Understanding and managing the complexities of your operations

Electrical distribution services
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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 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

Euro 10 billion

Annual industrial losses due to power disruptions in Europe.

Source: Leonardo Power Quality Initiative (European Copper Institute)
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

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!

How digital training innovations improve learning

Train and learn

The daily challenge

Improving site safety

Protect

Aging infrastructure solutions

Make your equipment smarter

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

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.
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.

Protect

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

How we can help you

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

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
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
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
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.

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)

Learn more

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Learn more
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.
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 of maintenance costs

Significant cut in system risk, liability and power factor penalties

The daily challenge

Improving site safety

Protect

Aging infrastructure solutions

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

The daily challenge
Improving site safety
Protect
Aging infrastructure solutions
Make your equipment smarter
Who we are
Strong capabilities in cybersecurity for your operational life cycle

Assess
- Consulting, risk assessment, gap analysis

Design
- Secure architecture solution design

Implement
- Security control (hardware and software) implementation

Monitor
- Proactive monitoring of network and host security devices

Maintain
- System upgrades patches, awareness and incident response

Train
- Security awareness
- Security engineer
- Security administrator
- Advanced expert
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.
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∗
An unparalleled installed base combined with a deep application knowledge

<table>
<thead>
<tr>
<th>Category</th>
<th>#1</th>
<th>#1</th>
<th>#1</th>
</tr>
</thead>
<tbody>
<tr>
<td>Low Voltage</td>
<td>20 of the largest oil and gas companies</td>
<td>11 of the top brands within Food &amp; beverage</td>
<td>1 million+ buildings including 3 of top 5 hotel chains and approx. 40% of the world’s hospitals</td>
</tr>
<tr>
<td>Medium Voltage</td>
<td>9 of the 10 largest mining, metals and minerals</td>
<td>36k Water and wastewater installations in 120 countries</td>
<td>3 of the top 4 biggest hyper scale cloud providers</td>
</tr>
<tr>
<td>Secure Power</td>
<td>11 of the 10 largest oil and gas companies</td>
<td>10 of the world’s top electric utilities</td>
<td>8 the top 10 packaging machine builders</td>
</tr>
</tbody>
</table>

The daily challenge: Improving site safety

Protect

Aging infrastructure solutions

Make your equipment smarter

Who we are
### Schneider at work

<table>
<thead>
<tr>
<th>800k</th>
<th>8,000</th>
<th>1,300</th>
<th>80</th>
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<tbody>
<tr>
<td>Customer critical sites</td>
<td>Serviceable products shipped</td>
<td>Spare parts shipped</td>
<td>Electrical diagnosis performed</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>5,000 visits</th>
<th>40+ countries</th>
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<tbody>
<tr>
<td>from our specialized service sales</td>
<td>with service plans</td>
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</table>

<table>
<thead>
<tr>
<th>8,000</th>
<th>100k</th>
<th>340</th>
<th>15</th>
</tr>
</thead>
<tbody>
<tr>
<td>Service interventions</td>
<td>Interactions with our customer support</td>
<td>ECOFIT™ solutions</td>
<td>Cubicles recycled</td>
</tr>
</tbody>
</table>

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“Communication was great on the front end and the techs were really diligent on the job site.”
— Perdue Farms

“I’ve been very satisfied with their quality of work and equipment for many years. The knowledge of the techs as well.”
— Bristol-Myers Squibb Company

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**The daily challenge**

**Improving site safety**

**Protect**

**Aging infrastructure solutions**

**Make your equipment smarter**

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**Who we are**