



Maximize business continuity while ensuring the safety of your employees and final consumers, all over the world.

Field services and digital services for consumer packaged goods.

se.com/ww/en/work/services/

Life Is On

Schneider
Electric

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Your challenges



Operational
efficiency



Safety and
compliance



Workforce
empowerment



Start your
services journey



Consumer packaged goods

The pandemic crisis, the rapid and continuous evolution of consumption, changes in purchasing behavior are affecting the number of SKUs, while new constraints are pushing the already aging production tools to the limit. The global environment further influences the industry, with climate change, resource scarcity and supply chain constraints impacting the availability of raw materials.

Other challenges for the consumer packaged goods manufacturers include:

- Energy, water and waste management cost
- Consumer trust and regulation increasing the need of information and traceability
- Dynamic workforces, faced with attracting and retaining talent



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Safety and
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New technologies drive huge benefits

Smart sensors, real-time information, Artificial Intelligence engines, software-driven analytics, sustainability platforms, technology as a service - all of these factors are driving new opportunities, including the ability to:

Predicting failures of critical assets

Enhancing safety

Enabling end-to-end traceability

Allowing real-time decision making

Empowering workers

Aligning business and operations

Connecting and optimizing operations

Digitization alone could bring €298B in additional value to companies in the resources industries between 2016 and 2025 by means of productivity gains, cost reductions, and fuel and energy savings.

Source: World Economic Forum / Accenture





How can we help?



Operational
efficiency



Safety and
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We understand your challenges and can help address them



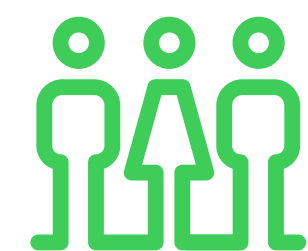
Operational efficiency

Improve your business continuity by monitoring asset performance while reducing downtime.



Safety and compliance

Ensure safety of people and assets while managing compliance and quality across the globe.



Empowered workforce

Help make smarter, faster and more efficient decisions.



Sustainability

Contribute to improve your brand image while reducing costs.



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Your solutions



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OPERATIONAL EFFICIENCY

\$3,000/h loss for each equipment failure incident – no downtime

We help you achieve operational efficiency in your factory by reducing downtime.

Services focus: spare parts, maintenance, remote expertise, modernization, asset management.



Operational
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Spare parts

Your needs

- Reduction of downtime and restart time
- Having access to the right parts at the right time
- Comprehensive information to fix parts in appropriate conditions



+ More information



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WE CAN HELP YOU

- Spare parts availability 24/7
- Prioritization of equipment that results in recommendations for necessary stock
- Equipment obsolescence management for smooth transition and assurance of spare parts availability beyond commercialization
- UPS battery replacement



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Maintenance

Your needs

- Reduce unplanned outage
- Anticipate potential problems
- Schedule time for shutdown when operating 24/7
- Manage maintenance cost
- Keep equipment at optimal performance for as long as possible
- Keep both equipment and people safe



WE CAN HELP YOU

- OnDemand maintenance
- Service Plans for preventive maintenance including diagnosis and corrective maintenance with reactivity commitment for your equipment
- Digitize with Advantage Service Plan Connect: digital connectivity with EcoStruxure Asset Advisor
- Remote expertise as part of your operations team for a faster issue identification and resolution



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Remote expertise

Your needs

- Get 24/7 live service support from Schneider Electric experts
- Quick resolution to safeguard your electrical installation and equipment
- A trained Field Service Representative with you without the need for them to travel to site

WE CAN HELP YOU

- Enhanced Remote Assistance
 - Faster understanding of any issue
 - Reducing travel and labor costs
- Secure and Easy to Use Tool
 - Works on all platforms and connected devices with an active internet connection
 - Communications are fully encrypted and all data is handled confidentially

*included in your Advantage Service Plan contract



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Modernization

Your needs

- Extend asset life
- Fast and reliable replacement of obsolete components
- Extend reliable life of your modular UPS
- Maximize reliability and productivity
- Enhance cybersecurity and safety
- Leverage IIoT capabilities



+ More information

WE CAN HELP YOU

- Upgrade or migrate your PLC and LV/MV Drives to improve productivity and protect your technology investment
- Quickly replace aging electrical equipment with ECOFIT
- Refresh UPS and Cooling System: a replacement solution with the latest and most adapted equipment
- Modular Power Revitalization Service: preventive replacement of critical components to extend the reliable life of a modular UPS



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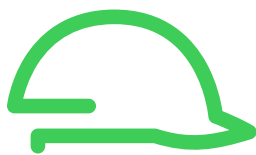


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Asset management

Digital services



Monitor

Ensure the safety of your team and installation

Digital asset monitoring services



Manage

Secure the continuity of your operations

Digital asset performance monitoring services



Visualize

Get clear ROI and TCO

Digital asset life cycle management services



Strategize

Control your maintenance and operation budget

Asset investment planning and financial modeling



Consult

Optimize your OEE through multi-system

Consulting, implementation and training services

-25%

unplanned downtime

-50%

maintenance costs

-30%

energy savings

Significant reductions in system risk, liability, and power factor penalties

+EcoStruxure™ Asset Advisor

A 24/7 cloud-enabled monitoring service for your critical equipment.

