



Understanding and managing the complexities of your operations

Electrical distribution services

se.com

Life Is On

Schneider
Electric

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Connectivity, IIoT, Industry 4.0, etc.

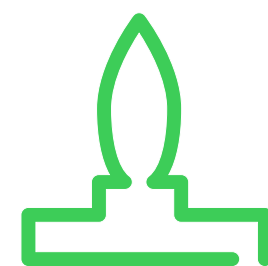
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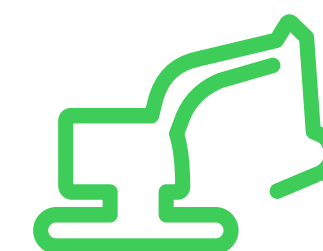
What we do and where we do it

Understanding and managing the complexities of your operations

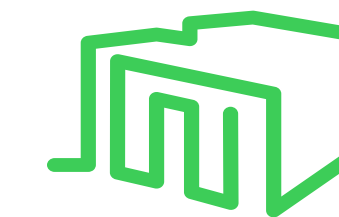
No matter the scale of your enterprise, it's important to understand vulnerable areas and implement preventative, proactive and best practices to mitigate losses. When assessing an electrical distribution enterprise, we focus on the areas of safety, equipment and cybersecurity as deficiencies in those areas tend to be costly.



Unplanned shutdowns of O & G refinery equipment **COST** an average of more than **\$40 million a year** per company



Mining companies sustain a **LOSS** of **\$3,000 per hour** for every equipment failure incident



A failure of one data center of the Delta Airlines (in '16) forced the airline to **CANCEL** roughly **2000 flights** and cost Delta \$150 million

The daily challenge



Improving site safety



Protect



Aging infrastructure solutions



Make your equipment smarter



Who we are



The foundations of safety

Solutions to improve safety

A safe site is a productive site. We take a multi-faceted approach to safety. That includes on-premise training as well as online training classes. In terms of equipment, we design robust, reliable systems that can be continuously monitored and, in some cases, utilize software that can predict impending failure or the need for maintenance. By taking preventive and proactive approaches, we can help minimize downtime and keep your employees safe.



Electricity is **the #1 cause** of fire at industrial sites. **22%** of fires are due to an electrical equipment failure.

Source: FM Global



€10 billion
Annual industrial losses due to power disruptions in Europe.

Source: Leonardo Power Quality Initiative
(European Copper Institute)

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Make your equipment smarter



Who we are



Training

Addressing your needs

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

How we can help you

- Electrical Risk Prevention e-Learning
- Operator Training Simulators
- Immersive training with haptic VR
- Prepare your team for the unexpected

[How digital training innovations improve learning](#)

61+

training locations worldwide

1400+


equipment and process specific courses to choose from

350+

expert trainers in technical & educational fields

44,000+

active e-Learners



90%

of unexpected events in a network, such as power outages, accidents and near misses are caused by human error!

[Train and learn](#)



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Who we are



Arc flash solutions

Addressing your needs

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

How 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

[Arc flash flyer](#)

What is an arc flash assessment?

It is a study investigating a worker's potential exposure to arc flash energy, conducted for the purpose of injury prevention, the determination of safe work practices, and the appropriate levels of PPE required.



\$1.3 million per injury

Treatments for severe burns require an average of 1.5 days in the hospital per percentage of body burned.

[Mitigating arc flash hazards](#)



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Make your equipment smarter



Who we are



Protect your new installation

Give your equipment the very best start!

Original manufacturer Schneider Electric provides unparalleled knowledge & expertise to ensure the best start possible for your equipment.

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Make your equipment smarter



Who we are



Commissioning

Addressing your needs

- Certify the reliability and safety of your equipment
- Fully understand your new installation
- Receive fast support
- Have a single point of contact during on-site work

How we can help you

- Certified installation & commissioning of your equipment according to the manufacturer's specifications, configured for optimal performance and ready to operate safely
- On-site recommendations for operation and maintenance
- Minimize risk of failure

[Get more information](#)



The daily challenge



Improving site safety



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Make your equipment smarter



Who we are



Maintenance

Addressing your needs

- Anticipate emerging problems
- Manage maintenance cost
- Keep the equipment at its most optimal performance as long as it can

How we can help you

- OnDemand maintenance
- [Service Plans](#) for preventive maintenance including diagnosis and corrective maintenance with agreed response time.
- We can help diagnose issues remotely with the help of [Remote Expertise](#)

[Strategies for maintaining electrical distribution equipment](#)



The daily challenge



Improving site safety



Protect



Aging infrastructure solutions



Make your equipment smarter



Who we are



Aging infrastructure solutions

Replacing aging equipment is advantageous in the long term. Our technicians are trained to assess the condition of your equipment and give you an estimated lifespan. Our consultants can help you determine what is the most cost-effective route to take.

