

GLOBAL PARTNER PROGRAM

Own the shop-floor performance conversation

Sell the real-time OEE platform already live in 460+ factories across 30+ countries: hardware, software and AI, deployed in under an hour, ROI in weeks. Recurring revenue on every machine you connect.

460+

FACTORIES

30+

COUNTRIES

4.7/5

G2 & CAPTERRA

5M EUR

VC-BACKED

Every manufacturer is losing 30-45% of capacity, and cannot see it

OEE and Industry 4.0 are now board-level priorities, but most plants still track performance on clipboards. Your manufacturing accounts are already asking how to fix this. TEEPTRAK is the answer you bring them.

The hidden factory

30 to 45% of capacity sits in untracked micro-stops, slow cycles and changeovers no report ever captures.

Manual data lies

Paper shift logs overstate OEE by 8 to 15 points. Leaders steer on numbers that are not real.

Legacy MES is too slow

A traditional MES takes 1 to 2 years. Manufacturers want results in weeks, not a capital project.

Around 60% median plant OEE today. TEEPTRAK recovers +10 to 15 points on average, and the top quartile runs near 75%.

Sources: TeepTrak deployment data, ISO 22400-2 benchmarks

WHO YOU ARE PARTNERING WITH

A proven platform, not a science project

TEEPTRAK is a French industrial IoT company with teams in Paris, Chicago, Bucharest and Shenzhen. We pair plug-and-play hardware with a modular OEE platform that installs on any machine, old or new, with no PLC changes and no IT project.

460+

factories monitored live

30+

countries deployed

4.7/5

rated on G2 and Capterra

< 1 hr

to install per machine

BACKED BY

5M EUR raised (2024)

to fund US and China expansion

- + SHIFT Invest (lead)
- + XAnge
- + EDF
- + Sia Partners

SOCIAL PROOF

You will be selling to names like these

Global manufacturers in automotive, aerospace, food and beverage and pharma already run on TEEPTRAK. That credibility opens doors in your territory from day one.

STELLANTIS

SAVENCIA

SAFRAN

ALSTOM

THALES

VALEO

HUTCHINSON

SOLINA

Client names shown are verified TEEPTRAK references across automotive, aerospace, F&B and pharma.

One modular platform

Six ways to create value

Land with real-time OEE, then expand account revenue module by module, all on the same TEEPTRAK Box and platform.

PerfTrak

REAL-TIME OEE

Captures every stop and slow cycle automatically.
Operators qualify causes in two taps. +10 to 15 OEE points.

QualTrak

QUALITY

Digitize quality checks and self-inspections at the source:
paperless, traceable, audit-ready.

PaceTrak

CYCLE TIMES

Bring manual and assembly lines up to takt with live cycle-time tracking and operator guidance.

ProcessTrak

PROCESS

Track parameters (temperature, pressure, humidity) live
and catch drift before it ruins a batch.

MoniTrak

ANDON AND DISPLAY

Broadcast live OEE, output versus target, takt and Andon
on any screen across the plant.

Jemba

AI / MACHINE LEARNING

Turns the cleanest shop-floor dataset in the industry into
predictions competitors cannot match.

WHY IT IS AN EASY YES TO SELL

The lowest-friction OEE sale on the market

TEEPTRAK removes every objection that kills industrial software deals, so your sales cycle is measured in weeks, not quarters.

Works on 100% of machines

Any age, any brand: PLC signal, non-intrusive sensor or OPC UA. No PLC changes, ever.

Live in under 1 hour

No MES timeline, no IT project. A pilot line is capturing losses the same day.

ROI in weeks

Most plants surface their first hidden losses within two weeks of the pilot.

Guided 60-day pilot

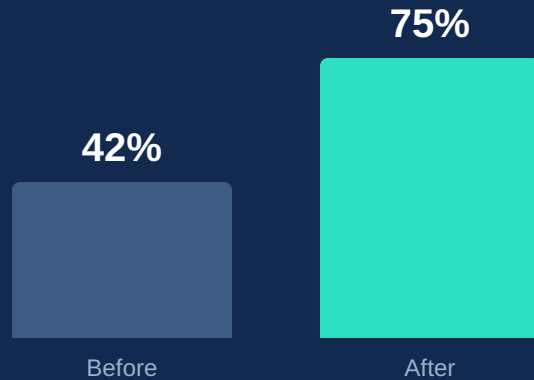
Affordable entry point with virtually no financial risk attached to the pilot.

PROVEN RESULTS

Numbers your prospects cannot ignore

FLAGSHIP CASE: HUTCHINSON

From 42% to **75% OEE**



All figures are verified TEEPTRAK customer results.

NUTRISET

62% to 80% OEE

+18 points in 4 weeks, changeover cut 40% via SMED

VALEO

ROI in 6 weeks

Positive return on the pilot line inside six weeks

PHARMA CMO

64% to 79% OEE

+15 points in around 5 months, audit-ready by default

HOW TEEPTRAK WINS

Built to out-sell the alternatives

Full-stack hardware, software and AI, multilingual, deployed in an hour. TEEPTRAK closes deals the SME tools and app-platforms cannot.

