

CI AND SUPPLIERS “GO FOR THE GOLD” WITH NEW PREFERRED PARTNER PROGRAM

June 2015 Press Release

Gold Partner Program is a voluntary, cooperative initiative that brings Cincinnati’s metal fabrication equipment together with third-party software that is tested, proven and flexible to optimize performance.

Cincinnati Incorporated’s new Gold Partner Program provides metal fabrication customers with expanded options for software solutions that have been validated and tested to work with quality Cincinnati products. These Gold Partner solutions, when purchased with new Cincinnati products, can also integrate existing brands of CNC equipment, providing a wide-reaching upgrade of the shop floor and facilitating new, efficient, productive operations.

This groundbreaking, collaborative program is designed to foster cooperative partnerships between Cincinnati Incorporated

and third-party suppliers. Starting with two software providers SigmaTEK Systems, LLC and Metamation, Inc., the company plans to extend the program to press brake tooling companies, as well as select vendors of automation solutions and other appropriate third-party suppliers. “Through the Gold Partner Program, customers will have more software choices for programming new Cincinnati machines, as well as programming their existing CNC equipment from the same software platform,” said Mark Watson, Sr. Product Specialist, Cincinnati Incorporated. “Collaboration is the name of the game as we enter the new era of Direct Digital Manufacturing. Gone are the days of closely guarded, proprietary tech solutions—requiring fabricators to lock into one supplier of equipment and its proprietary software. Customers now demand the latest tech solutions to drive all of their CNC equipment—not only their latest purchase. We’re kicking off the program with two world-class software companies and we anticipate many more rewarding partnerships as we expand the program further.”

SigmaTEK, LLC and Metamation, Inc. are the first companies to enter into the Cincinnati Gold Partner program. With more than 16,000 installations, SigmaTek, LLC is the world’s leading CAD/CAM nesting software for all major cutting, punching, and profiling machines. The Metamation, Inc. Gold Partnership involves not only profile cutting software, but also press brake bending software. Metamation, Inc. offers several hundred post-processors from all types of manufacturers with over 1,800 installations worldwide.

Gold Partner software suppliers are included in the company’s marketing collateral, including banner ads, dedicated areas on the Cincinnati web site (www.e-ci.com), access to the Cincinnati showroom for product testing, development support and inclusion in product review meetings. Suppliers become Cincinnati Gold Partners by meeting the program

requirements and receiving formal approval from a Cincinnati Incorporated product manager. “We believe this partnership program will provide our mutual customers with the productivity tools necessary to confidently enter the new age of Direct Digital Manufacturing,” said Watson.

Learn more about CINCINNATI’s Gold Partner Program

www.e-ci.com/gold-partners

