

INTEGRATION PARTNERSHIP

Become a Smarter.Yachts Integration Partner

Your expertise.
Smarter onboard solutions.





Make Your Yacht Smarter.

Smarter.Yachts simplifies and integrates your onboard systems into one intuitive control experience.

Inspired by smart home technology.
Built for life at sea.

Built by boaters. Used by boaters.



Beyond Remote Control. Smarter Onboard Solutions.

Predefined, configurable solutions that combine control, automation and integration.

01 Motion

Gangways, tenderlifts, windlasses and furlers.

02 Switching

Lights and pumps with timers and scheduled actions.

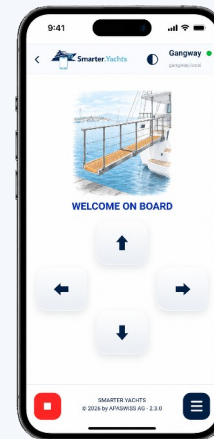
03 Fluid

Valve, pump and tank-selection integration.

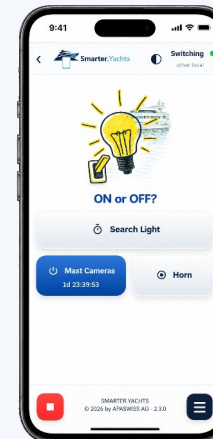
04 Energy

Generator automation linked to battery needs.

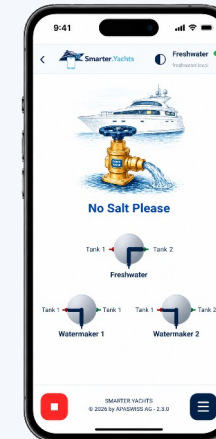
01 Motion



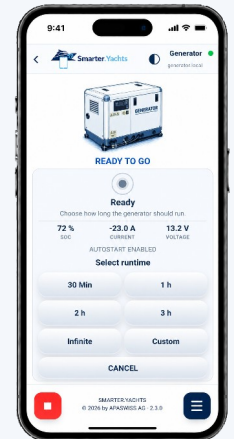
02 Switching



03 Fluid



04 Energy



Start with one solution. Expand as your needs grow.

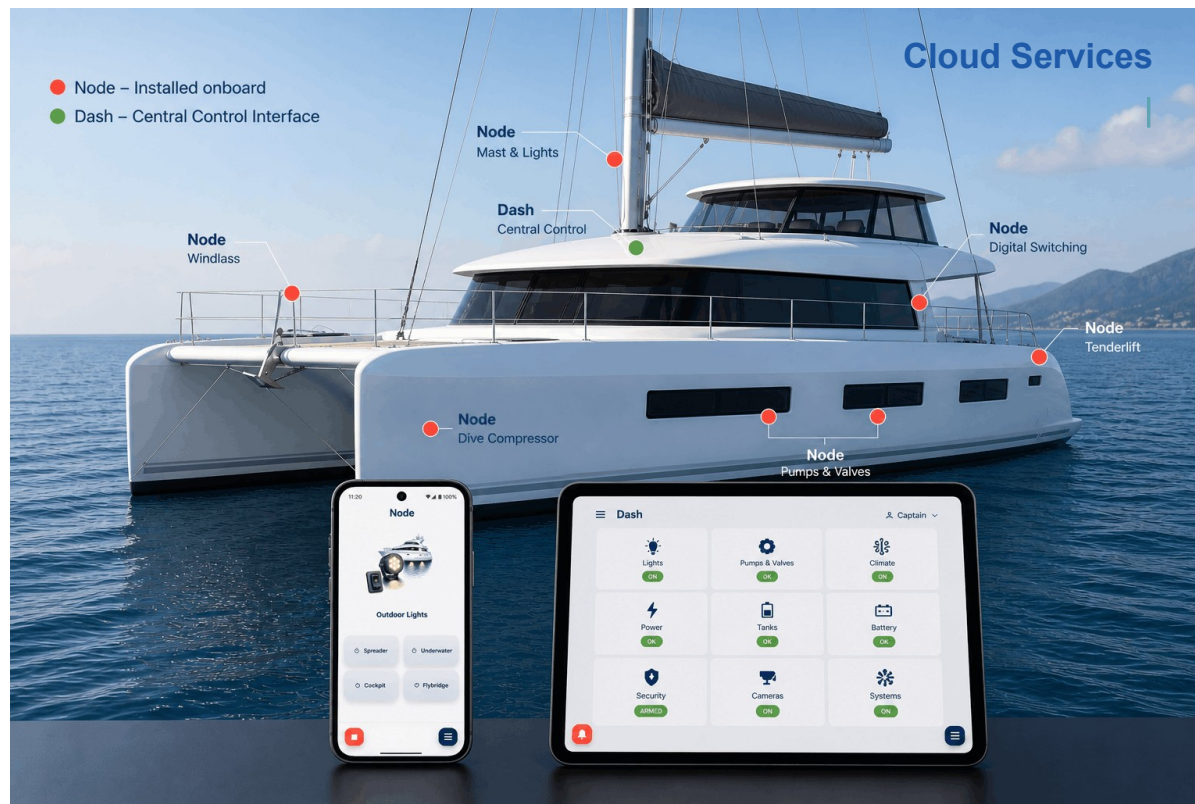
Let's Start with One or Two Use Cases.