- **Preventive** – anticipate maintenance and manage day-to-day operations through smart alarming
- **Predictive*** – Manage critical asset performance and safety through predictive analytics

Learn more



Operational efficiency



Safety and compliance



Workforce empowerment



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SAFETY AND COMPLIANCE

No compromise on safety

We help you ensure safety of people and assets while managing compliance and quality across the globe.

Services focus: MPS audits, Arc Flash, Fire Assessments, Trainings, Worldwide Service frame agreement, global set up.



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MPS walkthrough

Maintenance performance safety

Your needs

- Maximize safety
- Improve performance
- Mitigate failures
- Identify obsolescence
- Prioritize investments

+ More information



WE CAN HELP YOU

A one-day audit of your installed base that yields significant insight

- Quick and cost effective assessment of your electrical system health and status
- Get a detailed hierarchy of your electrical equipment
- Receive detailed characteristics and findings related to safe work practices and standards compliance



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Arc-Flash solutions

Your needs

- Safety of your people and installation
- Reduce shutdown risk, minimize damage, and optimize maintenance efficiency
- Comply with the most stringent global regulations



+ [More information](#)



WE CAN HELP YOU

- Over 100 licensed Schneider Electric professionals
- Arc-Flash & Safety Risk Assessment
- Arc-Flash Hazard Analysis
- Arc-Flash Mitigation study
- Technologies to mitigate Arc-Flash risks (e.g. VAMP)



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Training

Your needs

- Reduce risks during operations
- Maximize plant availability and utilization
- Reduce the cost of insurance



[+ More information](#)

WE CAN HELP YOU

- Electrical Risk Prevention E-learning
- On-site training with our critical power and cooling systems
- Tailored training solutions to get the most out of your Data Centers
- Operator Training Simulators
- Immersive training with haptic VR



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Service frame agreement across the globe

Your needs

- Keep business nice & easy by saving on transactional cost & decreasing lead time
- Ensure world-wide vision & homogeneity of supplier

WE CAN HELP YOU

- Establish world wide T&C to ease PO process
- Add a service addendum to product frames
- Make agreed price list per geography



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Global setup with standardized scope

Your needs

- Deploy best in class service according to your standard whatever the geography is
- Avoid a confetti of service suppliers with non-aligned scope and performance level

WE CAN HELP YOU

- Create a guide for services by category of equipment
- Propose a global setup to quote these services
- Propose a global setup to execute these services, including global project management
- We have the possibility to provide a SPOC to manage the complexity of multiple geographies, rules & laws, languages, and asset installed base



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WORKFORCE EMPOWERMENT

Up to 50% reduction in
maintenance cost – go digital

We help you drive your digital transformation by better
empowering your workforce.

Services focus: Audit, Condition-based maintenance,
Augmented Reality, Virtual Reality.



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Audit & assessment

Your needs

- Ensure reliability of your installation
- Reduce failures
- Manage maintenance and modernization costs
- Global multi-site management



+ More information



WE CAN HELP YOU

- A site-wide electrical installation assessment to define an improvement & risk management program
- Make optimal use of operational budgets and provide short term and long term strategies for your industrial automation system
- A solution across multiple sites and regions



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A construction worker wearing a white hard hat, safety glasses, and a high-visibility yellow vest over a dark jacket is looking down at a tablet computer he is holding with both hands. The background is slightly blurred, showing what appears to be a construction site with a concrete pillar.

Share collective business knowledge to improve your operations.



Aid the decision-making with data-driven insights.



Leverage secure, web-based communications to integrate global operations to access remote operations and maintenance expertise.



Attract the next generation
of the 'digital' workforce



Reduce onboarding time



Increase retention
and productivity



Capture and retain
operational know-how



Support effective
change management

Combines contextual and local dynamic information for mobile users, enabling them to experience fusion of the physical, real-life environment with virtual objects.