	TeepTrak	Evocon	Tulip
Deploys on any machine, no PLC changes	✓	✓	✗
Live in under 1 hour per machine	✓	✗	✗
Hardware and software, single vendor	✓	✗	✗
Built-in AI / ML layer (Jemba)	✓	✗	✗
Multilingual: FR / EN / ES / DE / ZH	✓	✓	✗
No internal engineering team required	✓	✓	✗

Competitor positioning per public pricing and product pages (2026).

Three ways to partner

Choose the model that fits your business: refer, resell, or integrate. Channel Partners grow through five EXPERT levels (next slide).

Business Introducer

REFER AND EARN

Introduce qualified accounts. TEEPTRAK sells and delivers.

- + 7% on the first site, 4% on further sites
- + 36-month window per account
- + Commission also on licence revenues (first year)

Channel Partner

RESELL · INTEGRATE · DISTRIBUTE

Sell and deploy TEEPTRAK in your territory across 5 EXPERT levels.

- + Recurring commission 10% to 25%
- + First deal paid one tier higher
- + Territory, pricing and full enablement

Technology Partner

INTEGRATE AND CO-SELL

Embed TEEPTRAK OEE into your MES / ERP / SCADA and go to market together.

- + Up to 50 / 50 gross-margin share
- + Deep product and API access
- + Co-engineered, white-label options

Five EXPERT levels

the more you invest, the more you earn

Levels are set by the resources you commit: dedicated sales people and the number of product lines you actively sell. Your recurring (run-rate) commission rises with each level, and every first deal is paid at the next level up.

EXPERT 1

1 sales rep
1 product line

RECURRING (RUN)

10%

FIRST DEAL

15%

EXPERT 2

2 sales reps
1 product line

RECURRING (RUN)

15%

FIRST DEAL

18%

EXPERT 3

2 sales reps
2 product lines

RECURRING (RUN)

18%

FIRST DEAL

22%

EXPERT 4

3 sales reps
3 product lines

RECURRING (RUN)

22%

FIRST DEAL

25%

EXPERT 5

3+ / team
3+ product lines

RECURRING (RUN)

25%

FIRST DEAL

25%

How first-deal pricing works: the initial sale on a new account is commissioned one level up (an EXPERT 1 partner earns 15% on the first deal, then 10% on every renewal). Recurring commission is paid every year the account keeps its licence active.

Three clear structures, one shared principle: you own the revenue

Commissions are calculated on collected revenue (excluding tax) and tracked in Odoo CRM. Recurring share continues for as long as the client licence stays active.

Business Introducer

First site of the account	7%
Further sites, same account	4%
Commissioning window	36 months

Hardware, commissioning and new licences. Licence renewals (year 2 and beyond) excluded.

Channel Partner

Hardware and recurring (run-rate)	10 to 25%
First deal	one tier up
By level	EXPERT 1 to 5

Paid commission on every licence year renewal if the account stays active and managed by the partner. Hardware margin on every connected line.

Technology Partner

Gross-margin share	Up to 50 / 50
Three-party variant	Up to 1/3 each
Recurring licences	included

Margin split on products and services, applied to recurring revenue too. Key terms validated in writing.

THE DIFFERENTIATOR

The AI advantage: Jemba

TeepTrak captures the cleanest shop-floor data set in the industry, and our sister ML platform, Jemba, turns it into predictions competitors simply cannot match. A future-proof story no SME tool can tell.

Predictive loss detection

Surfaces the next bottleneck before it costs a shift.

Auto loss-cause suggestions

Speeds operator qualification and cleans your data.

Multi-site benchmarking

Compares lines, plants and teams across the network.

jemba.ai

OEE trending up, week over week



Everything you need to win and keep winning

From your first demo to renewal, you are never selling alone.

Training and Academy

Product, pitch and technical certification through the partner academy.

Deal registration

Register an opportunity and lock 90 days of exclusive protection.

Co-marketing

Ready-made campaigns, brand assets and MDF for higher-tier partners.

Co-sell support

Bring a TeepTrak engineer into demos, pilots and technical calls.

Partner portal

Leads, deals, assets and commissions in one place at partners.teeptrak.com.

Dedicated manager

A named Partner Success Manager from onboarding onward.

Recurring revenue that compounds

Every deal blends one-time hardware margin with a recurring share of the SaaS subscription, and renewals keep paying, year after year.

- Recurring commission**
Paid on the SaaS subscription every year the account renews, not just year one.
- Hardware margin**
One-time margin on the TEEPTRAK hardware on every connected line.
- Expansion built in**
Land with PerfTrak, grow with QualTrak, PaceTrak and ProcessTrak on the same account.

Illustrative. Renewal commissions stack on top of new-deal revenue each year. Actual figures depend on level and deal size.

ILLUSTRATIVE: CUMULATIVE PARTNER REVENUE



GET STARTED

Become a TeepTrak partner in four steps

1

Apply

Submit your details at partners.teeptrak.com. It takes minutes.

2

Qualify

A quick fit call to align on territory, model and EXPERT level.

3

Onboard

Certification via the academy and access to the partner portal.

4

Sell

Register your first deal and co-sell with us to close it.

Ready to own the shop-floor conversation?

APPLY NOW →