



Maximize business continuity while improving
the safety of your plant and people

Field Services and Digital Services in the Mining, Minerals and Metals Industries

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

Life Is On

Schneider
Electric

Contents

- > Market trends and challenges
- > Services partnership
- > People and plant safety
- > Operational efficiency
- > CAPEX/OPEX prioritization
- > Our promise
- > Customer voice

Market trends
and challenges

Services
partnership

People and
plant safety

Operational
efficiency

CAPEX/OPEX
prioritization

Our promise

Customer voice



The world is rapidly changing, creating numerous challenges to manage your industrial operations



Workforce shift and knowledge management

Millennials will occupy 75% of the workforce by 2025. Companies will need to adapt to fulfill their expectations.



Digital transformation

Digital is having a significant impact in the sector as companies seek to use new technologies to improve productivity and margins.



Fluctuation in energy availability, cost and quality

Despite efforts to improve energy efficiency and reduce costs, overall energy usage is rising.



Cybersecurity

A risky combination of an increasingly connected world and greater complexity in a company's digital landscape. 54% of mining and metals companies have had a cybersecurity incident in 2019.

Market trends and challenges

Services partnership

People and plant safety

Operational efficiency

CAPEX/OPEX prioritization

Our promise

Customer voice



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 are driving new opportunities for your business.



