

Yokogawa OEM Program

Driving business co-innovation and success

CREATING VALUE TOGETHER

A Yokogawa program, crafted especially for Original Equipment Manufacturers (OEMs), is your key to enhancing business profitability.

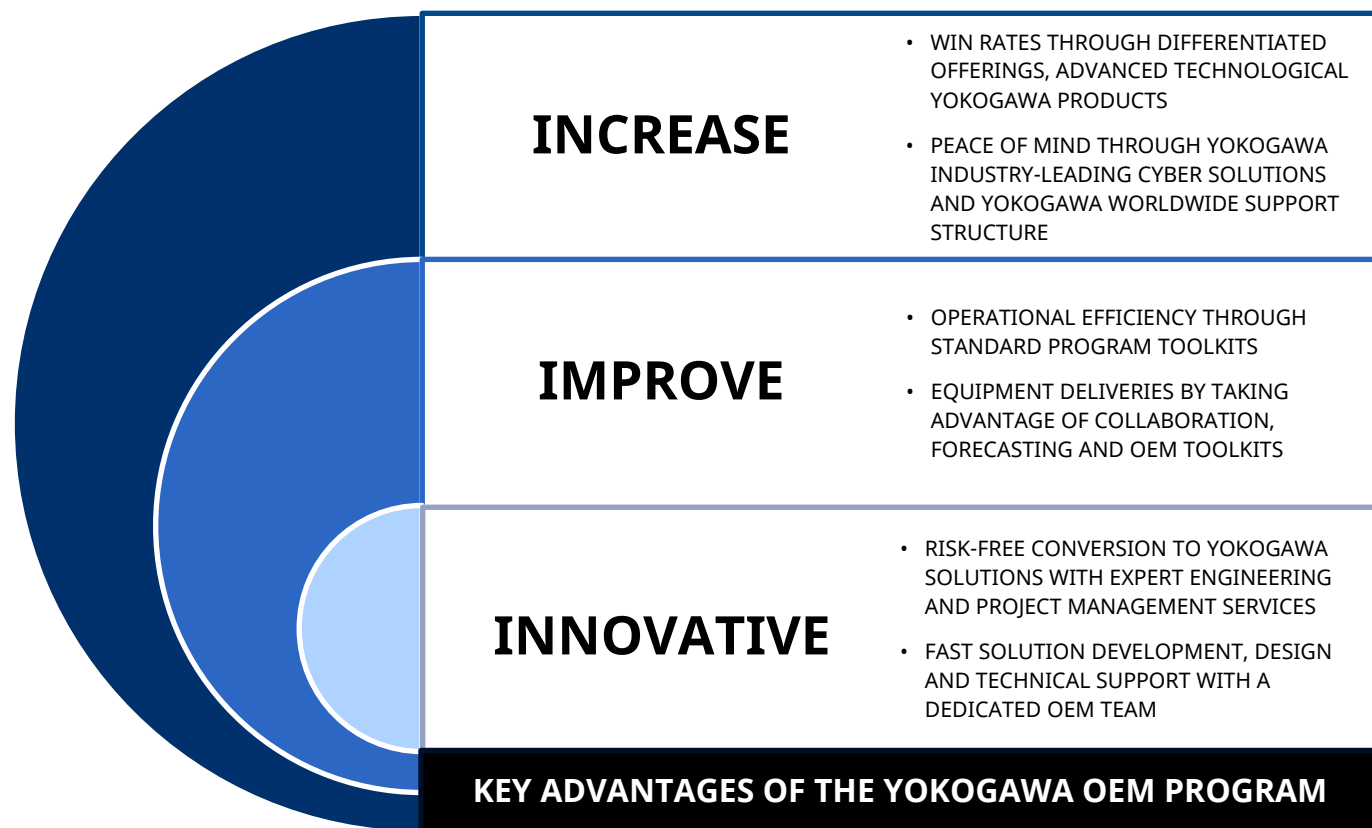
Through our dedicated partnership approach, we grant exclusive cost advantages, prioritized inventory, and sustainability perks. This program secures your access to our comprehensive technology suite and a diverse range of industry-specific applications.

Speed up your market entry with Yokogawa. Tap into our deep technical knowledge, operational prowess, and cohesive business network. See reductions in expenses, growth in aftermarket earnings, heightened service profits, enhanced operational output, and diminished costs associated with maintenance.

This program grants you a unified platform for streamlined maintenance and support across your infrastructure while also opening doors to supplementary technical competencies. Furthermore, as a privileged OEM partner, you can harness the entirety of Yokogawa's process automation solutions, spanning from cutting-edge software to tailored application solutions and fortified IIOT connectivity.



