



Authorized CNC System Integrator Marketing Program [2020]

FANUC America Corporation has created a marketing program for our FANUC Authorized CNC System Integrators. The goal of this marketing program is to ensure that our authorized system integrators have the tools and training necessary in order to maximize customer satisfaction and increase their FANUC business.

In 2019 we added a new category of membership - Provisional Member. For new FANUC integrators or integrators who have not purchased a system in the past two years, this membership level provides information and assistance to help integrators develop and grow FANUC content in their product mix. Provisional Members can achieve full ACSI Program member status once they purchase a custom configured CNC system.

MEMBERSHIP CRITERIA:

In order to receive and/or maintain FANUC Authorized CNC System Integrator membership, integrators shall meet the following minimum requirements each year:

- Must be approved by FANUC America for membership into this program.
To request membership, please go to www.Fanucamerica.com/ACSImembership.
- Must purchase a minimum of one custom-configured control system per calendar year.
- At least one employee must attend one of the following: the sales conference, technical conference, product update webinar or an online integrator training class.
- Provide feedback through participation in customer surveys.
- FANUC ACSI members (non-provisional) must use the FANUC CNC Authorized System Integrator logo on their webpage.

FULL ACSI PROGRAM MEMBERSHIP BENEFITS:

- Complimentary access to integrator-specific classroom and online training.
- 30% discount on end-user oriented classroom and online training (may be used internally or passed on to your direct customers).
- Use of FANUC Authorized CNC System Integrator designation and logo.
- Member plaque and banner stand.*
- First 25 Integrators who register to display FANUC controls in their booth at approved tradeshow receive \$500 promotion award.
- First 25 Integrators to provide a completed promotional video featuring current FANUC CNC products receive a \$500 promotion award.
- Access to key FANUC executives and subject-matter experts through conferences and webinars.

PROVISIONAL ACSI PROGRAM MEMBER BENEFITS:

- Complimentary access to the Online Integrator Training Program.
- 30% discount on end-user oriented classroom and online training (may be used internally or passed on to your direct customers).
- Access to key FANUC executives and subject-matter experts through conferences and webinars.

This program is authorized by FANUC America Corporation and is renewed on an annual basis (effective January - December). FANUC America reserves the right to amend the program at any time.