\$3,000/hour

Loss for each equipment failure incident

The daily challenge



Improving site safety



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Make your equipment smarter



Who we are



Modernization

Addressing your needs

- Extend asset life
- Fast and reliable replacement of obsolete components with newer more efficient equipment
- Maximize reliability and productivity
- Enhance cybersecurity and safety
- Leverage IIoT capabilities

[Register your product and receive a free obsolescence report](#)

[Let the ECOFIT™ Selector help you choose one of our world-class Retrofit solutions, covering all major brands](#)

How we can help you

- ECOFIT™ solutions update your switchgear with advanced technology, including state-of-the-art circuit breakers, contractors, and protection relays.



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Improving site safety



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Make your equipment smarter



Who we are



End of life services

Addressing your needs

- Managed waste disposal
- Peace of mind regarding environmental compliance
- Contribute to sustainability program

How we can help you

- Recovery and recycling of environmentally regulated substances such as PCB, batteries of any manufacturer or SF6
- Green Premium services implementing circular economy principles such as durability, upgradeability and recyclability
- Green Premium products with a focus on reducing environmental impact, transparency of material content and adherence to regulatory information rules

 [Learn more](#)



The daily challenge



Improving site safety



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Make your equipment smarter



Who we are



Spare parts services

Addressing your needs

- Reduce downtime and restart time
- Have access to the right parts at the right time
- Receive comprehensive information to fix parts in appropriate conditions

How 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 insurance of spare parts availability beyond commercialization

[Find more information here](#)



The daily challenge



Improving site safety



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Make your equipment smarter



Who we are



Electrical distribution consulting services

Whether your enterprise is seeking to expand production capacity, modify to meet different needs or replacing end-of-life equipment to help improve efficiency, Schneider Electric offers several services to bring your enterprise to modern, efficient standards.

Our consulting services include a thorough assessment of the current state of your enterprise and recommendations on what's required to meet your goals.

[Learn more](#)

Addressing your needs

- MPS Enterprise: define an improvement and a risk management program of your installation.
- MPS Prime: assess technical deficiencies, safety, and your system's modernization requirements.
- MPS Walkthrough: assess your electrical system with emphasis on the visual status of equipment, conditions, maintenance operations, obsolescence, and safety.

How we can help you

- Upgrade your equipment cost-effectively and extend the life of your electrical installation
- ECOFIT™: replacement of ageing equipment such as MV or LV circuit breakers, protection relays, transformers
- Tested, validated and certified solutions by Schneider Electric
- Switchboard enhancement that's cost effective and compliant with the latest regulations and technology
- Connected equipment for greater efficiency (asset and energy management)



The daily challenge



Improving site safety



Protect



Aging infrastructure solutions



Make your equipment smarter



Who we are



Make your equipment smarter

Analytics, real-time data, virtual controls, artificial intelligence, cloud computing: these and many other innovations are beginning to merge to help enterprises implement better solutions for their operations. These systems have revolutionized how data is gathered, disseminated and applied.

Virtually all industry sectors will see an increase in [digital services](#) as their benefits have been proven in the areas of efficiency, asset utilization, maintenance strategies, sustainability, safety, training, and the control and monitoring of critical assets.



The daily challenge



Improving site safety



Protect



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Make your equipment smarter



Who we are



Power reliability

Digital services



Optimize

Optimize your system performance ensuring data quality and ideal configuration settings



Improve

Improve your electrical network reliability with ongoing analysis of chronic power quality conditions



Maintain

Employ a proactive approach to system maintenance with our expert service engineers

[Learn More](#)

up to
20% reduction
of unplanned downtime

up to
15% reduction
reduction of maintenance costs

Significant cut
in system risk, liability and
power factor penalties

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Make your equipment smarter

Who we are



Asset management

Digital services



Asset reliability

Optimize day-to-day operations with smart alarming



Maintenance excellence

Make smarter decisions with our predictive asset maintenance analytics



Asset optimization

Our service bureau experts work with you to help you reach optimal levels of output.

EcoStruxure asset advisor

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

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

[Learn more](#)