Digitization 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

Market trends and challenges

Services partnership

People and plant safety

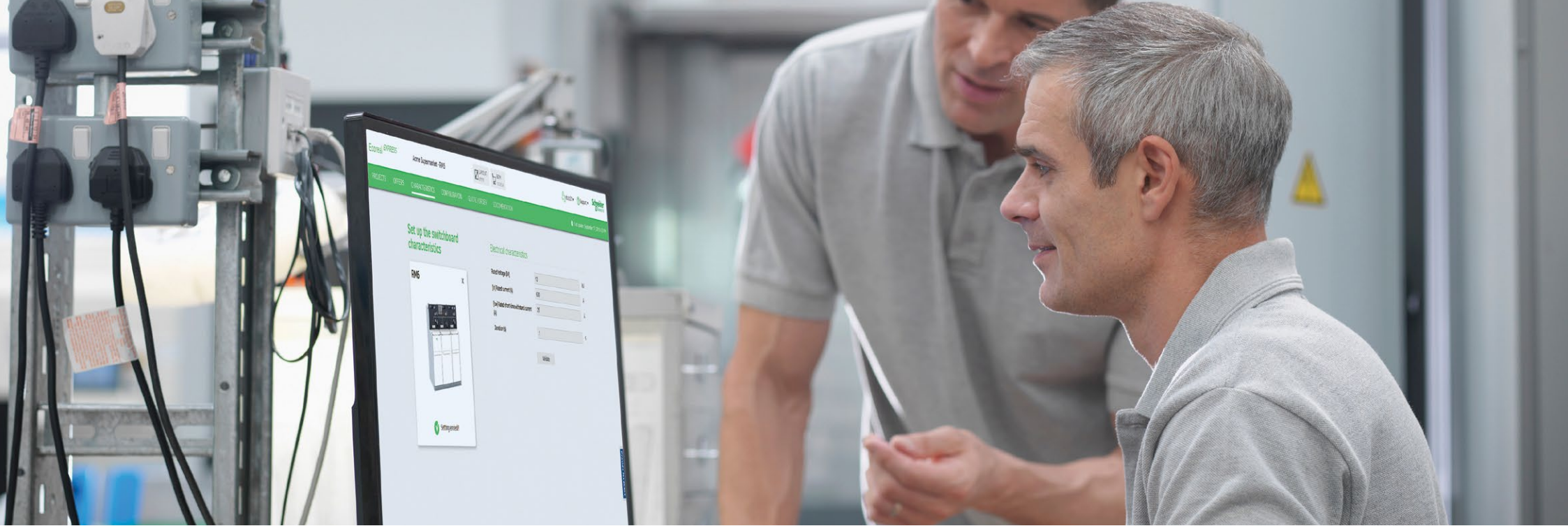
Operational efficiency

CAPEX/OPEX prioritization

Our promise

Customer voice





Keeping your operations running at peak performance is a daily challenge



Aging installations



Dangerous environment



Commodities fluctuations

Market trends and challenges

Services partnership

People and plant safety

Operational efficiency

CAPEX/OPEX prioritization

Our promise

Customer voice



We understand your challenges and can help address them

SAFETY



Ensure safety of People and assets in a dangerous environment

OPERATIONAL EFFICIENCY



Improve business continuity by reducing downtime

CAPEX - OPEX



Prioritize your choices in a versatile and digital environment



Market trends and challenges

Services partnership

People and plant safety

Operational efficiency

CAPEX/OPEX prioritization

Our promise

Customer voice



Our position is unique to best serve you

- Field Services leadership in Low & Medium Voltage and deep domain expertise in Cement, Mining, Glass and Steel industries
- Global company and local presence
- 24/7 support
- Best in class products with significant Installed base in Mining, Cement, Glass and Steel
- Strong capabilities in Asset Management, Safety, Cybersecurity, Operational and Energy Efficiency

6,650+

Field Service Engineers worldwide

430+

Service Centers

532 000

Connected assets

Market trends
and challenges

Services
partnership

People and
plant safety

Operational
efficiency

CAPEX/OPEX
prioritization

Our promise

Customer voice



EcoStruxure™ Mining, Minerals and Metals

Innovation At Every Level

EcoStruxure™ Architecture



*The Schneider Electric industrial software business and AVEVA have merged to trade as AVEVA Group plc, a UK listed company. The Schneider Electric and Life is On trademarks are owned by Schneider Electric and are being licensed to AVEVA by Schneider Electric.

