

3M Science.
Applied to Life.™



3M Select Program: The Partnership for Success

Ensure quality.
Increase efficiency.
Become a 3M Select
Graphic Provider.



*Click on each section to access it quickly

Contents



Introduction	3
---------------------	----------



About 3M	4
-----------------	----------



What is the 3M Select Program?	5
---------------------------------------	----------

At a glance	6
-------------	---

Segments	7
----------	---



Why join the 3M Select Program?	8
--	----------

Stay competitive	9
------------------	---

Program benefits	10
------------------	----

3M™ MCS™ Warranty	12
-------------------	----



Learn how to become a 3M Select Graphic Provider	13
---	-----------

Criteria	14
----------	----

3M Endorsed Installer Certification	15
-------------------------------------	----

Requirements	16
--------------	----

Certification process	17
-----------------------	----



Dear Graphic Professionals,

3M has developed thousands of innovative products for a wide range of industries. Our core business involves supplying materials of the highest quality and reliability. 3M operates laboratories that test our technologies under the most diverse climatic conditions and can test their durability for use in different environments. As a result, we not only offer technologically advanced products, but also comprehensive warranty protection in the form of the 3M™ MCS™ program, which covers the finished product.

The multitude of options on the market means that often the customer is guided solely by price when choosing a product.

The 3M Select Program is dedicated to supporting companies that work every day with 3M films in transportation, commercial buildings and personal auto applications. Our aim is to build the position of our Select Graphic Providers together with the 3M brand by jointly meeting the expectations of the modern market and supporting you in your activities. As part of the program, we offer you a wide range of dedicated sales, technical and marketing support, provided only to 3M Select Graphic Providers.

We look forward to welcoming you!





About 3M



\$32.2B
in sales



\$1.88B
in R&B spend

3M solutions mean science applied in practice. With more than 100,000 patents and operations all over the world, years of experience guarantee the highest quality products and a wide range of expert support for our customers.



More than
800
brands



100+
straight years
of dividends

With the aim to continue developing solutions for our customers and partners, 3M has invested in production centres across Europe, Middle East and Africa.



96.1
employees
globally



>125K
patents


One of the most advanced production facilities for Graphics Solutions, launched in 2021, has been built in Europe to support our customers. 3M's investment in Hilden to develop an "Industry 4.0" plant demonstrates our commitment to leadership in the Commercial Solutions world and provide the best solutions for our customers.



One of
30
companies
on the Dow Jones
Industrial average



Over
55K
products



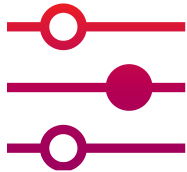
What is the 3M Select Program?

[*Click on each section to access it quickly](#)

At a glance



3M Select is a partnership program dedicated to companies working with 3M graphic products from Transportation, Commercial Buildings and Personal Auto segments.



To become a 3M Select Graphic Provider, you need to meet the criteria set out in the program requirements.



3M supports all 3M Select Graphic Providers by offering benefits for each level of the program.



3M Select Graphic Providers receive extended support and the opportunity to use the 3M Select name and logo in official communications.





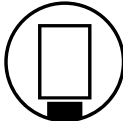





The 3M Select Program helps you to strengthen your image and supports the communications to your customers.

*Click on each section to access it quickly

Segments

The 3M Select Program applies only to customers working with 3M graphic materials in the following segments:

Transportation			
	Fleet	Rail	
Commercial Buildings			
	Interior and Exterior Decoration	Sun Control and Safety Films	Illuminated Signage
Personal Auto			
	Car Wrap	Paint Protection	Window Tinting

Subject to meeting certain criteria, participants in the 3M Select Program can reach one of three levels: Silver, Gold or Platinum. The higher the level, the wider the benefits available.



Select Graphic Provider

Silver



Select Graphic Provider

Gold



Select Graphic Provider

Platinum



**Why join the
3M Select
Program?**



*Click on each section to access it quickly

Stay competitive



Quality assurance for the end customer

The 3M™ MCS™ Warranty recognizes consistent quality standards and provides the assurance of 3M warranty cover in the event of claims.