up to
25% less
unplanned downtime

up to
50% reduction
in maintenance costs

up to
30% reduction
in energy costs

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Protect

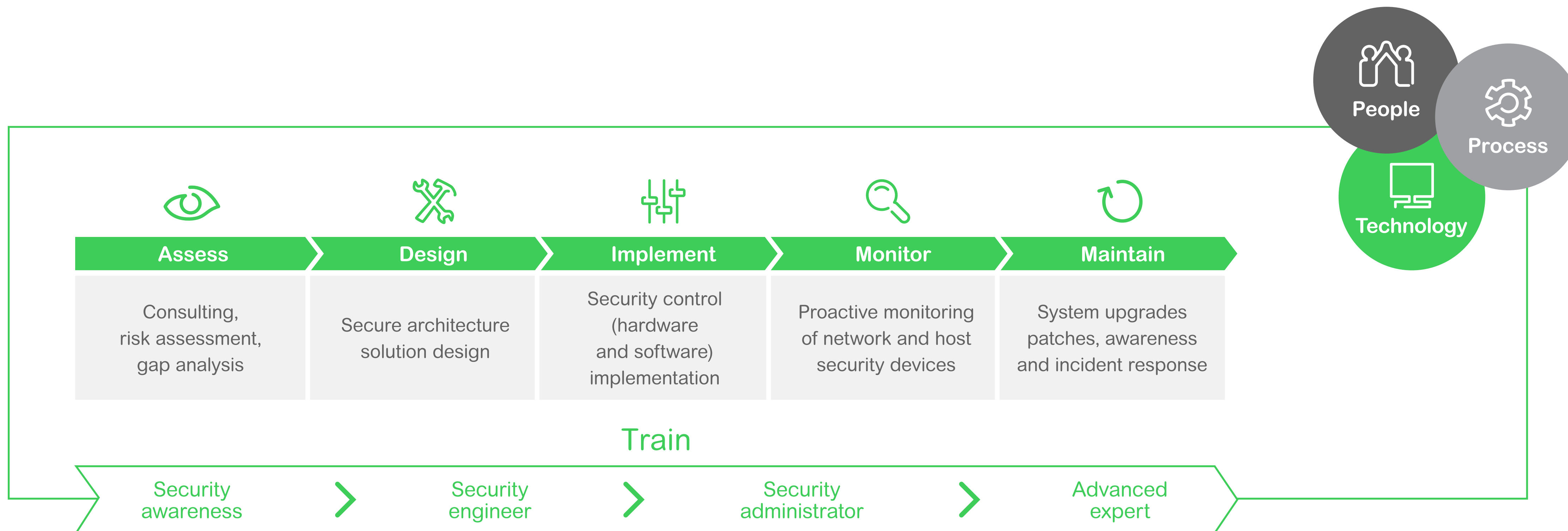
Aging infrastructure solutions

Make your equipment smarter

Who we are



Strong capabilities in cybersecurity for your operational life cycle



[Learn more](#)

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Who we are



Learn more about us

Founded in 1838 by the Schneider brothers, the steel produced by the foundries of Schneider & Cie played an integral part in the Industrial Revolution. By 1891, the company expanded to include the new field of electrification. Schneider would see impressive growth not only in France but throughout Europe during the 20th Century, establishing a leadership position in electrical distribution equipment. With the growth of digitization, Schneider became pioneers in industrial automation, software, critical power and smart grid applications.

Today, the company is one of the most diversified in the industry, offering one of the broadest ranges of products and services in industrial automation and electrical distribution.

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Improving site safety



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Make your equipment smarter



Who we are



A digital-first organization

Our world-wide service professionals strive to meet and exceed our customer's business needs

15,000+
service experts
are available in
90 countries

Through meaningful
partnerships, we help our
customers reduce their
energy consumption by
up to 30%

Over 70%
of our customers are
very satisfied with the
expertise of our service
technicians and their
commitment to
safety compliance

**More than
8.5 million**
of our customers'
assets operate at
peak performance at
over 50,000 sites*

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challenge

Improving
site safety

Protect

Aging
infrastructure
solutions

Make your
equipment
smarter

Who we are




An unparalleled installed base combined with a deep application knowledge


#1 Low Voltage

#1 Medium Voltage

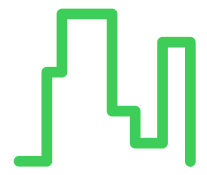
#1 Secure Power




20
of the largest **oil and gas** companies



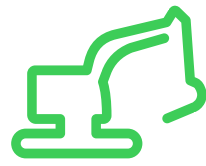
11
of the top brands within **Food & beverage**



1 million+
buildings including
3 of top 5 **hotel** chains and approx.
40% of the world's **hospitals**



3
of the top 4 biggest **hyper scale cloud** providers



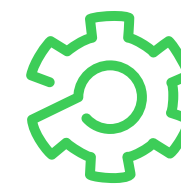
9
of the 10 largest **mining, metals and minerals**



36k
Water and wastewater installations in **120** countries



10
of the world's top electric **utilities**



8
the top 10 **packaging machine** builders

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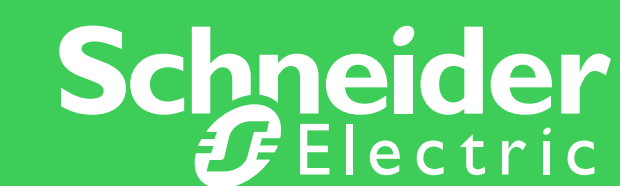


Schneider at work

800k Customer critical sites	8,000 Serviceable products shipped	1,300 Spare parts shipped	80 Electrical diagnosis performed	<p>“Communication was great on the front end and the techs were really diligent on the job site.”</p> <p>— Perdue Farms</p>
5,000 visits from our specialized service sales		40+ countries with service plans		
8,000 Service interventions	100k Interactions with our customer support	340 ECOFIT™ solutions	15 Cubicles recycled	

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