Operational efficiency

Safety and compliance

Workforce empowerment



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Condition-based maintenance

EcoStruxure Asset Advisor

Your needs

Achieve financial efficiency:

- Minimizing unplanned shutdown
- Monitoring your energy consumption
- Optimizing your maintenance budget

WE CAN HELP YOU

- **Preventive** – anticipate maintenance and manage day-to-day operations through smart alarming
- **Predictive** – Manage your critical assets performance and safety through predictive analytics



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Augmented reality

EcoStruxure augmented operator advisor

Your needs

- Reduce downtime
- Speed up operation and maintenance
- Reduce human errors

WE CAN HELP YOU

- Augmented reality for instant diagnosis and contactless maintenance
- Real-time information at your fingertips, whenever and wherever it is needed
- Enabling operators to superimpose the current data and virtual objects onto a cabinet, machine, or plant for improved operational efficiency

[Learn more](#)



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SUSTAINABILITY

UP to 30% reduction in energy

We help you with our approach for circular economy while better managing your energy consumption.

Services focus: Circular economy,
Active Energy Management, SF₆ recovery.



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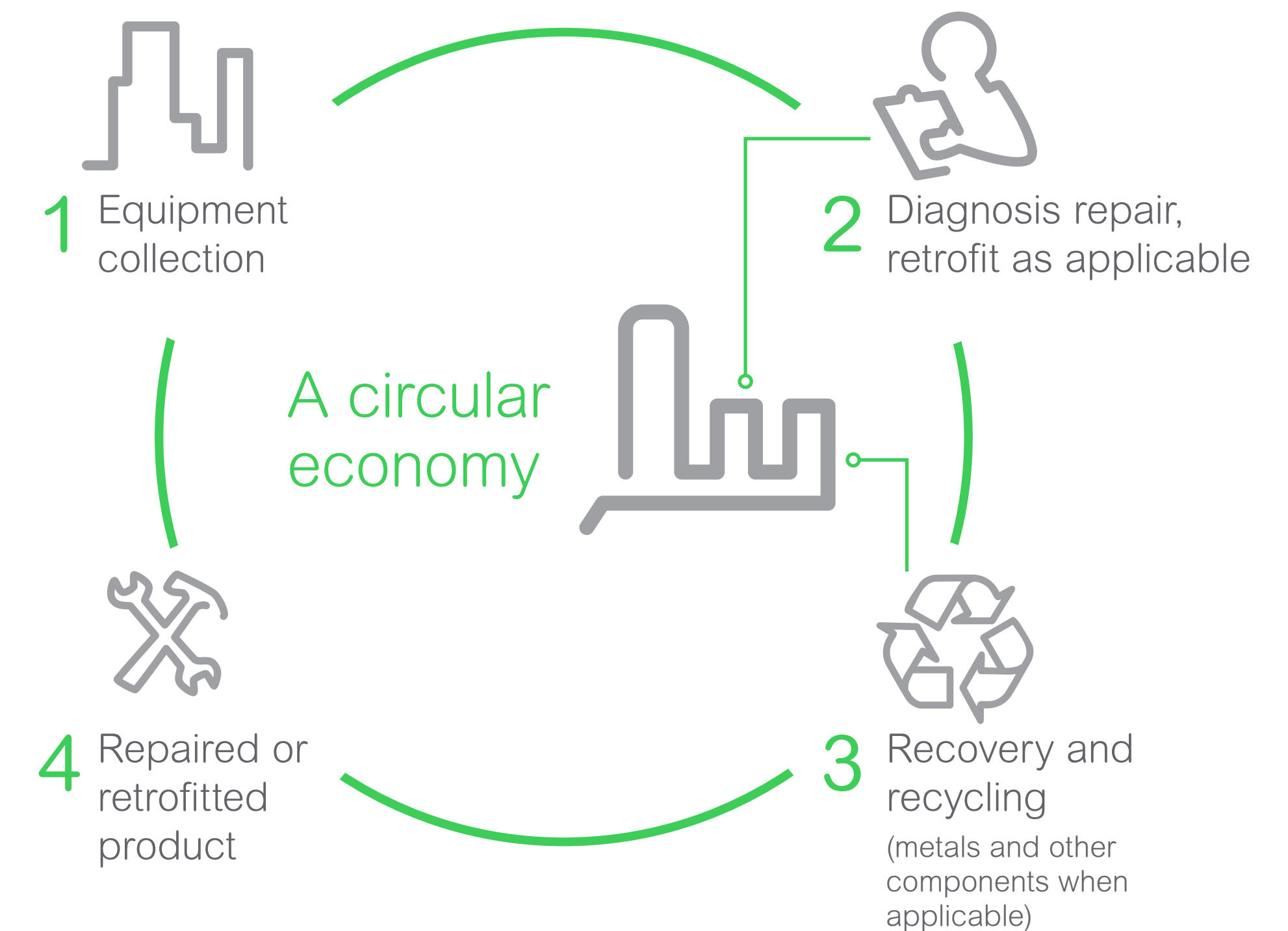
Approach to circular economy

Your needs

- Reduce environment impact by maximizing the opportunities of revitalization
- Comply with local and international regulations

WE CAN HELP YOU

- Adopt a circular economy by replacing only active switchgear components to renew, upgrade or add new functionalities, like connectivity, and enable the whole switchgear's life to be prolonged.
- Replace your old batteries with new, with full confidence that the old batteries will be disposed of meeting local environmental standards.