KEY ADVANTAGES OF THE YOKOGAWA OEM PROGRAM



PROGRAM COMPONENTS

Benefit from Yokogawa's engineering and project management expertise wherever you do business globally.

Embrace the benefits of Yokogawa's program for OEMs. Achieve both immediate and visionary business goals by bolstering your product or service offerings throughout their lifespan. Enhance your technical prowess, venture into emerging markets, and unlock fresh business prospects.



SIX PROGRAM COMPONENTS

WHY YOKOGAWA?

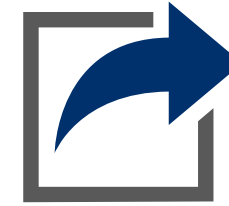


STRATEGIC ALLIANCE

A systematic partnership framework that aligns business objectives annually, laying the foundation for a dominant market stance. Foster effortless business synergy, diminishing both life cycle expenses and difficulties through our interaction blueprint and business network.

Benefits

Exclusive price reductions, reserved stock privileges, first-look access to emerging products, and access to premier Yokogawa events.

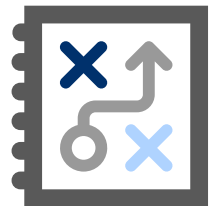


CONVERSION SERVICES

When an OEM transitions to our products or technologies, Yokogawa's seasoned engineering and project management professionals are committed to collaborating on a solution that meets or surpasses the original.

Benefits

Seamless integration with Yokogawa, coupled with reassurance from comprehensive functionality checks and stability assessments.

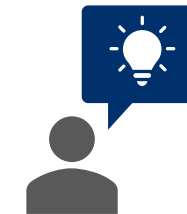


OEM TOOLKITS

Tailored to suit OEM requirements, our unified engineering toolsets encompass schematics, documentation, and applications, complemented with assessment tools and demo hardware and software.

Benefits

Quicker market entry and enhanced operational effectiveness.

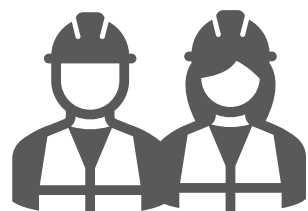


JOINT MARKETING

OEM partners are granted the flexibility to feature the Yokogawa brand alongside promotional activities or even label Yokogawa products under their own brand name. In addition, Yokogawa is dedicated to collaboratively investing in shared marketing endeavors and events.

Benefits

OEM partners can craft distinct solutions and foster business growth, amplified by Yokogawa's brand recognition, outreach activities, and demand-driving campaigns.



ENGINEERING EXPERTISE

Harness the depth of our product and domain proficiency for tailored designs, proof of concept for innovative solutions and immersive product training.

Benefits

Decrease potential challenges and engineering overheads when creating custom designs and introducing new products. Deliver prompt and distinctive solutions to enhance sales strategies.



SERVICE AND SUPPORT

Utilize Yokogawa's worldwide footprint, dedicated service agreements, enhanced warranties, international tech support hubs, and results-driven services.

Benefits

Deliver top-tier satisfaction to end-users and ensure steady equipment performance, all underpinned by Yokogawa's engineering capabilities and its vast global service and support infrastructure.

YOKOGAWA OEM PROGRAM LEVELS

The OEM Program has three tiers: Silver, Gold, and Platinum.

- A Silver OEM is a partner that standardizes on a Yokogawa product line.
- A Gold OEM is a partner that adopts Yokogawa product lines as part of its offering and collaborates on technical and commercial activities.
- A Platinum OEM is a partner that standardizes on Yokogawa product lines and collaborates on technical, commercial, and marketing activities.

The following outlines the entitlements of the Silver, Gold, and Platinum tiers.

	Silver	Gold	Platinum
Business Collaboration			
Common Sales Goals	✓	✓	✓
Inventory Planning	✓	✓	✓
Discount on Yokogawa User Event Registration Fees		✓	✓
New Product Previews			✓
OEM Toolkits			
Discounted Hardware and Software for Exhibitions	✓	✓	✓
Evaluation Kits		✓	✓
Engineering Templates		✓	✓
Co-Marketing and Sales			
Sales Collaboration	✓	✓	✓
Sales Training		✓	✓
Joint Events		✓	✓
Joint Technical Solution Videos			✓
Private Labeling *			✓
Consultation			
Access to Technical experts	✓	✓	✓
New Concepts Support		✓	✓
Unique Solution Design and Manufacturing			✓
Engineering Services			
Model Number Conversion	✓	✓	✓
Technical Product Training	✓	✓	✓
Conversion Project Management		✓	✓
Pilot Product Test Support			✓
Services & Support**			
Extended Hardware Warranty	✓	✓	✓
Global Technical Support		✓	✓
On-Site Technical Support		✓	✓

* Will be evaluated on a case-by-case basis

** Services and Support are paid entitlements