

STRATEGIC BUSINESS PARTNER PROGRAM

Definition

Any company that offers a strategic product or service to the industrial automation distribution industry or has shown a significant commitment to the industry, and who meets the qualification requirements adopted by the Board of Directors, may be eligible to participate in the Strategic Business Partner Program upon payment of the required fees.

The Strategic Business Partner will be known to AHTD as selling or providing a business product or solution that is strategically related to the industrial automation industry at the sole direction of the Board of Directors. The Strategic Business Partner will adhere to any non-solicitation/meeting policies established by the Board of Directors.

Fee

\$6,000 annual fee.

The annual fee for Strategic Business Partner is valid for one year from date of acceptance and receipt of payment.

Purpose

To establish a program to enhance access and collaboration between companies that can provide strategic products or services to AHTD and AHTD member companies without applying for traditional membership.

Benefits

The Strategic Business Partner Program will create opportunities for key vendors and business partners to promote their services to aid in general business operations of AHTD member companies, and to make it more convenient for AHTD members to connect and collaborate with these business partners.

Strategic Business Partner Eligibility Requirements

- Applicant must provide a business product or solution that is strategically related to the industrial automation industry.
- Applicant must provide a service/product that is in the best interests of AHTD and its members.
- Applicant must not qualify for AHTD membership under criteria of Automation Solutions Provider (ASP) or as a Manufacturer.
- Applicant must meet these qualifications and such other criteria as established by the Board of Directors.
- Participants will not engage in “spamming” the AHTD membership. Any evidence of such a practice will automatically disqualify the company from participating in the program resulting in fees and benefits being immediately forfeited.
- There is no exclusivity of product or service for companies who apply to this program.
- Strategic Business Partners cannot serve on the Board of Directors and are not eligible to vote or serve on committees.
- Strategic Business Partners may register for AHTD semi-annual conferences, if there is interest in attending, at the usual nonmember rate.