Company Profile
At Schneider Electric, our mission is to serve our customers by developing innovative products and solutions that simplify the lives of those who use them. We bring together our expertise and solutions to drive new possibilities for efficiency and savings.
How can my grid recover immediately after a fault?

Schneider Electric has the answer!

We offer fully customizable, scalable solutions that enable customers to operate their networks reliably and efficiently, with improved visibility and unprecedented control. We have been making the most of energy for utilities, airports, seaports, telecom, and more.

Landmark Projects:

- USA: Eielson Air Force Base, Austin Energy, Jacksonville Electric Authority
- Netherlands: Stedin Power Company
- Denmark: DONG Energy
- France: Eneryo
- China: Three Gorges Dam
How can I optimize operational performance and profitability?

Schneider Electric has the answer!

As an expert in the Heavy Industries, Schneider Electric provides customized solutions which are safe and reliable with high level of productivity. From innovative power distribution solutions in large sites and harsh environment to SCADA and advanced controls, all of our solutions comply with international standards (IEC, ANSI/IEEE...), security and local requirements.

Landmark Projects:

- Vietnam: Vietsophetro, Vinacomin, Moc Tinh – Thang Long – Dong Do WHP
- USA: BP, Bitter Creek Pipelines, Cheniere Energy, NSTAR, RED Rock Distributing, Denny Oil, Centre Point Energy
- UK: Petroplus
- China: Sinopec
- Australia: Queensland
How can I reduce manufacturing interruptions and control power usage?

Schneider Electric has the answer!

Our solutions for industry enhance productivity, flexibility, security, and traceability. We make the most of energy for manufacturers with process in food and beverage, textile, automobile, electronics, packaging, pharmaceuticals, paper, etc.

Landmark Projects:

- Vietnam: Nha Trang waste water treatment plant, Thu Duc III water treatment plant, Nestle plant, HABECO, SABECO, TH Milk, Vinamilk, Intel, Honda
- Netherlands: Argisto
- Italy: Minipack-Torre, ACMA, Oleificio San Giorgio S.p.A
- Germany: Alpha Laser, Hassia Redatron, Buhmann Systeme
How can I supply stable power and minimize energy wastage in my building?

Schneider Electric has the answer!

Our Solutions for industrial and commercial buildings reduce operating costs while still secure greater comfort and safety. We make the most of energy for office, commercial centers, supermarkets, industrial buildings, hospitals, museums, educational institutions, and etc.

Landmark Projects:

- Bitexco Financial Tower, Hotel: Hilton Hanoi, Le Meridien Saigon, Marriot Hanoi InterContinental Phu Quoc, Hilton Da Nang; Indochina Plaza, National Convention Center Hanoi; JW Marriott Phu Quoc, Four Points by Sheraton Da Nang, Alma Resort; OneHub, Nguyen Hue Walking Street, Ba Na Hill; Manufacturing: First Sollar Vietnam, CocaCoca Thu Duc, CocaCoca Hanoi, Pepsi Bac Ninh, Jabil Vietnam; Serenity Sky Villas, Vinhome Golden River, The Madison, Palm City, SALA, Feliz En Vista; International Airport: Cam Ranh, Da Nang, Van Don; Oncology Hospital 2, Children Hospital 2.
- USA: Genzyme Center, Merck Head office, Beaumont Hospital
- Australia: South Australian Health and Medical Research Institute
- Canada: Héma-Québec
- UK: Peterborough and Stamford Hospitals, N+5 Foundation Trust
How can I keep my server uptime 24/7/365?

Schneider Electric has the answer!

Our solutions for Data Centers and Networks simplify the entire data center life cycle from concept to commissioning. Not only do we make the most of data center physical infrastructure, we are the leading full-service data center solutions provider: from rack to row to room to building.

- Data Center Life Cycle Services
- StruXureWare for Data Centers (DCIM)
- Turn-key Data Center design and deployment
- Full portfolio of Reference Designs
- Fully available stock of data center components

Landmark Projects:

- Vietnam: Times Square, Viettel IDC, Ministry of Defense, Hanoi Stock Exchange, DTIS Technology Company
- Australia: Port of Brisbane
- India: IBM India
- France: Grenoble Green Data Centre, Microsoft Technology Center

POD's with hot-ate Containment

Racks and cable management

Computer Room Air Conditioning

LV power distribution/busways

Security

Services

UPS
How can I make my home safe, comfortable, and stylish?

Schneider Electric has the answer!

Our solutions for Residential are in daily touch with millions of users from the simple switch to the touch panel to control light, shutters and temperature. Our residential solutions are simple, efficient, green, safe, reliable, and with style.

Landmark Projects:
• Vietnam: The Vista, City Garden, Estella, Royal Tower, The Manor Central, Ciputra The Link, The K Park
• France: KNX system for designer Laurent Galle's luxury condominium
June 2018, Schneider Electric, the world’s leader in Digital Transformation of Energy Management & Automation, has made an official announcement about its strategic partnership with An Cuong Wood-Working Joint Stock Company, one of Vietnam’s leading wood-working and decorative materials companies. Through this strategic collaboration, Schneider Electric will provide smart building management solutions EcoBuilding, which will provide open-source IoT connectivity platform that supports the integration of every smart device in the house. This eventually helps consumers to monitor and control their houses everywhere at every moment.

On 2nd November, 2018, Schneider Electric Vietnam signed the Memorandum of Understanding with FPT Group – one of our first partners in Asia regarding developing and implementing the EcoStruxure technology platform under the witness of French Prime Minister Édouard Philippe and Vietnam Prime Minister Nguyen Xuan Phuc.

