

Making relationships: **better**

Automation Partner Agreements (APAs)



A better way to do business with your automation partner

Manufacturers are at a crossroads. Market demands, health & safety requirements, environmental standards, labour shortages, global competition, and a fluctuating economic climate are placing unprecedented pressures on manufacturers.

As a manufacturer, you realize that your business isn't the thing that you produce and sell — it's the people, facilities and infrastructure that make it

possible to earn from the things that you sell. And to be the best, every detail that can provide exponential returns should be handled with the utmost care and appropriate investment.

At JAE Automation, the cornerstone of our philosophy is "Making Things: Better", and we believe a key component of this is in making relationships better.

An integrated extension of your team

Today's manufacturing systems are interconnected, highly tuned ecosystems of machinery, robotics, electronics and data capture. And now more than ever, a holistic and strategic approach to automation design is key to minimizing downtime and capitalizing on efficiencies.

Manufacturers can't simply sub out infrastructure updates to the lowest bidder anymore. Projects become disjointed, different design philosophies clash as new suppliers are constantly being introduced and errors compound. They are looking either to hire professional automation design teams inhouse or to partner with a company that will provide those services as an extension of their team.

JAE Automation is that company. We live and breathe automation. We partner with your business long term at all levels, from bridging the gap between your manufacturing strategy and systems with an automation strategy through to design and development, installation and support. Our commitment is to provide the highest value for your investment.

As such, we do not do design work on spec. We don't take on design work without clear strategy. And we don't build until we are assured that designs hold up to established standards and requirements. We offer our customers complete integration of our team into their business at a fraction of the cost of hiring internally with the advantage of widespread experience and a highly creative and resourceful environment.





How we provide value

With a long-term agreement, we offer:

- Preferred rates
- The freedom to explore new possibilities without going back to the well
- Consistency of design and execution
- A structured process
- A holistic third-party perspective
- Stability of execution of a long-term plan at a pace that's sustainable by your business
- The flexibility to react quickly to unforeseen circumstances
- A dedicated team integrated with your team
- Ongoing training and support by those who know your systems intimately

Automation Partner Agreement (APA)

What is an APA?

Based on a monthly retainer plus projects, an APA is a customized automation agreement designed for your facility/facilities that gives you flexibility to work with our team for the year. It offers you preferred rates, a dedicated Automation Strategist to plan, budget and forecast, a Design Team for brainstorming and concept development, along with training and support. This gives you the flexibility to self-serve on project designs, address routine support issues/questions and training without needing to involve finance every time.

What we can include in an APA:

