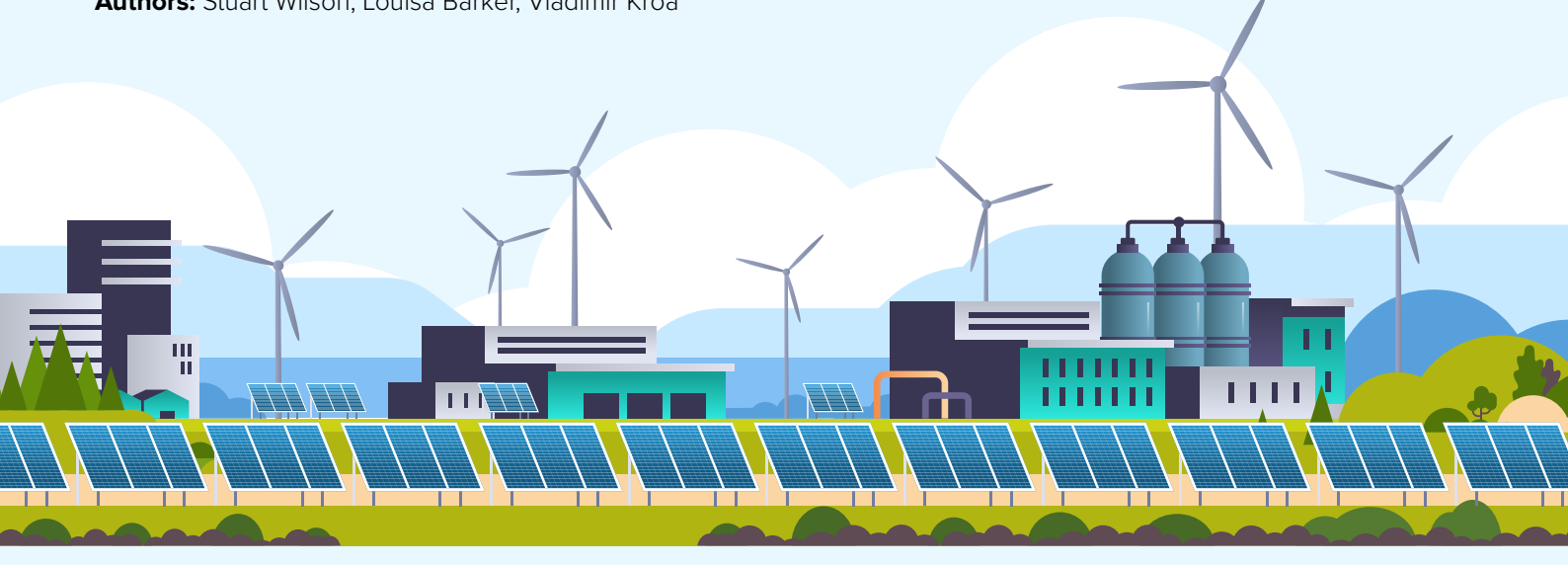


Decarbonizing the economy

December 2022

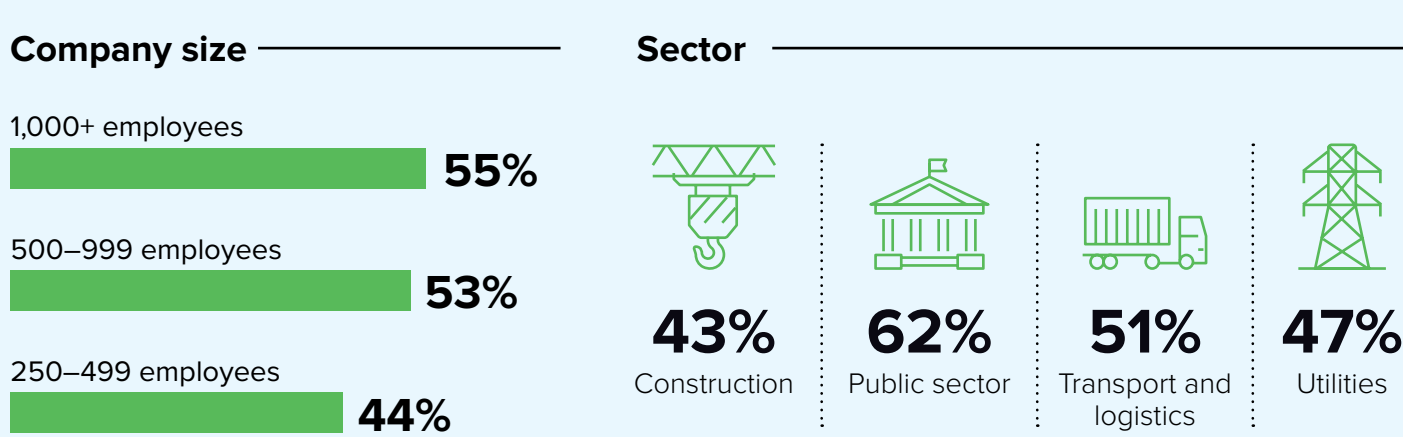
Authors: Stuart Wilson, Louisa Barker, Vladimir Kroa



Decarbonizing the economy opens up new revenue opportunities for Schneider Electric partners

48% of organizations in Europe already integrate **sustainability KPIs** into their **partner selection process**. This trend is seen across multiple sectors and applies to companies of all sizes — not just large enterprises.