Market trends and challenges

Services partnership

People and plant safety

Operational efficiency

CAPEX/OPEX prioritization

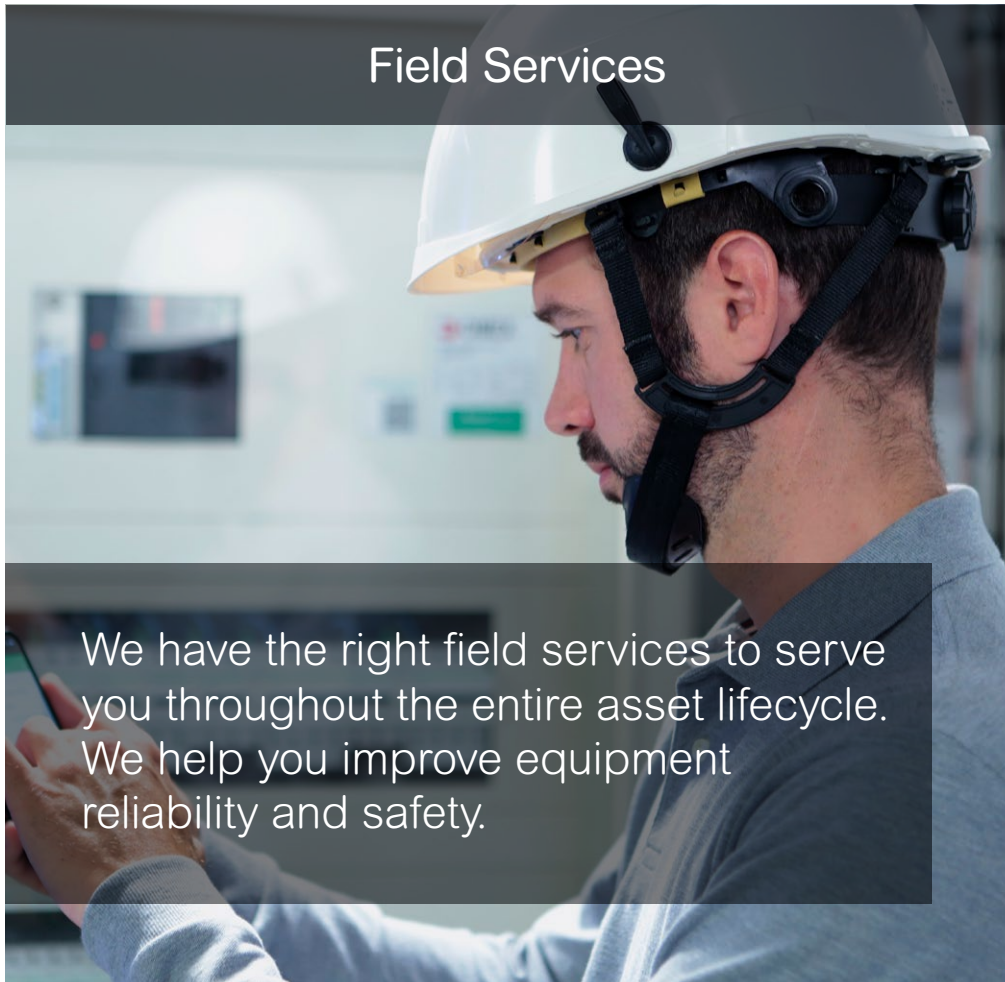
Our promise

Customer voice



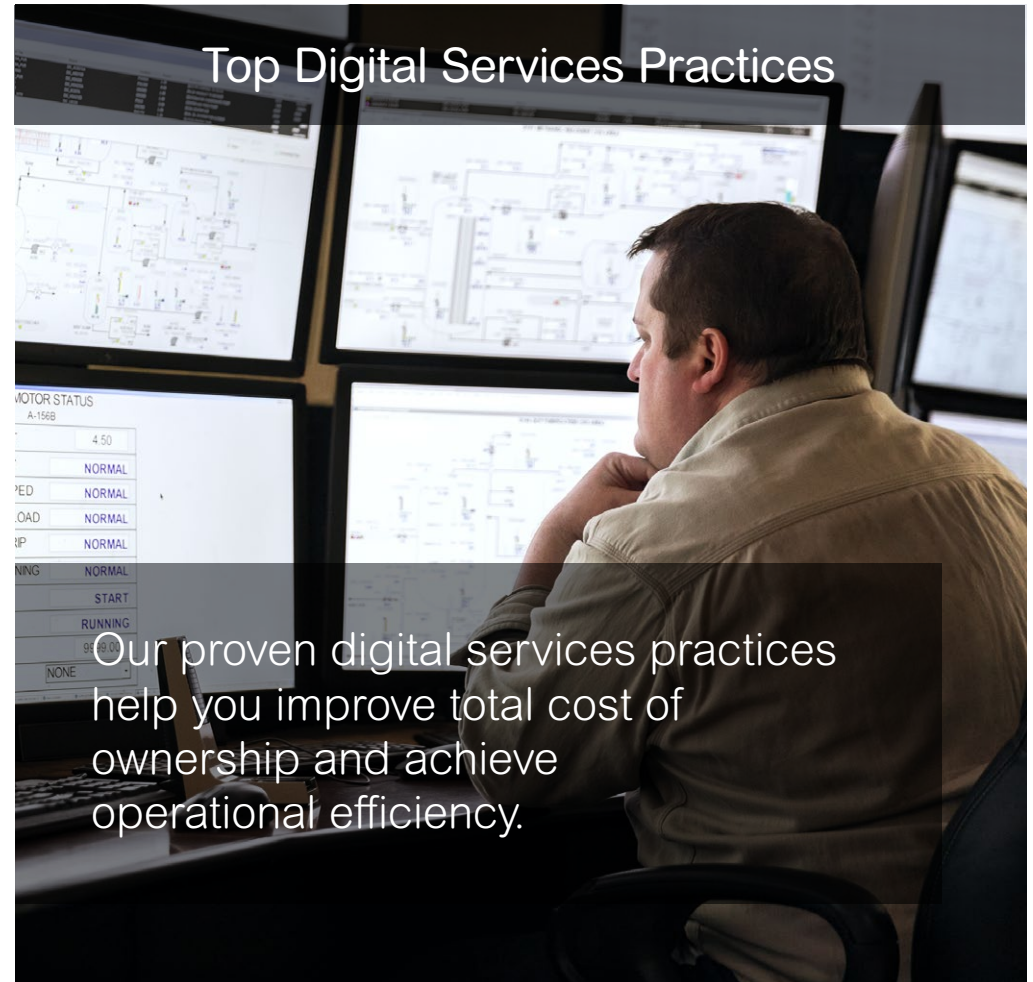
Our capabilities to serve your specific needs

Field Services



We have the right field services to serve you throughout the entire asset lifecycle. We help you improve equipment reliability and safety.

Top Digital Services Practices



Our proven digital services practices help you improve total cost of ownership and achieve operational efficiency.