Strong capabilities in active energy management



Supply € / \$ / £

Buy smarter

Reduce price



Efficiency kWh

Optimise resources

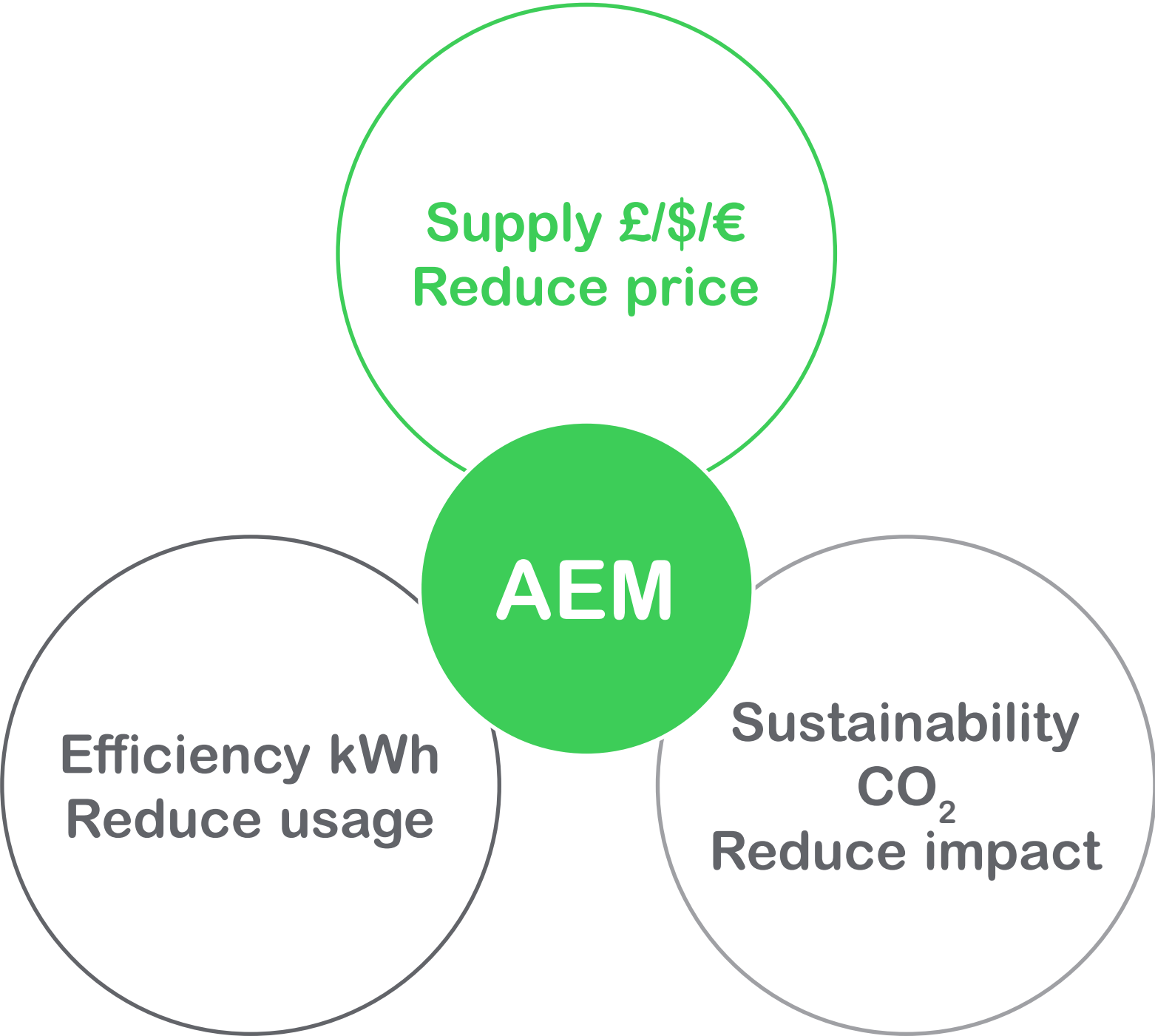
Reduce usage



Sustainability CO₂

Operate sustainably

Reduce impact



[Learn more](#)

We help you connect, optimize and impact energy and sustainability goals

SF₆ Recovery

Your needs

- Protect people from chemical substance risks by reducing CO₂ impact
- Become environmental friendly while keeping a high reutilization rate of your aging electrical equipment
- Optimize your total cost of ownership