European organizations that incorporate sustainability KPIs into RFPs



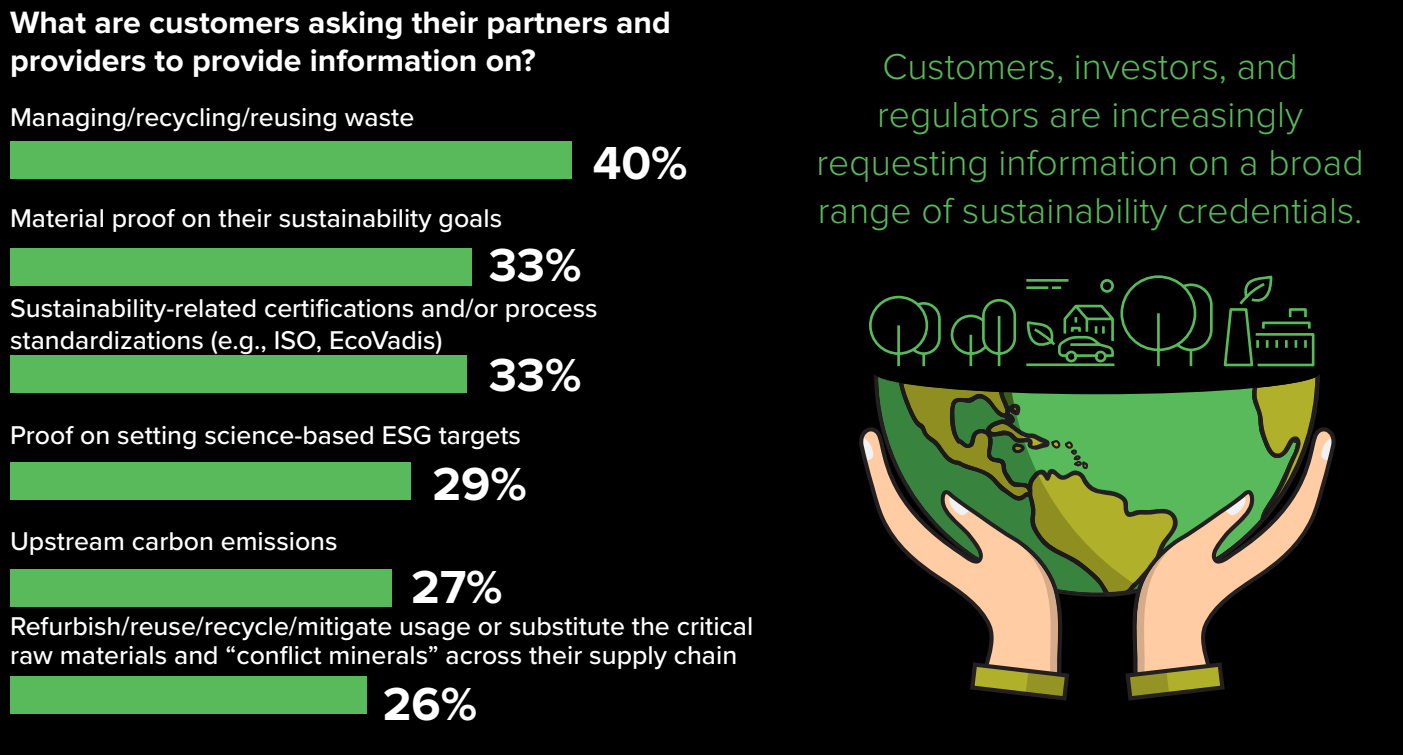
Investment in sustainable initiatives is increasing as the public sector pumps funds into the economy.



