

ABI RESEARCH COMPETITIVE RANKING

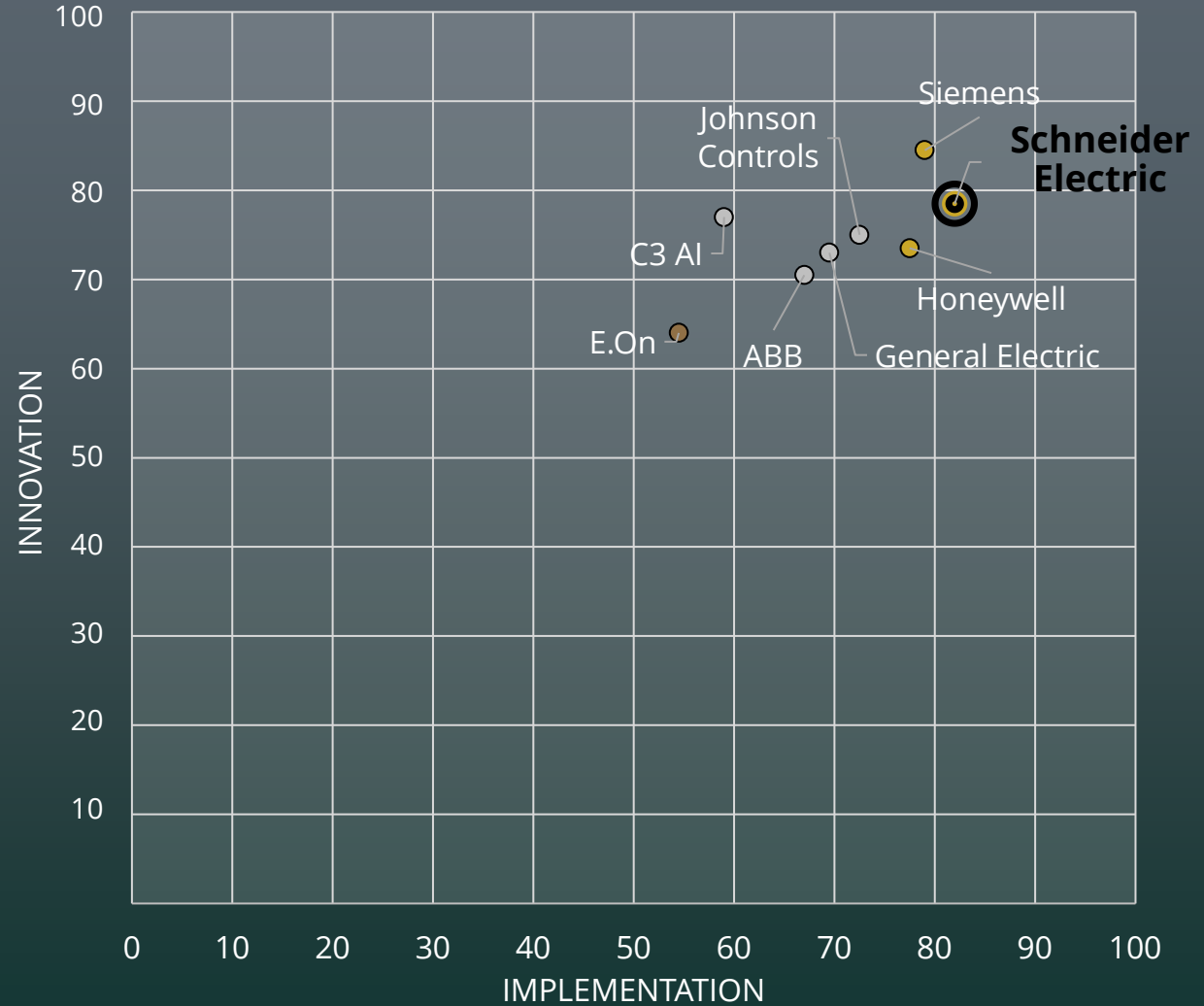
# C&I ENERGY MANAGEMENT SYSTEMS

# Schneider Electric



**OVERALL: 80.3 | INNOVATION: 78.5 | IMPLEMENTATION: 82.0 | RANK: 2**

INNOVATION  
VERSUS  
IMPLEMENTATION  
MATRIX



## INNOVATION



**INNOVATION  
SCORE: 78.5**



Schneider Electric is a global technology leader specializing in energy management, automation, and industrial software across homes, buildings, infrastructure, and industries. The company reported revenue of €35.9 billion in 2023. Schneider is striving to be the leading digital partner in automation, digitization, electrification, and sustainability, advocating open standards and partnership ecosystems. Its business model has shifted to emphasize software and service provision over a hardware-driven focus.

The EcoStruxure platform is the core to its software services, pulling together the company's installed base and attracting third-party support with an interoperable architecture and platform consisting of multiple component offerings across industries, buildings, and infrastructure assets. Schneider has experience in nearly every application that concerns energy management and automation showing its prowess in the field to deliver expectations.