WE CAN HELP YOU

- Turn-key solutions that include
 - ✓ Processing of obsolete equipment
 - ✓ Closed-process SF₆ recycling or destruction
 - ✓ End-of-life processing of your obsolete electrical equipment

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Success stories



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Yili Group, Inner Mongolia

A model for smart manufacturing and energy efficiency in the dairy industry

Customer challenges:

- Greater energy conservation and emission reduction targets that are difficult to meet using traditional energy management methods
- Energy efficiency status of equipment cannot be effectively monitored and managed in real time
- Lack of detailed and accurate data and analysis to support decision making

The solution:

- Energy management software & expert services
- Modicon M340 PLC, building automation
- Sensors, switches, UPS

Customer benefits:

- Better fault location, isolation and restoration
- Greater network monitoring
- Load flow analysis
- Real-time control and optimization
- Operational planning
- Increased training and insulation

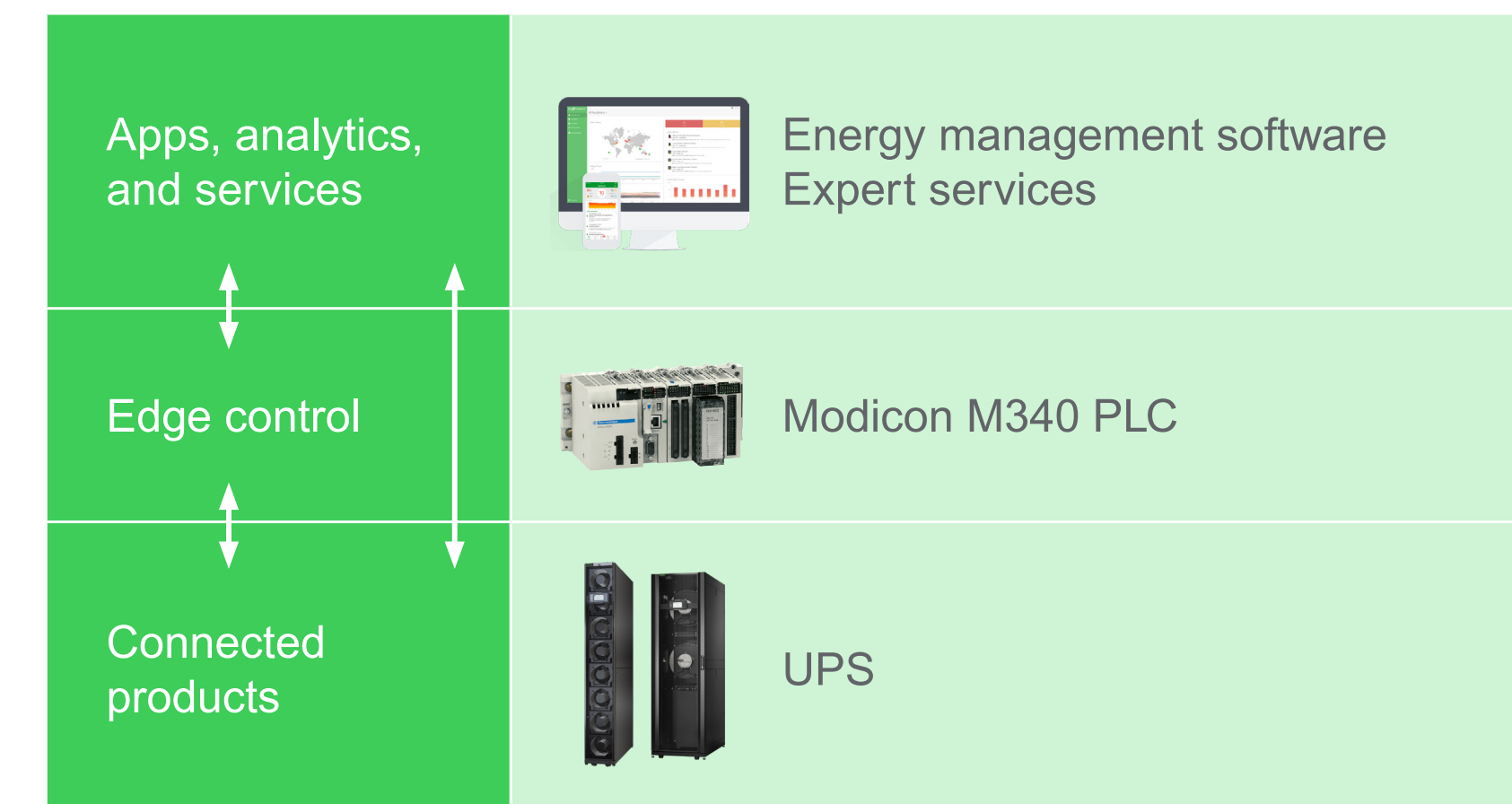
The Results: Life Is On with... Energy costs reduced by 5%

“By applying Schneider Electric’s EcoStruxure Plant... we have achieved transparent and efficient operations management, with operational efficiency increased by 19% and energy costs reduced by 5%.”

