

# Partner Program



Enhancing and promoting interoperability with leading energy management devices and software.

**alektrona**  
ENABLING SMART GRID SYSTEMS

## About Alektrona

A member of the ZigBee Alliance since 2004 and named author on the Smart Energy 1.0 standard, Alektrona specializes in unifying open-standards products within energy management systems. Our Energy Management Platform, including a Z-Aperture energy management hub, provides connectivity between leading energy devices and energy management applications. Alektrona's solution leads the industry in connectivity robustness, interoperability, security, scalability and functionality – allowing smart grid companies to focus on their customers' energy needs.

## Alektrona Partner Program

Leveraging Alektrona's connectivity expertise, its partner program enhances and promotes interoperability of compatible energy management devices and software. Adhering to open standards and promoting compatibility, Alektrona and its partners are better able to provide unified solutions to consumers, integrators and service providers. In turn, we help the world realize the benefits of the smart grid.

## Partner Responsibilities

Partner participation is instrumental in fulfilling the program's vision and, ultimately, having a positive impact on smart grid technology. As such, Alektrona will collaborate with partners to engage in two activities per year including one technical activity and, at least, one product compatibility test per year. The output of these efforts may also be jointly promoted by both companies for their mutual benefit.

## Partners Benefits

- Enhance and promote interoperability with partners' devices and applications
- Leverage Alektrona connectivity expertise so you can focus on innovating your solutions
- Provide QA testing, technical and sales support to ensure robust solutions are delivered to customers
- Share resources and expertise to advance smart grid technology

## Program Elements

- Product compatibility testing
- Technology support and resources
- Joint marketing
- Joint business development

## Product Compatibility Validation

- Device testing ensures compatibility with Alektrona's Z-Aperture energy management hub
- Software application testing ensures compatibility with Alektrona's energy management platform
- Partner products featured in Alektrona lab

## Technology Support and Resources

- Exclusive technology updates from Alektrona
- Access to firmware, software, manuals and other resources
- Discounted Alektrona hardware and software for development and testing
- Confidential roadmap exchanges to ensure future interoperability

## Joint Marketing

- Reciprocal logo placement and company profile on respective web sites
- Co-authored white papers, case studies,
- Co-presented conference calls, webinars
- Editorial opportunities

## Joint Business Development

- Confidential sharing of opportunities
- Sales and business development support, tools

To learn more please contact John Thornell at [jthornell@alektrona.com](mailto:jthornell@alektrona.com) or (860) 415-4882. Download the partner program application by visiting [www.alektrona.com/html/partners](http://www.alektrona.com/html/partners)

alektrona

ENABLING SMART GRID SYSTEMS

95 Hathaway Street  
Providence, RI 02907  
phone 401.228-2960  
fax 401.228-2961  
[www.alektrona.com](http://www.alektrona.com)