Market trends and challenges

Services partnership

People and plant safety

Operational efficiency

CAPEX/OPEX prioritization

Our promise

Customer voice





NO COMPROMISE ON SAFETY

Market trends
and challenges

Services
partnership

People and
plant safety

Operational
efficiency

CAPEX/OPEX
prioritization

Our promise

Customer voice





We help you ensure the safety
of your people and equipment

Market trends
and challenges

Services
partnership

People and
plant safety

Operational
efficiency

CAPEX/OPEX
prioritization

Our promise

Customer voice



Commissioning



+ More information

Your needs:

- Certify the reliability and safety of your equipment
- Full understanding of the new equipment
- Fast support
- Have a single point of contact during on-site work

WE CAN HELP YOU

- Ensures your performance and design using on-site testing & commissioning as well as tools and procedures
- On-site recommendations for set-up, operation and maintenance
- Cut installation and lifecycle costs
- Ensure systems operate to manufacturer's specifications
- Minimize risk of failure



Market trends
and challenges

Services
partnership

People and
plant safety

Operational
efficiency

CAPEX/OPEX
prioritization

Our promise

Customer voice



Arc-Flash solutions



+ More information

Your needs:

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

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)



Market trends
and challenges



Services
partnership



People and
plant safety



Operational
efficiency



CAPEX/OPEX
prioritization



Our promise



Customer voice





MPS Walkthrough

Maintenance Performance Safety

Your needs:

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

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



Market trends
and challenges

Services
partnership

People and
plant safety

Operational
efficiency

CAPEX/OPEX
prioritization

Our promise

Customer voice



Training



+ More information

Your needs:

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

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



Market trends
and challenges

Services
partnership

People and
plant safety

Operational
efficiency

CAPEX/OPEX
prioritization

Our promise

Customer voice





We help you achieve operational efficiency in your plant by reducing downtime

Market trends and challenges

Services partnership

People and plant safety

Operational efficiency

CAPEX/OPEX prioritization

Our promise

Customer voice



Spare parts



+ More information

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

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



Market trends
and challenges

Services
partnership

People and
plant safety

Operational
efficiency

CAPEX/OPEX
prioritization

Our promise

Customer voice





+ More information

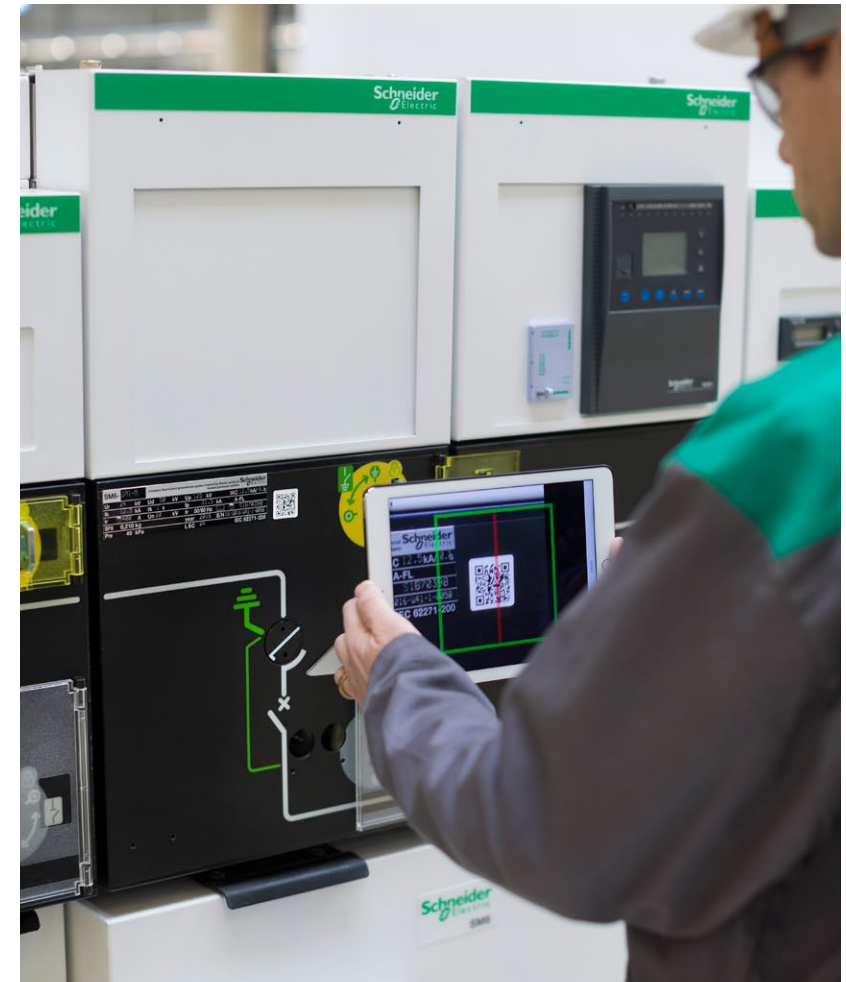
Maintenance

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



Market trends
and challenges

Services
partnership

People and
plant safety

Operational
efficiency

CAPEX/OPEX
prioritization

Our promise

Customer voice





+ More information

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

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



Market trends
and challenges

Services
partnership

People and
plant safety

Operational
efficiency

CAPEX/OPEX
prioritization

Our promise

Customer voice



Asset Management

Digital Services

[+ More information](#)



Field Services

Optimize day-to-day operations with smart alarming



Maintenance Excellence

Make smarter decisions with our predictive asset analytics maintenance



Asset Optimization

Get optimal levels of output and actionable recommendations from our Service Bureau experts

-25%
unplanned downtime

-50%
maintenance costs

-30%
energy savings

+ 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

Market trends and challenges

Services partnership

People and plant safety

Operational efficiency

CAPEX/OPEX prioritization

Our promise

Customer voice



Up to 50%

Reduction in maintenance cost

GO DIGITAL



Market trends
and challenges

Services
partnership

People and
plant safety

Operational
efficiency

CAPEX/OPEX
prioritization


Our promise

Customer voice





We help you drive your digital transformation and optimize CAPEX and OPEX budgets



Market trends and challenges

Services partnership

People and plant safety

Operational efficiency

CAPEX/OPEX prioritization

Our promise

Customer voice



Audit & assessment



+ More information

Your needs:

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

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



Market trends
and challenges

Services
partnership

People and
plant safety

Operational
efficiency

CAPEX/OPEX
prioritization

Our promise

Customer voice



Augmented Reality

EcoStruxure Augmented Operator Advisor

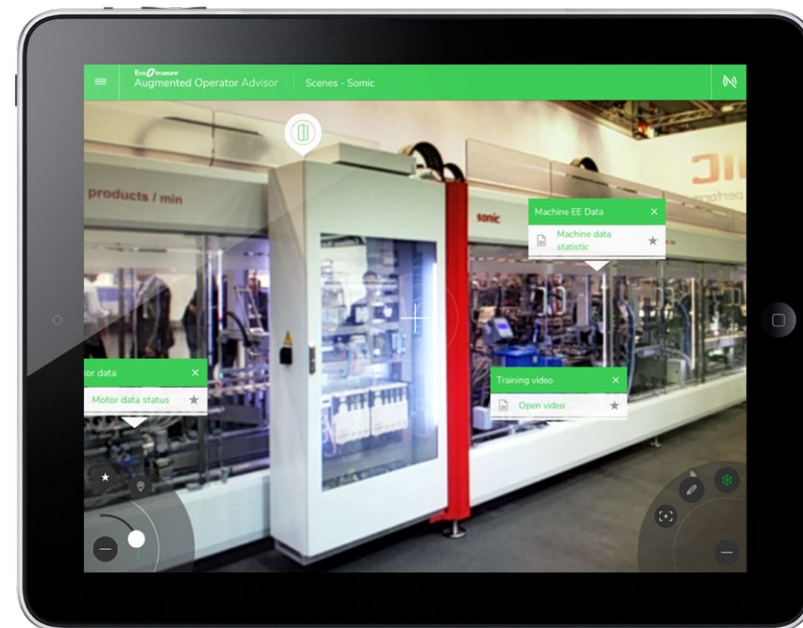
[+ More information](#)

