ASCO Innovation Talk Webinars
Ask The Experts – Power Systems Services and Modernization
1st June 2021
Introduction and Important Notices

• Please put your questions in the webinar tool now and throughout the webinar:
  • Power Systems Services and Modernization related questions only please
  • We will get to as many as possible – however we will keep track of all questions and try to answer at later date if we don’t get to them.

• We will run through some common questions as well as address live questions

• These slides will be available on the ASCO website in 48 hours
The Expert Panel

Keith Bassett
Regional Service Director - ASCO
• 13 years with ASCO Power Services, 19 total years experience working with emergency power and power generation.
• 7 years as a Field Service Technician, 6 years in Services Management
• Bachelor’s Degree in Business Management from the University of Phoenix.

Keith Negri
Business Development Manager for Electrical Modernization Solutions - SE
• 40 years experience in the electrical industry.
• Focused on providing customers with life extension and modernization of electrical distribution equipment utilizing current technologies for the past 35 years.
• Degree holder in Electrical Engineering from the University of Missouri.

Michael Maringola
Regional Service Director - ASCO
• 10 years with ASCO, 18 years industry experience
• Experience with Field Service Engineering and Sales.
• Has held numerous Service Management positions.
• BS in Business Administration from American Intercontinental University

David Parker
Business Manager for Electrical Modernization Solutions - SE
• Over 25 years industry experience.
• For the last 7 years he has been focused on extending the life and modernization of electrical distribution equipment utilizing current technologies.
• Graduated with a degree in Electrical Engineering Technology.

Matthew Miller
Business Development Manager - ASCO
• 20 years experience in the industry and been with ASCO for 4 years.
• Ensures that ASCO has the Service and Modernization offers that our customers need as well as developing the tools
• Holds dual degrees in Electrical Engineering and Microcomputer Engineering from Penn State University.
Q: Does ASCO Power Services have different levels of maintenance agreements, and if so, what are the differences?

- ASCO Power Services offers maintenance agreements tailored to fulfill the needs of any and all requirements our customers might have.

- There are two basic tiers of maintenance agreement:
  - The Essential Maintenance Agreement guarantees yearly maintenance, priority emergency response and discounts on ASCO repair parts.
  - The Preferred Maintenance Agreement guarantees the same level of support offered by the Essential Maintenance Agreement, with the added benefit of access to ASCO repair parts at no charge.

- ASCO Power Services also offers additional options available to each level of maintenance agreement.
  - Monthly testing.
  - Circuit breaker maintenance.
  - IR Scans
  - And more!
Q: Does Schneider work on other manufactures equipment other than ASCO?

Yes: We will work on all manufactures of electrical distribution equipment and many different types of equipment, such as Medium and Low voltage switchgear, switchboards, motor control centers and controls associated with these types of equipment. Contact us for further service information.
Q: Why is maintenance important?

Three main reasons:

1. Safety
2. Reliable Equipment
3. Major Prevention
Q: Is Schneider Electric’s direct replacement solution for Schneider’s legacy equipment only?

No, Schneider has over 100 direct replacement MV solutions and over 150 direct replacement LV solutions. Over 70% of our direct replacement solutions are used for OEM existing aged/obsolete equipment.
Q: How often do I need to schedule maintenance and my ATS’s and Load Banks?
Questions from the Audience

Keith Bassett
Regional Service Director - ASCO

Keith Negri
Business Development Manager for Electrical Modernization Solutions - SE

Michael Maringola
Regional Service Director - ASCO

David Parker
Business Manager for Electrical Modernization Solutions - SE

Matthew Miller
Business Development Manager - ASCO
Q: What do you recommend for maintenance and testing of ATS and PCS?

Keith Bassett
Regional Service Director - ASCO
Q: Does Schneider work on more than just transfer switches and paralleling gear?

Keith Negri
Business Development Manager for Electrical Modernization Solutions - SE
Q: Am I required to perform maintenance?

YES!

NFPA®

OSHA®

Occupational Safety and Health Administration

The Joint Commission
Q: Can you explain the difference between Schneider’s Low Voltage Direct Replacement solution versus everyone else’s LV direct replacement solution?

Schneider Electric uses a cradle-in-cradle design for our LV direct replacement solutions. This design consists of us having cradles designed to be directly installed in aged/obsolete switchgear cells and these cradles with accept our standard Masterpact Breakers. This allows the MasterPact Breaker to be interchangeable between Schneider’s Legacy equipment and aged/obsolete OEM equipment being modernized (as long as the breaker ratings are the same). This also allows for the customer to carry far fewer spare parts and spare breakers versus our competitors.

Our competitors use a straight pass through approach having to modify their breakers to specifically fit into aged/obsolete OEM equipment. These breakers are not interchangeable between any aged/obsolete OEM equipment which will require the customer to carry spares based on the different OEM line-up types that are being modernized and the different breaker ratings needed.

Q: Do I need to schedule an outage for PM service, and if so, how long?

Arc Flash Hazard must be less than 40 Cal/cm^2 within working distance.

>40 Cal/cm^2 will require shutdown for All work

<40 Cal/cm^2 some mods and accessories may be completed without shutdown, refer to the accessory description.

Annual Maintenance on non-bypass ATS’s will require a shutdown.

Technicians will Follow Lock Out Tag Out safety protocols
Questions from the Audience

Keith Bassett  
Regional Service Director - ASCO

Keith Negri  
Business Development Manager for Electrical Modernization Solutions - SE

Michael Maringola  
Regional Service Director - ASCO

David Parker  
Business Manager for Electrical Modernization Solutions - SE

Matthew Miller  
Business Development Manager - ASCO
Q: Can you conduct a PM without fully de-energizing my equipment?
Q: What other services can Schneider Service provide?
Q: Why should we test the equipment after maintenance has been performed on it?
   a. Do we ever test prior to performing maintenance?
Q: Why should customers consider upgrading their electrical distribution equipment?

There are a number of factors to consider when looking at how to address potential current, and/or future, issues of aging electrical distribution equipment.

Reliability - Once electrical distribution equipment reaches its end of life expectancy, it’s not as reliable as it was decades ago. Electrical components start breaking down which can lead to unscheduled outages and negatively impact a customer’s bottom line.

Cost/Time – Replacement parts for aged/obsolete breakers is becoming very difficult, if not impossible, to find and have become very costly.

Safety – Ensuring operator safety from Arc Flash Hazards has become a major objective. Newer technologies address this issue.

Impact of Downtime – The downtime associated with a “rip and replace” with new switchgear versus a modernization solution can save the customer days, and possibly weeks, in downtime.
Q: What are the NFPA 110 requirements for Maintenance and Testing?

- **Operational testing required** (8.4)
  - **Weekly**
    - Preventative maintenance (8.1.1 and suggested schedule A)
    - Inspect cranking batteries (8.3.7)
    - Testing based on manufacturer recommendations (8.1.1)
  - **Monthly**
    - Exercise generator with load (8.4.2)
    - Operate all transfer switches monthly (8.4.6)
  - **Annually**
    - Generator 1.5 hr full load test (if monthly, test 30% of full load) (8.4.2.3)
    - Exercise breakers between generator and transfer switches (Level 1 only) (8.4.7)
    - Fuel tested to ASTM standards (8.3.8)
  - **Every 36 months**
    - Generator run with building load for a period of 4 hours (Level 1 only) (8.4.9)
Q: Are their testing/maintenance requirements for non NFPA110 facilities?
Questions from the Audience

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Thank you for your participation on today’s Webinar.

There will be further Ask The Experts sessions in future so please keep checking our website for further details. Please complete the follow up survey to provide us with valuable feedback for future sessions.