Source: IDC Europe Sustainability and Technology Survey, 2022 (n = 704)

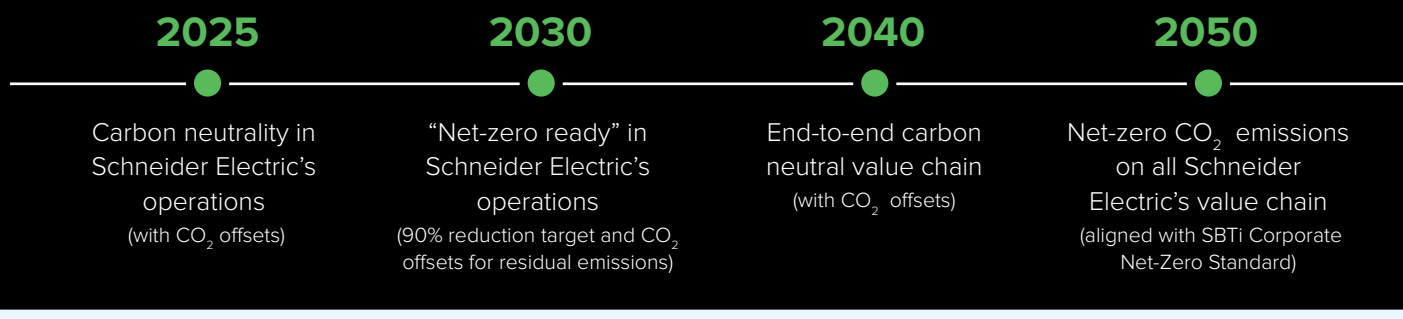
Four out of five partners have focused on developing more sustainable business practices in line with customer demand

More than **80%** of partners have invested to strengthen their sustainability credentials.



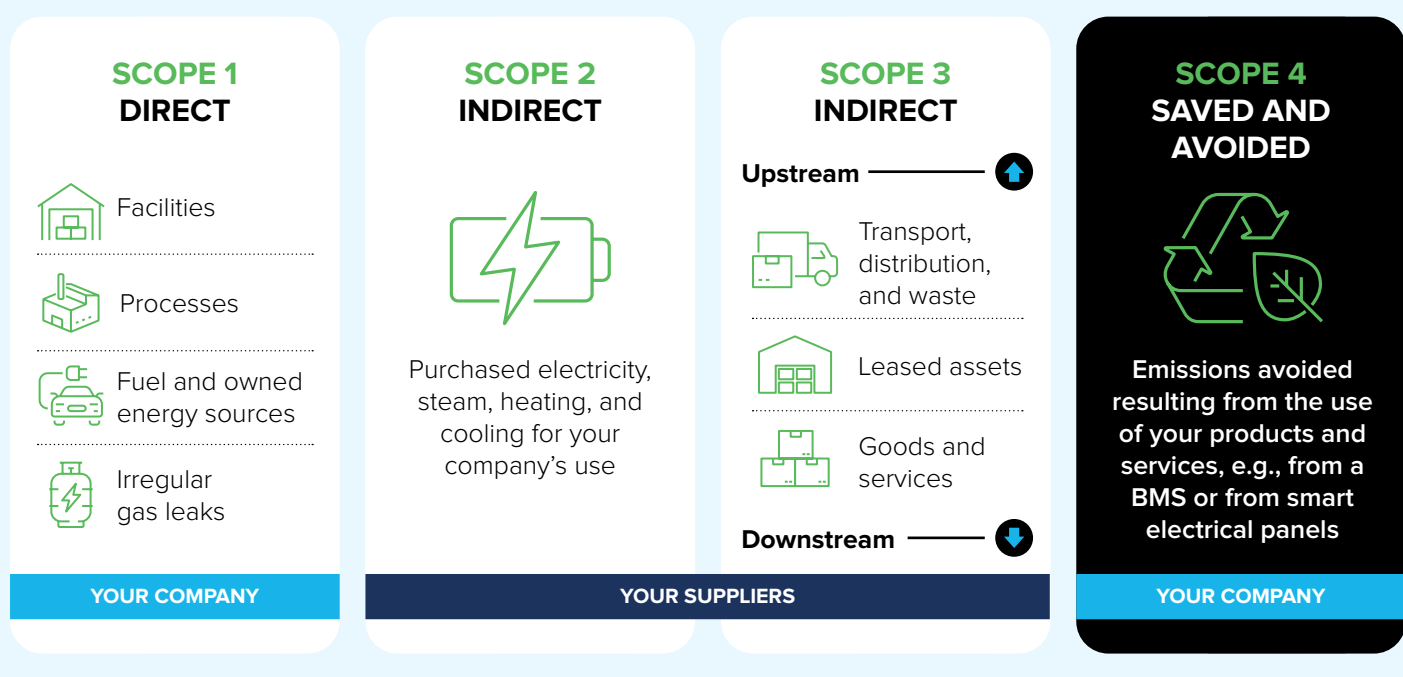
Source: IDC European Partner Survey, 2020 (n = 150); IDC Europe Sustainability and Technology Survey, 2022 (n = 704)

Partners can increase their opportunity by joining Schneider Electric on its journey to net-zero, delivering efficiency and sustainability to customers. Schneider Electric is committed to the following milestones to meet its net-zero commitment by 2050:



Scopes matter to your business: what you do directly impacts your ability — and that of your customers — to meet scope targets