Expand as your needs grow.

Black Water Pump · Black Water Valve ·
Code 0 Control · Dive Compressor · Freshwater Selection · **Gangway Control** · Generator Automation · Generator Control · Jib / Genoa Control · Navigation Control · Spreader Lights · Tenderlift Control · Underwater Lights · Watermaker Selection · Windlass Control



One Ecosystem. Four Products.



* Planned in Q1 2027

● **Node V2**
Controls onboard equipment locally.

☎ **App**
Mobile access to Node V2 and Dash* on iOS and Android.

● **Dash***
Central overview, scheduling, remote access and monitoring.

☁ **Cloud Services**
System configuration, messages, maintenance logbooks and NMEA 2000 data.

Connected Onboard. Independent by Design.

Connect onboard equipment. Integrate existing systems. Bring control together.

EQUIPMENT & INTEGRATION

Onboard Equipment

Marine generators · Valves
Gangways, Lights, ...

System Integration

NMEA 2000
Victron Cerbo GX

ONBOARD NETWORK

Node

Dash

Onboard or Smarter.Yachts Wi-Fi

App · iOS & Android
Browser

Internet

Cloud Services

System configuration,
Messages, Logbooks,
Maintenance Records,
NMEA 2000 data

Core onboard control works without internet. • Integration depends on equipment and configuration.

About Us

Built by boaters. Used by boaters.

We are a Swiss software company focused on developing and distributing maritime solutions.

APASWISS AG is part of a Swiss corporate group that is also active in the luxury yacht charter business—connecting software expertise with practical experience on board.

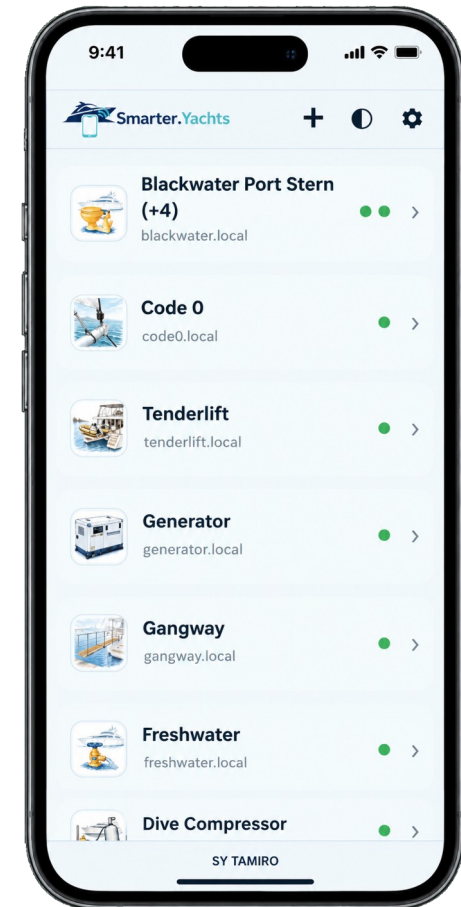
Smarter.Yachts is a brand of APASWISS AG, Switzerland.