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



Market trends and challenges

Services partnership

People and plant safety

Operational efficiency

CAPEX/OPEX prioritization

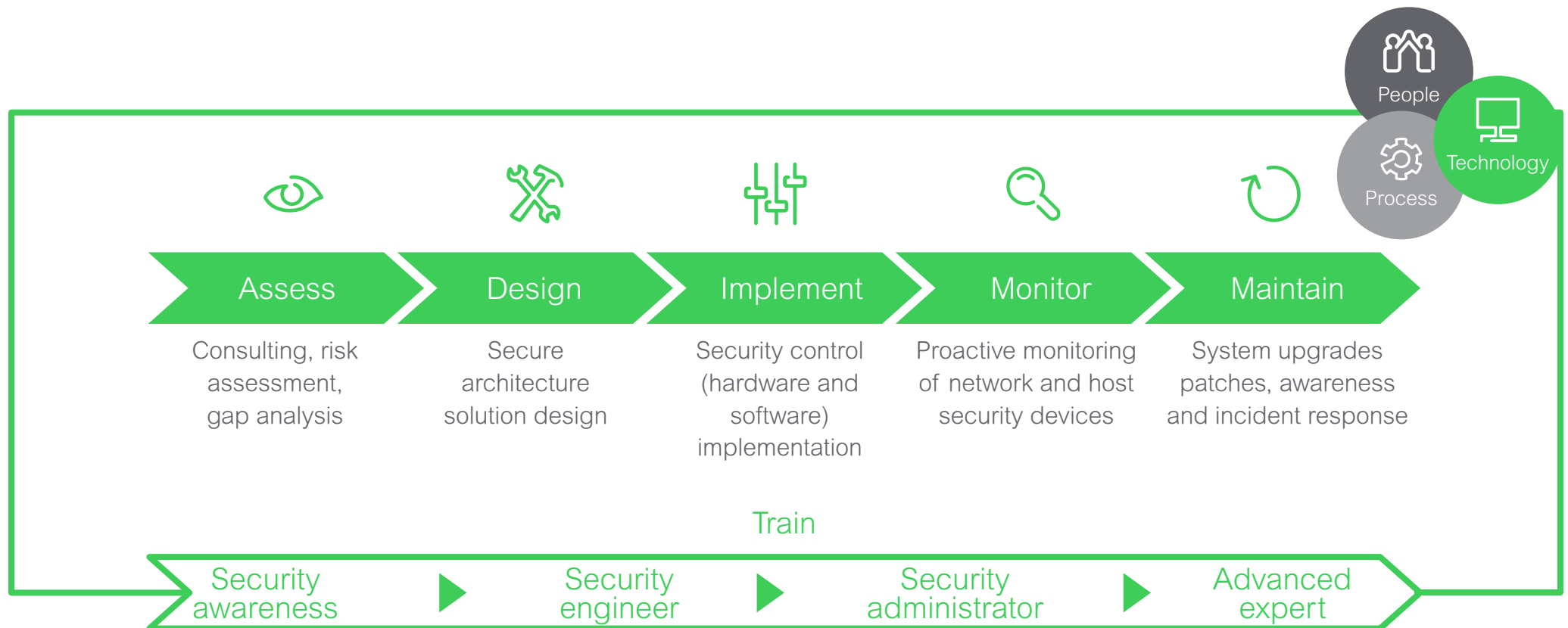
Our promise

Customer voice



Strong capabilities in cybersecurity for your operational life cycle

[+ More information](#)



Market trends and challenges

Services partnership

People and plant safety

Operational efficiency

CAPEX/OPEX prioritization

Our promise

Customer voice





Our promise

The deep domain expertise of our dedicated services people can help you achieve operational excellence through on site and remote reactive support, consulting services and predictive maintenance with no compromise on safety.