3M Endorsed Installer Certification gives your customers greater confidence in their choice of installer

Be part of the 3M global network and take your business to the next level



Communication

Use supporting communication for your customers and strengthen your position in the market

Benefit from early announcements from 3M and inform your customers in advance



Program benefits

An extensive set of benefits, dedicated exclusively to 3M Select Partners

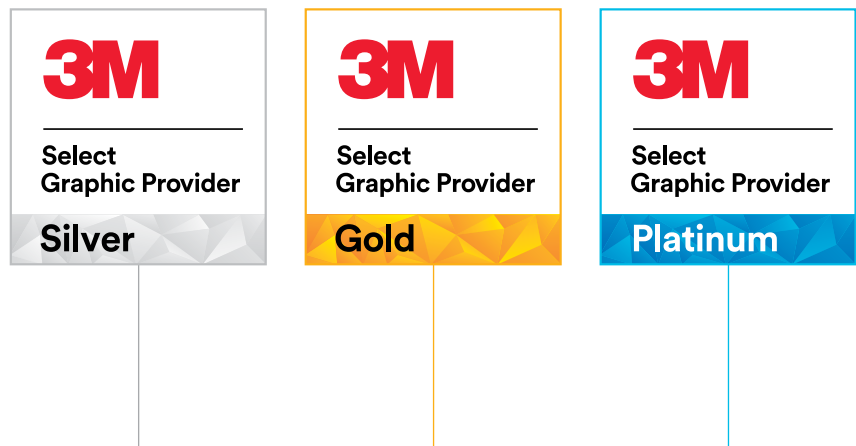
Reach out to your customers with more resources

*Click on each section to access it quickly

3M Select Program benefits

The 3M Select Program offers three levels of participation. Each level of the program is assigned appropriate benefits and thresholds.

Benefits shared across all levels



Brand and promotion

Strong and close relationship with 3M
 Grow your position in the market
 Use 3M Select logo and information about cooperation with 3M in your marketing communication

Networking

Join 3M Select meetings and events
 Share knowledge and experience with other 3M Select Graphic Providers

Be featured

3M Select Graphic Provider promotion via Service Locator tool on 3M websites

Support

Grow your business with dedicated support from 3M
 3M Select Merchandising materials
 Program related swatches and sample books once a year
 Promote case studies with 3M Select Graphic Providers

Differentiation to competition

Let end customers discover the quality reassurance coming from passing 3M Certification
 Offer differentiated services to end customers
 Create competitive advantages based on quality and trust




Stay connected

Early announcement of new product launches
 Common strategic planning of activities for 3M Select Partners
 Regular newsletter to keep you updated

*Click on each section to access it quickly

3M Select Program benefits

Specific benefits for each level

			
Commercial			Select Platinum Club: one annual event*
		Free material - up to 10 sqm for 2 projects	Free material - up to 25 sqm for 5 projects
	Sharing and recommending 3M Select Graphic Provider list to end customers		
Training and technical support		Application training: 50% discount up to 2 installers	Application training: 2 Trainings for free
	Application Engineer technical support		Application Engineer assigned to Platinum Partners
	All partners will be invited to the relevant webinars. At least one annual virtual training- business/products on segment basis.		
Warranty	Extended warranty**: up to 150% of material cost	Extended warranty**: up to 250% of material cost	Extended warranty**: up to 500% of material cost

*Arranged on global, area or local level
 **Subject to local entity terms and conditions



*Click on each section to access it quickly

3M™ MCS™ Warranty



3M™ MCS™ (3M Matched Component System Warranty) is a very comprehensive warranty in the advertising market that ensures the optimal quality of the finished product consisting of film, laminates and printed matter, throughout the entire warranty period. 3M™ MCS™ gives you the assurance that all the components used in the production of the graphics have been matched to achieve the highest performance, functionality and durability.

3M tests its products in the most diverse climatic conditions and is able to confirm their durability in every environment around the world. 3M authorises the 3M Select Graphic Provider to warrant graphics produced on 3M films using original warranty-approved inks and protected with a dedicated laminate. 3M's quality promise is simple: to provide reliable, durable and comprehensively warranted graphic solutions to suit all customer needs.

Select Program Warranty



	All Customers	3M™ MCS™ or Product Warranty	3M Select Graphic Provider Silver	3M Select Graphic Provider Gold	3M Select Graphic Provider Platinum
Program options	All Customers	3M™ MCS™ or Product Warranty	3M Select Graphic Provider	3M Select Graphic Provider	3M Select Graphic Provider
3M Basic Guarantee	100%				
3M™ MCS™ or Product Warranty / 3M Select Warranty*		100%	150%	250%	500%
Project Registration	✗	✓	Mandatory for projects with a material value > 5000\$		
Individual Application Specification Applies to Brand Owner Projects	✗	✗	✓	✓	✓
Special Warranties	Special guarantees apply to 3M™ DI-NOC™ projects. Project registration is mandatory. This can be submitted by a 3M Endorsed Installer for 3M™ DI-NOC™ or a 3M Select Graphic Provider in the Interior and Exterior Design area.				

*Subject to local entity terms and conditions



**Learn how to
become a 3M
Select Graphic
Provider**

*Click on each section to access it quickly

Criteria

The below requirements need to be fulfilled by every 3M Select Graphic Provider, regardless for which level or segment the company wants to be certified.



