

# Why become a Panorama distributor?

The **market for SCADA**, control systems, and more generally digital transformation, is experiencing **strong growth** worldwide. For that reason, as part of its international development strategy, **CODRA is accelerating the export of its know-how** by building a network of distributors.



Join Codra and be part of  
an innovative partner network

## Your company is looking for:


- adding value to their solutions while accelerating its growth,
- setting itself apart from the competition by offering an innovative SCADA software suite that is independent of the major manufacturers,
- finding an alternative sustainable solution to replace an obsolete system,
- contributing to innovation through digital technology,
- providing concrete solutions in manufacturing, building, infrastructure, water and energy.

## Become an exclusive distributor of the Panorama software platform by:

- promoting and reselling SCADA licences exclusively in your territory,
- providing level 1 technical support and Panorama training.

**+250**  
Certified integrator





**+35 years**  
experience

**+150**  
employees



**100%**  
made in  
France

**+23M€**  
Turnover



**~ 60.000**  
licences  
deployed  
worldwide

**12 agencies**

# Who is CODRA ?

The challenges of operational performance and decarbonisation, driven by digital technology, have never been greater.

As a committed company, we have been manufacturing proven industrial software solutions for more than 35 years.

Family owned company, Codra invests heavily and continuously in R&D with its own funds. 100% made in France, with a loyal customer installed base of over 60,000 licences worldwide. We're now looking to go much further by expanding our activities internationally.

## About Panorama Suite

### Supporting digital innovation

The Panorama digital platform is composed of three independent, combinable and complementary products:

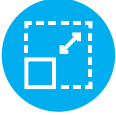
- SCADA,
- Data Historian,
- Communication front-end.

By choosing Panorama Suite, you'll be offering a software platform that has proved its worth in a wide range of sectors and enjoys a solid reputation.



**SCADA**  
**Data Historian**  
**Communication**

## 6 good reasons to choose the Panorama platform



### Scalability

Adapts to the most humble projects as well as the most complex architectures



### Adaptability

Provides a wide functional coverage with a significant interoperability with third-party systems



### Autonomy

No need to enter into code, your customers' applications can be configured by a system integrator



### Independence

Independent from major PLCs and connected objects manufacturers



### Durability

Backward compatibility for sustainable applications, scalable and maintainable over time



### Cybersecurity

Designed with a strong proven-in-use cybersecurity concept, certified by a third-party gov. organization

## A SCADA platform designed to help your customers to achieve their digital and energy transition

CODRA supports your customers' innovations by providing them with a tool to match their digital transformation ambitions and to offer them concrete solutions in: industry, building, transportation, energy and water.

Choosing the Panorama software suite helps operation optimization in many applications areas:

- building Management Systems,
- industrial processes,
- energy & utilities,
- water cycle management,
- facilities management,
- safety & security.



# Become an exclusive distributor

With the aim of efficiency, **our distribution agreements are exclusive**. The goal is simple, to give our partners the scope they need to develop their value proposition and foster business generation over the long term.

Besides, at CODRA, we know that the launch period is crucial. That is why our sales, technical, and marketing teams will support you from the moment you sign the contract and throughout its implementation. They will help you to quickly build up your skills and to achieve your first successes with Panorama.

## Your company will benefit from CODRA's support

### SALES



- Price-list adapted to your country,
- « Ready-to-use » architectures to help your customers make the right choice,
- Local business support by the CODRA Business Regional Manager: customer visits, prospecting tours, networking, response to invitation to tender, etc.

### TECHNICAL



- A direct exchange with the software manufacturer,
- Panorama training for your team,
- A dedicated customer portal,
- A licence deployment monitoring tool,
- The know-how of our experts at your service.

### MARKETING



CODRA and your company will co-market to promote and distribute Panorama based solutions in your territory:

- organization of multi-client/prospect solution presentation event,
- review of customer feedback,
- participation to trade shows,
- visibility and SEO on website,
- marketing tools such as brochures, video, product démo, kit media, ...

**Join the Codra partner network  
to support your customer's innovation !**

# CODRA

#### Codra Software Limited

Adamson House - Towers Business Park  
Wilmslow Road, Didsbury - Manchester M20 2YY - UK  
Tel: +44 (0)161 955 4460  
E-Mail : sales-panorama@codra.net - <https://codra.net>

The information in this document is provided for information only and is not binding. Codra reserves the right to change the document at any time without warning.  
All brands are the property of their respective owners.  
Royalty license : Codra © 2023