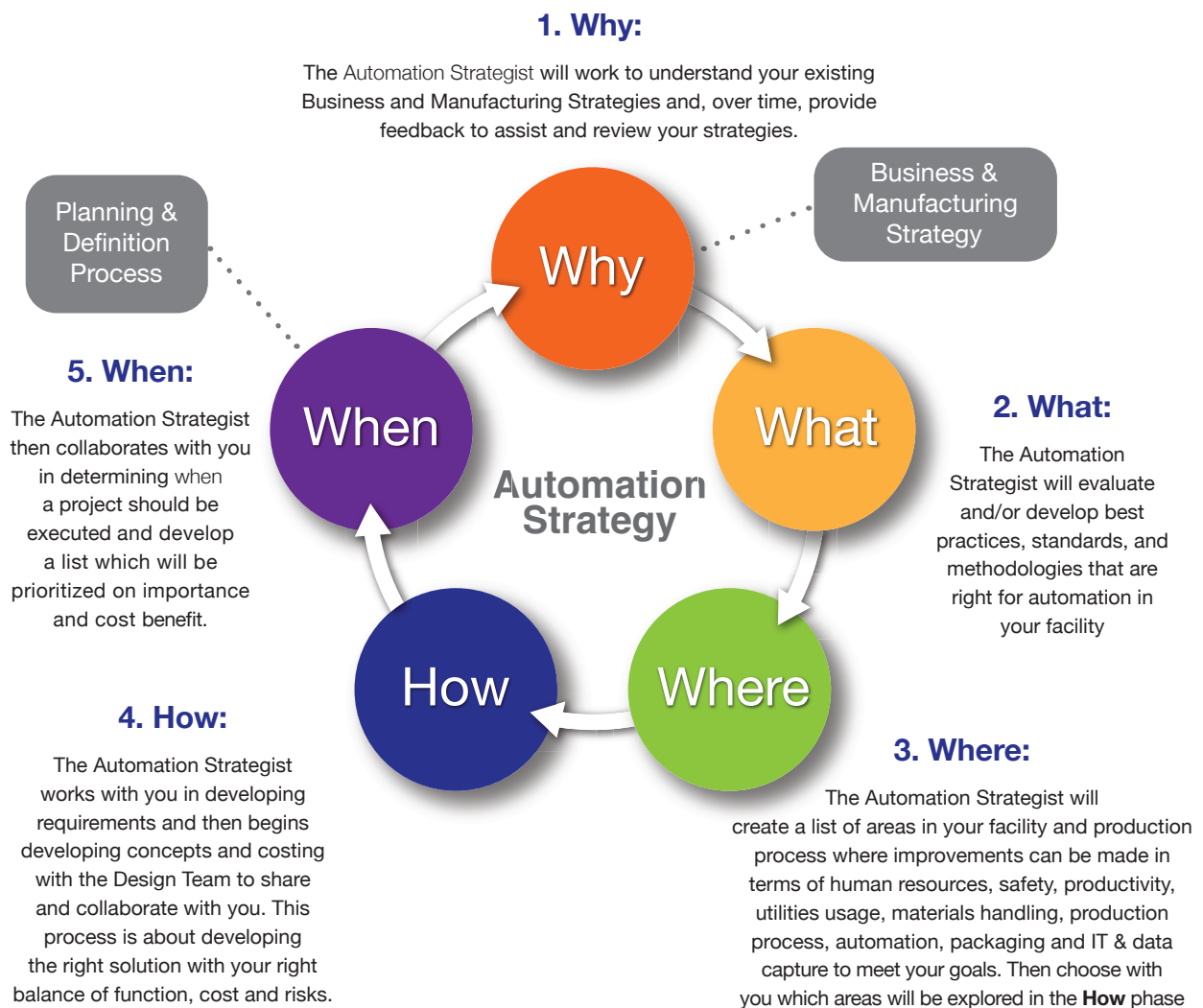
An **Automation Partner Agreement (APA)** contains three elements:

1. Initial Review:

- Allows us to get to know your facility, systems, and team members. The more we know and understand your operations the better and quicker we can bring value to our relationship.
- Begins the process of becoming an integrated extension of your team.

2. Automation Strategy:

- Depending on the depth and the speed of how you need to implement automation, we determine the frequency you'll need to meet with your **Automation Strategist**. We typically recommend meeting, at minimum, once a month.
- Your Automation Strategist is in charge of developing and maintaining the Automation Strategy, which follows the following framework and methodology:



- For the HOW phase we will establish the number of projects you would like to evaluate in the year which is based upon your vision and the funding available to you. We typically view this in the number of small, medium and large projects.

3. Training and Support:

- Set up remote support capabilities.
- Establish a minimum monthly check-in with the project manager to review support and training needs.
- Allows for consulting and training support which can be done remotely and/or onsite.

What's not included:

- designing, building and completing a project, fixed cost proposals will be provided for each project evaluated in the **How** phase

We offer flexible APAs for your situation:

Depending on your unique needs and situation, APAs can be highly customized, but generally fit into the following three categories:



For the small- to medium-sized manufacturer that needs our complete services from automation strategy through design/build, integration and support



For medium-sized manufacturers who have inhouse automation strategy personnel but need help designing, building and supporting/maintaining systems



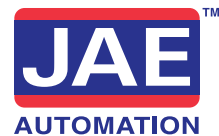
For manufacturers that have existing systems but need ongoing maintenance and support by a team that understands their facility and can react as needed

Next steps:

What are your particular requirements and how we can best serve your business? We have questions, and we're sure you do too.

We'd like to meet with you, your plant manager, the owner and a member of your finance/procurement team.

Contact us today!



Making things: **better.**[™]

We believe technology should improve quality of life. At JAE Automation, our goal is to improve quality, efficiency and competitiveness so our customers can succeed while providing better, safer jobs. We partner with industry in our community and throughout the world providing automation strategy, design & integration services and support.

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System Integration Partners:

