is an opportunity to develop new revenue streams by addressing digitalization in industrial markets. Private cellular networks give you the opportunity to monetize your spectrum resources. You may choose to sell one or more of the Ericsson solutions and offer related services or subcontract to a certified reseller for sales, installation, and other services. You may also use one or more of the Ericsson solutions for creating a managed industrial wireless connectivity offering.

More great reasons to partner with Ericsson
You can offer add-on services for additional revenue, such as: site survey & design, installation & set up, configuration management, testing & handover, 24x7 remote monitoring, helpdesk to report problems, security management and change management.

What Industry Connect and Private Networks offer you and your customers
As an Ericsson Industry 4.0 partner, you’ll receive everything you need in the way of marketing materials and training to meet and exceed the expectations and needs of your manufacturing, distribution and logistics customers.

While the portfolio offers two paths for adoption of private networks, the choice is yours to offer turn-key, purpose-built Industry Connect or highly customizable Private Networks to meet the needs of your digital transformation customers.

Go-to-market partner model

Resell with value-added services
- Provide spectrum or spectrum licensing support
- Resell the solution as a package bundled with additional services
- Use the solution for creating a fully managed service offering

Build systems, recommend connectivity
- Consult on more than just connectivity
- Move customers to next-gen technology and recommend connectivity investments

Green or brown field industrial site
- Need for flexibility as part of overall Industry 4.0 transformation projects
- Early movers for competitive edge
Enable Industry 4.0 with connectivity

A WEF-McKinsey report, “The Fourth Industrial Revolution: Beacons of Technology and Innovation in Manufacturing”, suggests that next-gen manufacturing is already yielding results. The report details productivity, agility and customization gains based on use cases from so-called ‘lighthouse factories’, a select group of manufacturing sites that are illuminating the way forward to leaner manufacturing. The improvements in key performance indicators (KPIs) include:

- Up to 160% increase in productivity
- Up to 90% reduction in quality control costs, inventory, lead time and time to market
- Up to 70% less time spent on production line changeovers
- Up to 50% increase in energy efficiency

Ericsson Industry Connect makes it easy for industrial enterprises to increase agility, productivity, safety and security across the industrial work floor.

- Become more agile
- Become more productive
- Ensure safety and security

Partner with Ericsson to address the market opportunity

We support you with a robust device and software ecosystem. We offer training, marketing, and support around the solution to help you every step of the way.

Requirements to get started:

- A completed registration application and signed contract with Ericsson
- Minimum of 4 individuals pass all three online training courses

As a partner, here’s just some of what you’ll receive:

- Online welcome pack
- Training and certifications
- Participation in awards and advisory programs
- Presentation slides that can be customized for your business—Additional sales support tools and logos, including access to our collateral library
- Access to authorized resellers, installers, and system management to support your customers
- Free training for installation, radio site design and post-sale support in order to be certified
- Advanced product information
- Ongoing communication, news and updates
- Solution Provider events
- Market development programs
- Customer reference programs

Take the next step to become an Ericsson Industry 4.0 partner. Become a partner:
https://ericsson.channeltivity.com/BecomeAPartner

Two solutions to address on-premise connectivity

Private Networks
(4G & 5G stand-alone example)

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<thead>
<tr>
<th>LTE RAN</th>
<th>5G NR</th>
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<tbody>
<tr>
<td>Macro Radio</td>
<td>5G NR (Antenna Integrated)</td>
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<td>Micro Radio</td>
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<td>Radio Dot</td>
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Both stand alone and integrated with operator to scale and re-use of assets
Flexible configurations including critical communications features

Industry Connect overview

Controlled environment/indoor solution for factories and warehouses industry 4.0 applications
Easy to order, easy to install and easy to manage for enterprise IT
Channel ready, CSPs as Value added reseller – designed for GTM scale
Ericsson is one of the leading providers of Information and Communication Technology (ICT) to service providers, with about 40% of the world’s mobile traffic carried through our networks. We enable the full value of connectivity by creating game-changing technology and services that are easy to use, adopt and scale, making our customers successful in a fully connected world. For more than 140 years, our ideas, technology and people have changed the world: real turning points that have transformed lives, industries and society as a whole.