EcoStruxure Power and Process is the company's integrated and digitized solution leveraging the best of Schneider Electric and AVEVA portfolios to enable business transformation across the entire project and asset lifecycle. The platform enables clients to effectively manage industrial sites through advanced analytics and real-time monitoring, bringing end-to-end operational visibility in the Information Technology (IT) environment to enhance collaboration and improve decision-making.

The solution eliminates data silos by unifying electrical and automation systems. By leveraging EcoStruxure Power and Process, plant managers can enhance energy efficiency, reduce operational costs, and improve overall occupant comfort and safety. The platform is designed as an open architecture, enabling industry leading technology vendors to contribute to the solution. Users of the platform benefit from CAPEX reductions of up to 20%, process energy efficiency improvements of up to 10%, and carbon footprint reductions of 7% to 12%.

Power and Process offers AI capabilities providing more granular data analytics, such as co-simulation of power & process, what-if scenarios in both design and operations phases, multi-criteria optimization based on energy, feedstock costs, and production offtake forecasts.

# IMPLEMENTATION



**IMPLEMENTATION  
SCORE: 82.0**



Schneider Electric's EcoStruxure Power and Process is designed for industrial settings for heavy industries, with select applications in discrete manufacturing and small-scale deployments. The platform integrates with existing hardware, leveraging pre-built architecture and pre-tested templates to optimize deployment time. The company offers various deployment support options, including consulting, commissioning, engineering design, maintenance service, and training.

Power and Process is designed to integrate with other platforms, including AVEVA software tools, data historian, ESG reporting, and more. It is based on open standards.

Schneider also offers different energy management solutions for different industries and building sizes. Its EcoStruxure Energy Hub, for example, is a subscription-based energy management software for small and mid-sized buildings, supporting compliance with building energy regulations by tracking and visualizing energy consumption.

The background image shows an industrial facility with large, cylindrical, ribbed structures, possibly storage tanks or processing units. Two workers in blue uniforms and yellow hard hats are visible in the foreground, looking towards the facility. The sky is blue with white clouds. The entire image has a color gradient overlay, transitioning from orange at the top to blue at the bottom.

# CRITERIA AND METHODOLOGY

## VENDOR MATRIX

**Methodology:** After individual scores are established for innovation and implementation, an overall company score is established using the Root Mean Square (RMS) method:

$$\text{Score} = \sqrt{\frac{\text{innovation}^2 + \text{implementation}^2}{2}}$$

The resulting overall scores are then ranked and used for percentile comparisons.

The RMS method, in comparison with a straight summation or average of individual innovation and implementation values, rewards companies for standout performances.

For example, using this method, a company with an innovation score of nine and an implementation score of one would score considerably higher than a company with a score of five in both areas, despite the mean score being the same. ABI Research believes that this is appropriate as the goal of these matrices is to highlight those companies that stand out from the others.

## RANKING CRITERIA

**Leader:** A company that receives a score of **75 or above** for its overall ranking

**Mainstream:** A company that receives scores **between 60 and 75** for its overall ranking

**Follower:** A company that receives a score of **60 or below** for its overall ranking

**Innovation Leader:** A company that receives a score of **75 or above** for its innovation ranking.

**Implementation Leader:** A company that receives a score of **75 or above** for its implementation ranking.



## INNOVATION CRITERIA

**Platform Adoption and Deployment:** Does the solution allow for easy and rapid deployment and scalability? Can the solution connect to existing hardware? What is the lead time for implementation?

**Data Connection and Collection:** Does the solution have comprehensive hardware-to-software connection capabilities? How frequently are data collected? Does the platform enable real-time monitoring of energy consumption? What security measures are taken?

**Data Reporting and Analytics:** Can customers generate comprehensive reports? Does the solution enable Carbon Dioxide (CO<sub>2</sub>) emissions reporting? What data visualization, and analysis tools are available?

**AI, Machine Learning (ML), and Digital Twins Adoption:** Does the solution use digital technologies such as AI, ML, and digital twins? What benefit does this provide to the platform? How does AI support improvements in energy efficiency? How do digital twins enable effective operational and energy planning?

**Platform Features:** What unique features does the platform offer? How do these set the solution apart from other EMS platforms? Are there any plans for future development?



## IMPLEMENTATION CRITERIA

**Market Share:** What is the number of global active users? What is the vendor's share of the market? What is the vendor's annual revenue?

**Geographical Reach:** How many countries/regions is the vendor operating in? To what extent is the vendor looking to expand its geographical reach?

**Solution Adaptability:** Can the solution be adapted both for commercial and industrial settings? Can the solution integrate with other internal and external platforms such as data management tools and Environmental, Social, and Governance (ESG) carbon reporting?

**Deployment Support:** What operational/technical support is offered by the vendor? How does the vendor address the needs of customers? Does the vendor offer additional support in target setting and strategy development?

**New Client Engagement/Success:** How does the company engage with potential customers? What is the Year-over-Year (YoY) customer growth rate? To what extent has the vendor solution supported energy reductions for its clients?





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