Wei Xiangyun,
Deputy Director of the Liquid Milk Production Management Department
Yili Group

The largest dairy company in Asia. Yili Group pursues sustainability by producing premium milk products through smart manufacturing.

EcoStruxure
Innovation At Every Level **Industry**



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Casa Granado, Brazil

Tradition in premium and sustainable cosmetics

Customer challenges:

- Have a better integration between two production lines and find bottlenecks
- Reduce Time to Market

The solution:

- Service expertise
- EcoStruxure Plant including:
- EcoStruxure™ Hybrid DCS
- InBatch
- Modicon M580
- Modicon Quantum Hot Standby
- Modicon X80 Distributed I/O
- Altivar Drives

Customer benefits :

- Compliance with FDA 21 CFR part 11.
- Empowering the workforce through the High performance HMI concept.
- Future-proof solution.
- Lower Time-to-Market
- Better control integration resulting in meaningful analytics and improved production
- Less need for operations and maintenance training with reduced downtime

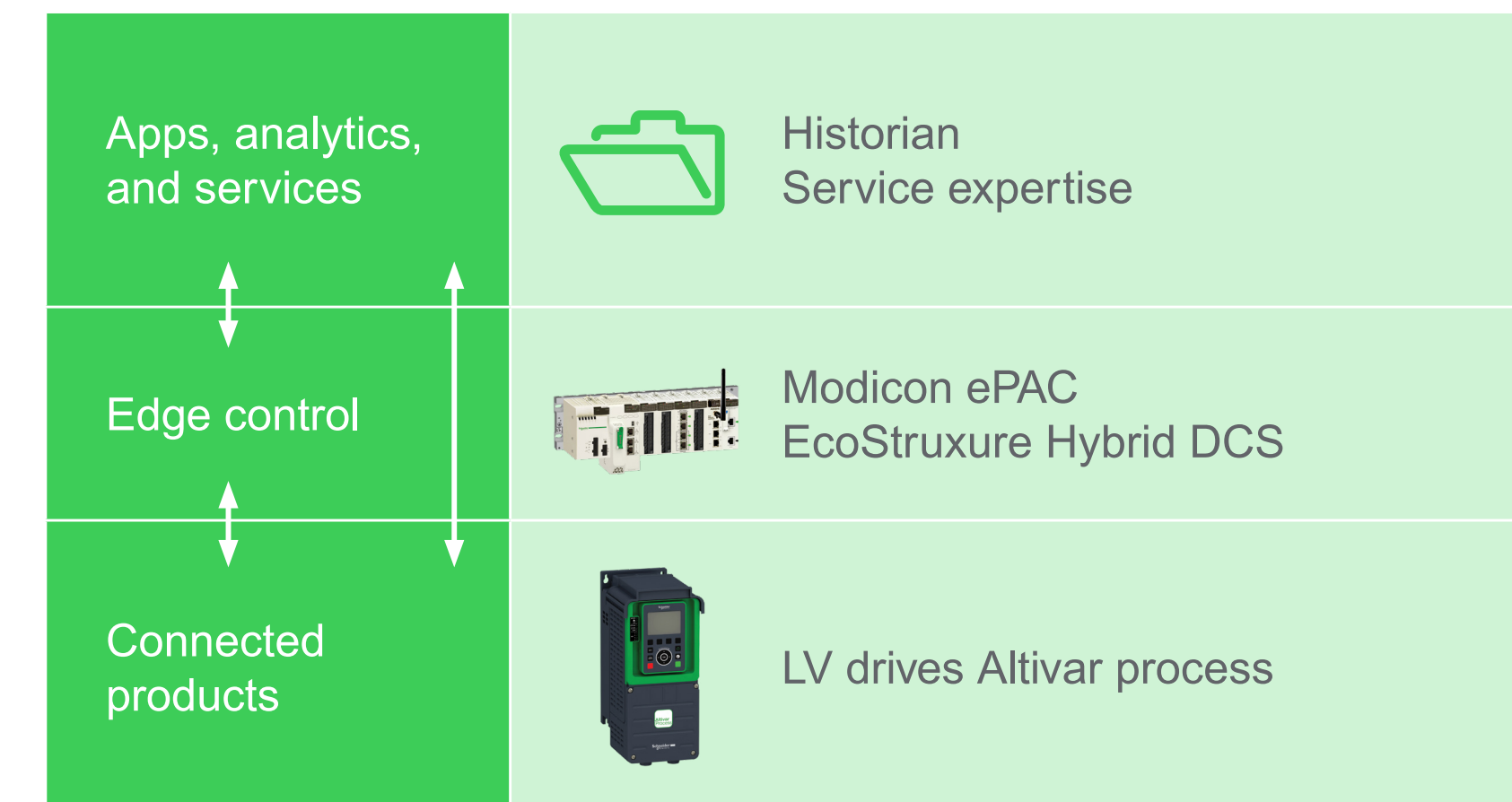
The Results: Life is On with...Short payback