Scope emissions help you break down your emission sources and behaviors



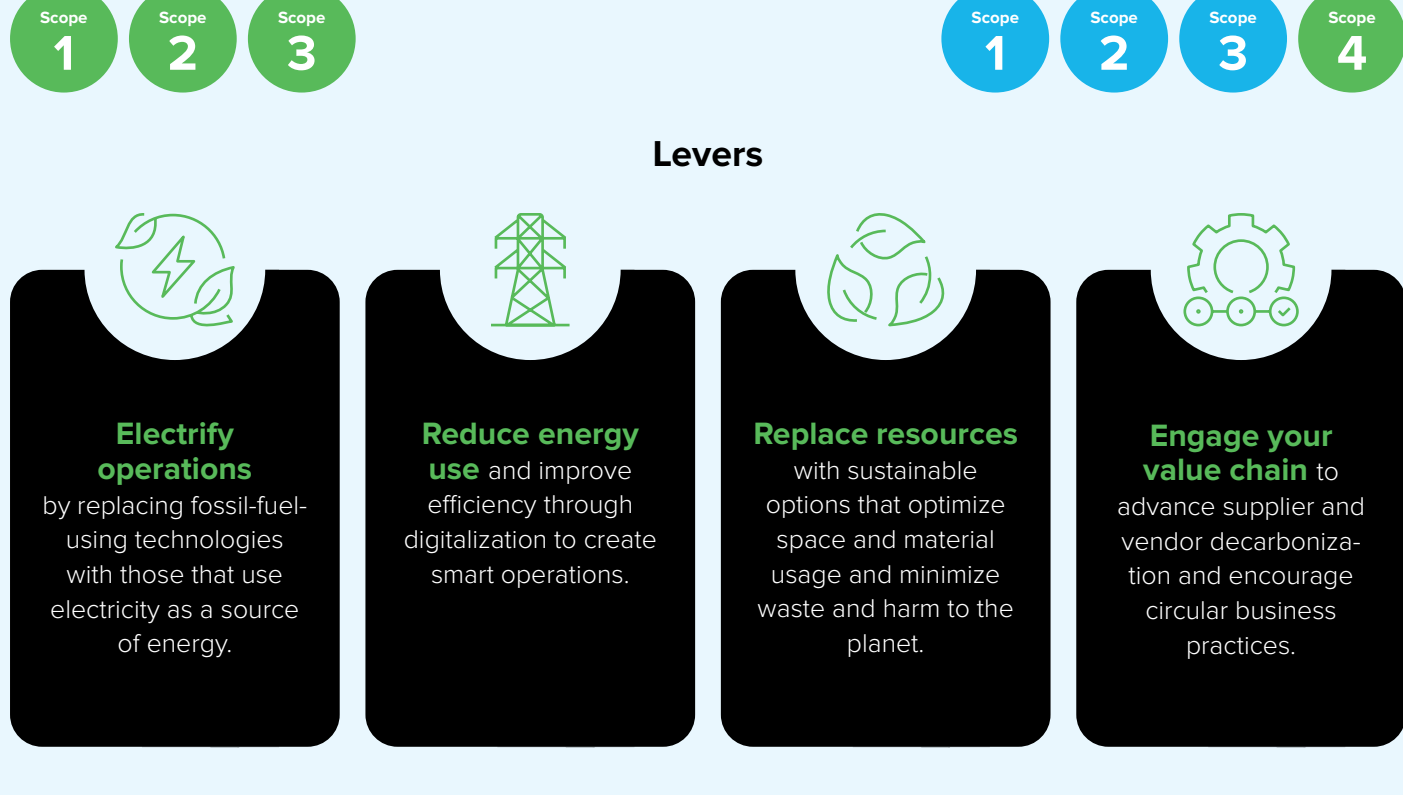
They matter to your customer because

- Your **Scope 1 and 2** emissions contribute to your **customers' Scope 3** emissions. On average, **70%** of a company's emissions fall under Scope 3 emissions but can vary wildly based on industry type.
- 27%** of customers are asking their partners for information on their upstream emissions and **40%** on their waste management.
- Scope 4** emissions are not currently included in disclosure standards but they help customers choose products and services and reduce their Scope 1 emissions.

Source: UN Global Compact, 2022; IDC Europe Sustainability and Technology Survey, 2022 (n = 704)

Focus on core levers to decarbonize your own business and your customers' business

Impact your operations: reduce your own direct and indirect emissions (Scopes 1–3) → Make an impact for your customers: help them reduce their direct and indirect emissions (Scopes 1–4)



Discover sustainability initiatives, including carbon reduction programs, energy efficiency, renewable energy, and waste reduction initiatives.

Partnering for sustainability is key to overcoming our climate-related challenges. Visit our website to learn how you can partner effectively with Schneider Electric