Market trends
and challenges

Services
partnership

People and
plant safety

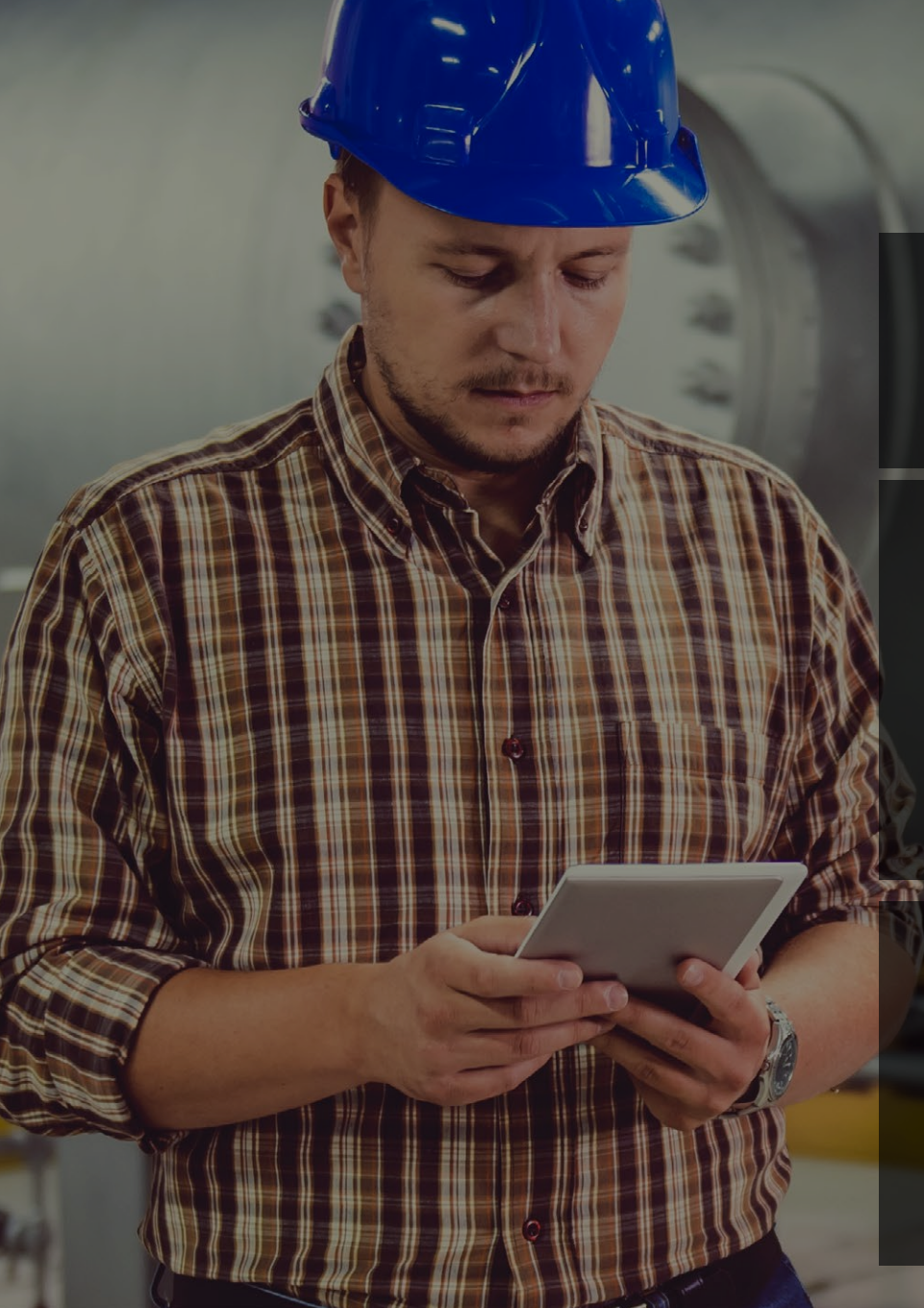
Operational
efficiency

CAPEX/OPEX
prioritization

Our promise

Customer voice





Customer's voice

“The maintenance program we have adopted has reduced failure significantly, which means our productivity has also improved.”

—Maarten de Vries, Senior Electrical Engineer

“Our relationship with Schneider Electric is far larger than a single project and we've developed a close partnership with them over the past 20 years. The team has a detailed understanding of our organization and the challenges it faces, which means they are well prepared to support us in complex project rollouts and ensure we get the best possible outcomes.”

—Mark Mills, Electrical and Mechanical Manager

“The initial timeline for the upgrade was far shorter than what a traditional approach would have been yet the team still managed to complete it early, even completing a second 100% check-out in the field. Getting back online early granted us two full extra days of production.”

—Dave Caldwell, Tech Center Subject Matter Expert

Market trends
and challenges

Services
partnership

People and
plant safety

Operational
efficiency

CAPEX/OPEX
prioritization

Our promise

Customer voice



Are you ready to start your Services Journey?

Market trends
and challenges



Services
partnership



People and
plant safety



Operational
efficiency



CAPEX/OPEX
prioritization



Our promise



Customer voice



Life Is On



Schneider
Electric