[Link to paper](#)

Founded in 1870, Casa Granado is the oldest Brazilian cosmetics brand. Focused on premium products, Granado produces soaps, moisturizers, colognes, perfumes and other products.

EcoStruxure
Innovation At Every Level

Food & Beverage



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Our position is unique to best serve your industry

- Field services leadership in low and medium voltage and deep domain expertise in CPG industries
- Global company and local presence
- 24/7 Support
- Best in class products with significant installed base in food & beverage, life science and consumer packaged goods
- Strong capabilities in asset management, safety, cybersecurity, operational and energy efficiency

6,650

Field service engineers worldwide

430+

Service Centers

200,000+

tracked equipments in the CPG accounts



Operational
efficiency



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compliance



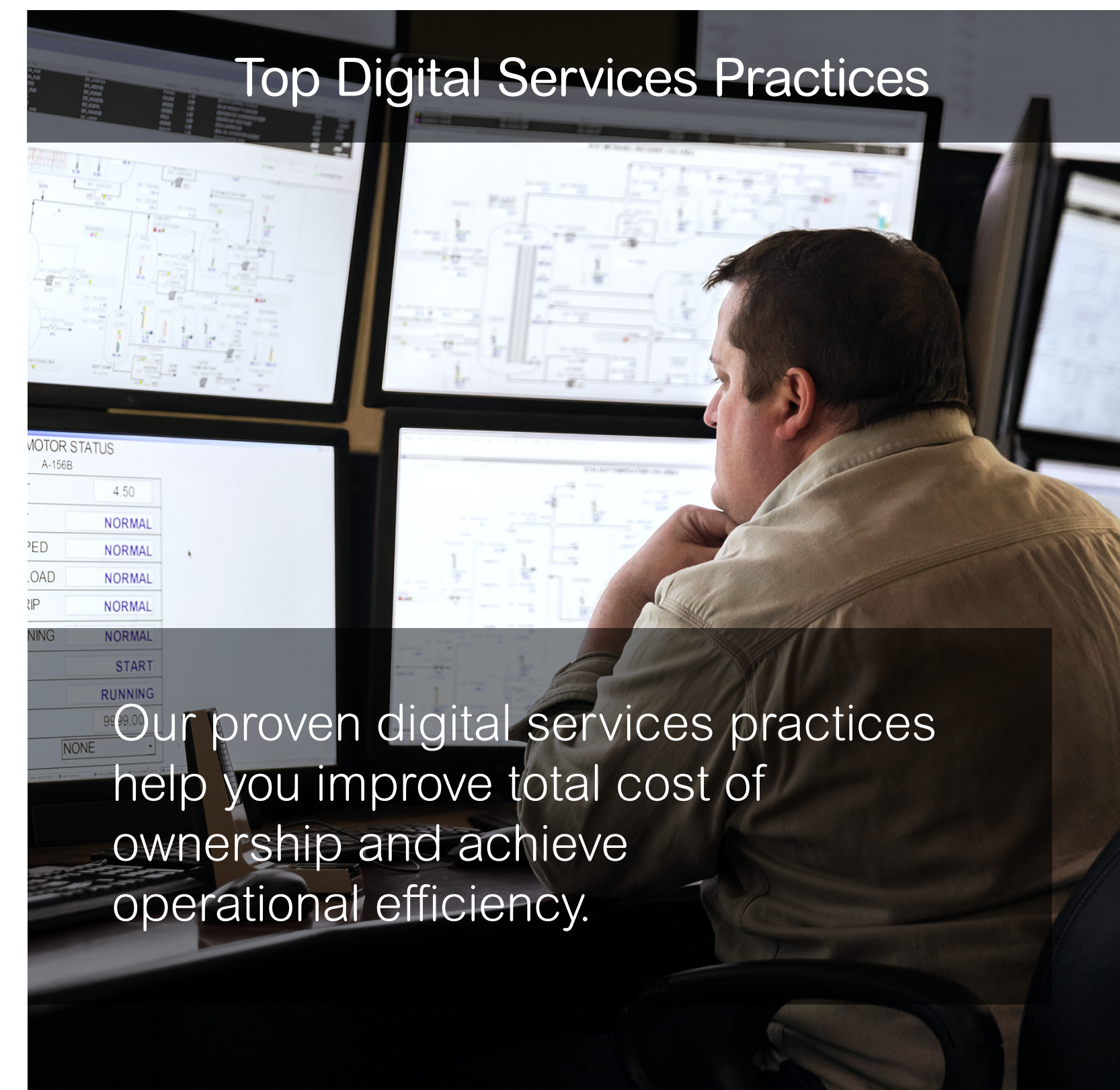
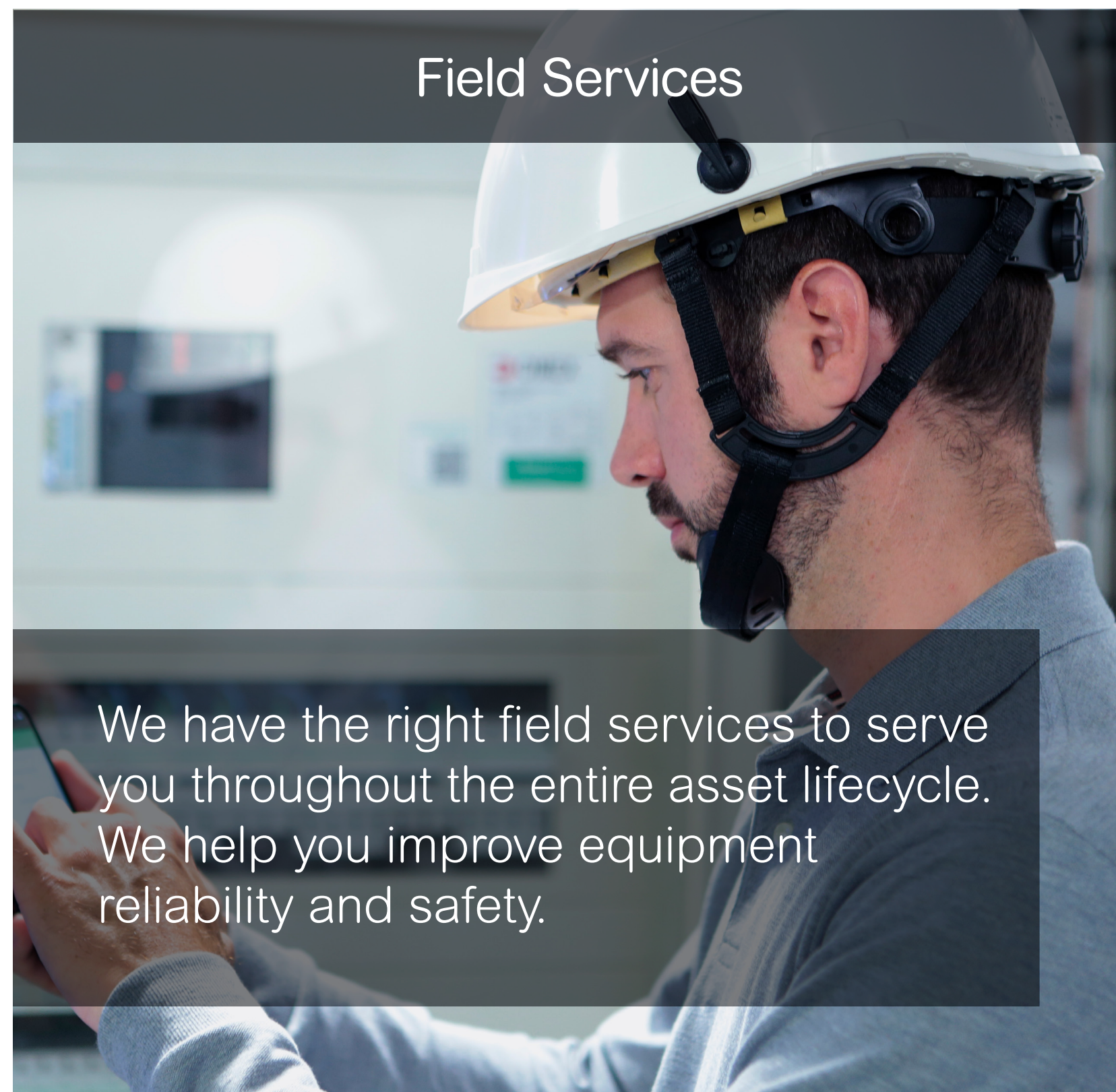
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Our capabilities to serve your specific needs



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Our Promise

Because the CPG Industry is critical, our services experts help you ensure your business continuity with the common goal of ensuring the safety of your employees and final consumers, all over the world.



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Are you ready to start your Services Journey?

Learn more about our services

Contact a sales person



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For more information about F&B, visit:

se.com/food-and-beverage/

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