Select Graphic Provider

Silver



Select Graphic Provider

Gold



Select Graphic Provider

Platinum

Marketing and branding

50k \$ in previous calendar year*

100k \$ in previous calendar year*

750k \$ in previous calendar year*

POS data is required for new partners.
Existing partners will continue to be a part of the program.

Experience

1 year in the application area (s)

3 years in the application area (s)

5 year in the application area (s)

*Program details can be found in Terms and Conditions available from your local 3M Representative.



[*Click on each section to access it quickly](#)

3M Endorsed Installer Certification

The 3M Select Program is offered to companies in graphic industry.

The 3M Endorsed Installer certification is a training certification based on the skills of individual installers and is a criterion for accessing the 3M Select Program.

The 3M Endorsed Installer program certifies you as an Endorsed Installer being part of a global network of professional installers.



3M Endorsed Installer

How can 3M Endorsed Installer Certification benefit you?



Be Informed

Learn the latest techniques and standards from industry experts.



Be Recognized

Installers who pass our testing program will receive the accreditation of 3M Endorsed Installer - a title shared by some of the best in the industry.



Be Featured

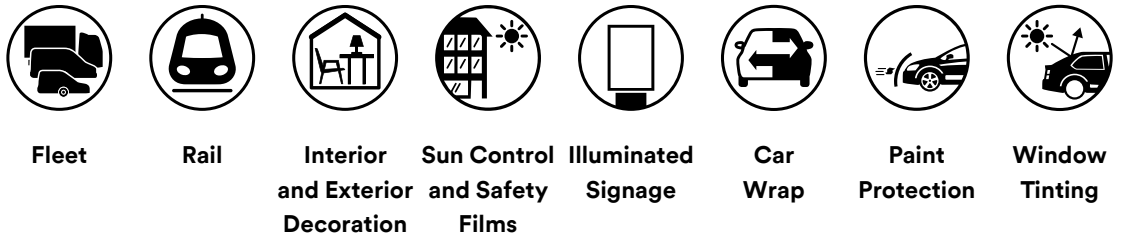
Promote yourself and your business as a leader in installations and we'll promote your services on our installer locator tool.

How are 3M Endorsed Installer Trainings structured?

The 3M Endorsed Installer Program consists of training sessions and an assessment process. After passing the theoretical and practical tests, you will get the 3M Endorsed Installer Certificate.

*Click on each section to access it quickly

Requirements



	Fleet	Rail	Interior and Exterior Decoration	Sun Control and Safety Films	Illuminated Signage	Car Wrap	Paint Protection	Window Tinting
3M™ MCS™ Warranty for Digital Printing	×	×	×	×	×			
3M Endorsed Certification for Fleet	×							
3M Endorsed Certification for Rail		×						
3M Endorsed Certification for 3M™ Architectural Finishes			×	×				
3M Endorsed Certification for 3M™ Building Window Film			×	×				
3M Endorsed Certification for Vehicle Graphics						×		
3M Endorsed Certification for 3M™ Paint Protection Film	×						×	
3M Endorsed Certification for 3M™ Automotive Window Film	×	×						×

*3M™ MCS™ Warranty for Digital Printing is not mandatory for Interior and Exterior Decoration, Sun Control and Safety Films and Illuminated Signage.
 *3M Endorsed Certification for 3M™ Paint Protection Film and 3M Endorsed Certification for 3M™ Automotive Window Film are not mandatory for Fleet.



[*Click on each section to access it quickly](#)

3M Select certification process



Contact 3M

Contact your 3M representative and receive the necessary application forms.



Learn more

Together with your 3M representative, go through the program rules, get answers to your questions and verify your eligibility to join the 3M Select Program.



Regulations

Please read the program regulations to understand the requirements and benefits of using the 3M Select logo.



Training

Complete required training or obtain missing certifications.



Audit

Together with your 3M representative, go through the 3M Select Program eligibility audit process.



Certification

All the points behind you? Congratulations!
You have become a 3M Select Graphic Provider. From then on, you can use the dedicated logo and enjoy other benefits of the 3M Select Program.

Program duration

The 3M Select Program is reviewed every 24 months.

EXPLORE.

**Ready to take
the next step?**





*Click on each section to access it quickly

Contact us if you are interested to become our 3M Select Graphic Provider:



Reach out to your 3M representative



Fill the form





Commercial Solutions Division
3M United Kingdom PLC 3M Centre,
Cain Road, Bracknell, Berkshire,
RG12 8HT

(C) 3M 2022. All rights reserved. 3M, DI-NOC and MCS are trademarks of 3M company.