INTEGRATION PARTNERS

Our Integration Partner Program

Your expertise. Our platform.
Smarter solutions, delivered together.



Why Partner With Us?

Strengthen your positioning. Grow your business.

Lead with advanced technology

Position your company as an expert in modern yacht automation and integration.

Create experiences worth recommending

Deliver intuitive onboard solutions that encourage customer referrals.

Deliver faster. Improve project margins.

Use predefined solutions to reduce implementation effort and improve profitability.

Benefit from attractive reseller margins

Add product resale earnings alongside engineering, installation and commissioning.

Commercial terms agreed individually. Partnership image is illustrative.

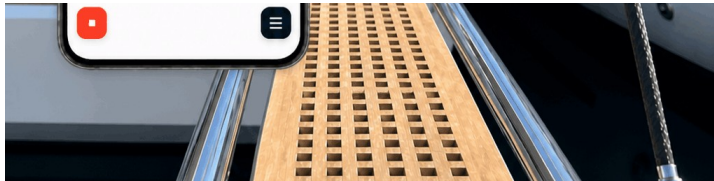


Typical Integration Projects

From a focused upgrade to integrated yacht automation.

01

Point Solutions



Gangway control or generator automation.

~4 hours

HARDWARE REVENUE

€400

Illustrative durations and hardware revenue per project; actual scope and values vary. Revenue is not margin.

02

Semi-Advanced Solutions



Blackwater tank operation and associated pump / valve control.

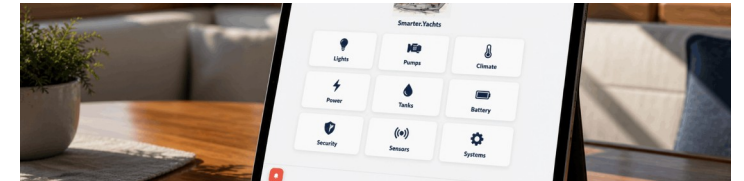
2–3 days

HARDWARE REVENUE

€1,000–€3,000

03

Advanced Solutions



Full yacht automation, including remote control and monitoring.

5–10 days

HARDWARE REVENUE

€5,000–€7,000

Skills Required

Practical marine expertise. Confident installation and configuration.

Marine Equipment

Understand onboard equipment, control interfaces, interlocks and existing controls.

12 / 24 V DC Installations

Power supplies, wiring, fusing, relays and control signals.

230 V AC Installations

Competence in safe installation, protection, testing and fault finding.

IP Networks & Configuration

Set up IP / Wi-Fi networks, configure devices and diagnose connectivity issues.

No app development required for supported standard use cases.

Electrical work requires appropriate qualifications and compliance with applicable installation standards.

Grow Your Business

Partner benefits that support your customer projects.

Reseller Conditions

Access to attractive partner reseller terms, agreed individually.

Enhanced Human Support

Additional personal support, depending on business volume.

Documentation & Project Blueprints

Practical references, integration drawings and project blueprints.

Deliver with confidence. Build lasting relationships.

Partner terms agreed individually; enhanced human support depends on business volume. Images are illustrative.



Build Expertise. Shape What's Next.

Learn together. Test new ideas. Share your experience.

Training Programs

Access to training on products, configuration and integration.

AI Support Agent

AI-assisted guidance for product and integration questions.

Beta Testing & Early Access

Test upcoming releases and help shape improvements through practical feedback.

Your field experience helps make the platform better.

Training and beta participation subject to programme availability and agreed scope. Images are illustrative.



Next Steps

Let's build your Smarter.Yachts integration business.

- | | | |
|----|--|--|
| 01 | Explore Solutions & Commercials | Complete the introductory training module on solutions and commercial opportunities. |
| 02 | Align Business Targets | Agree your focus, target customers and business objectives. |
| 03 | Sign a Partner Agreement | Define the partnership scope, responsibilities and commercial terms. |
| 04 | Train & Certify Your Team | Prepare your team for configuration, installation and commissioning. |
| 05 | Launch Your First Projects | Get enhanced support for your first customer projects. |

Start with a shared plan. Build capability. Deliver together.

Let's Connect.



<https://smarter.yachts>

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Save our contact

Scan to add our vCard