In 2018, Schneider Electric Vietnam has been successful in signing strategic partnership to transfer technology of manufacturing Prisma iPM with many big local entities in our industry.
### Building a sustainability strategy and measure your impact

A strong sustainability strategy begins with reliable data. Since 2005, we have measured our sustainable development progress and that of our customers.

The Schneider Sustainability Impact is divided into 5 sustainability megatrends, and guides Schneider’s sustainability efforts by making our goals clear. It’s our holistic view of sustainability and how our sustainability efforts affect the planet, its people, our profit, and that of our customers.

### Committing to the UN Sustainable Development Goals (SDGs)

Schneider Electric aligns with the SDGs, a universal call to action to end poverty, protect the planet and ensure that all people enjoy peace and prosperity by 2030.

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#### 2018 – 2020 Schneider Sustainability Impact

<table>
<thead>
<tr>
<th><strong>CLIMATE</strong></th>
<th><strong>CIRCULAR ECONOMY</strong></th>
<th><strong>HEALTH &amp; EQUITY</strong></th>
<th><strong>ETHICS</strong></th>
<th><strong>DEVELOPMENT</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>100 million metric tons of avoided primary resource consumption</td>
<td>100% of sales under our new Green Premium™ program</td>
<td>1 medical incident per million hours worked</td>
<td>300 suppliers under Human Rights &amp; Environment vigilance received specific on-site assessment</td>
<td>12K volunteering days thanks to our VolunteerIn global platform</td>
</tr>
<tr>
<td>80% renewable electricity</td>
<td>75% CO2 efficiency in transportation</td>
<td>200 sites labeled toward zero waste to landfill</td>
<td>100% of countries have fully deployed our Family Leave policy</td>
<td>x4 turnover of our Access to Energy program</td>
</tr>
<tr>
<td>25% increase in turnover for our EcoStruxure™ Energy &amp; Sustainability Services</td>
<td>100% recycled packaging</td>
<td>100,000 metric tons of avoided primary resource consumption</td>
<td>100% of white-collar workers have an individual development plan</td>
<td>5 pts / 100 increase in average score of ISO 26000 assessment for our strategic suppliers</td>
</tr>
<tr>
<td>100% of companies have fully deployed our Family Leave policy</td>
<td>90% of employees have access to a comprehensive well-being at work program</td>
<td>90% of employees covered in the gender pay equity commitment</td>
<td>350,000 underprivileged people trained in energy management</td>
<td>100% of employees have access to a comprehensive well-being at work program</td>
</tr>
</tbody>
</table>

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How can we maintain a healthy living environment for next generations?

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WORLD’S MOST ETHICAL COMPANIES FOR THE 9TH CONSECUTIVE YEAR

Ethisphere, February 2019

The Schneider Sustainability Impact is audited by a third party and progress is tracked and published quarterly. [https://sdreport.se.com/en](https://sdreport.se.com/en)
How can we share community responsibilities?

Our Development Focus

The Development megatrend addresses today's energy paradox, in which world energy usage is ever-increasing, yet 1.1 billion people do not have access to electricity. We believe access to energy is a fundamental right, so we must act to provide energy in a way that is safe, sustainable, and responsibly managed.

Our responsibility doesn’t stop at deploying energy solutions. We must also cultivate innovative business models that promote economic development in rural areas. This includes entrepreneurship and engaging communities, collaborators, and non-profits through training, funding, and volunteering. Therefore, we developed offers and business models for our Access to Energy program, and collaborations via the Schneider Electric Foundation.

https://sdreport.se.com/en/development-highlights

What do we offer?
- Education: Ambitious vocational training programs in the electricity sector for underprivileged communities, providing access to energy in emerging countries
- Social innovation: Impactful projects supporting low-income families
- Awareness: Future-thinking and inclusive initiatives, raising awareness about the challenges of climate change

How do we do it?
- Meaningful actions: Local communities of volunteers to ensure that the initiatives take concrete shape in over 80 countries
- Cooperation: Partnerships with businesses, associations, collectives, and state authorities to develop initiatives and create synergies
- Advocacy: For initiatives driving impactful change to help close the energy gap

Access to education for disadvantaged people through vocational training in the energy field

Schneider Electric Vietnam and the Schneider Electric Foundation help to train up to 800 disadvantaged students/year in Vocational Education in Energy.

We work closely with IECD & ESF, French NGOs, to train people in basic Electricity, Automation and Energy Management in more than 14 centers and vocational colleges in Ho Chi Minh City and in North Vietnam.

https://lightitup.schneider-electric.org

Light it up - annual Initiative to bring Schneider Electric's solar lamp, the Mobiya, to off-grid communities.

We started in December 2016 and launched with our partner Green ID a social project in An Giang province. Local women were trained in Basic Business Management technical skills. Since then more than 200 families have received a lamp and local women are managing the businesses, bringing them an additional income.

https://lightitup.schneider-electric.org
What else do we bring to you?

- Toll free 1800 58 58 58 (8am to 5:30pm)
- A network of 500+ partners nationwide
- “Replace First Ask Later” policy
- Online monitoring and escalation system
- Online technical support
- 18-24 months warranty
- Extended warranty

Customer story

Feeder Automation at Thu Thiem PC

In September 2014, as a part of the smart grid development project, Thu Thiem Power Company entrusted Schneider Electric with the implementation of a Decentralized Self-Healing Grid solution for 14 substations of 2 existing MV networks on the High Tech Zone, which under management of the Company.

Saigon Hi-Tech Park (SHTP) is an important industrial zone home to 40 high-tech companies in Ho Chi Minh City namely Samsung, Intel, Nidec, Sanofi, Daikou etc. These customers, especially Intel, are highly sensitive with 24/7 reliability and constancy, as well as faults repairing immediately upon occur.

To improve significantly the Energy availability for sensitive end customers, Schneider Electric modernized the existing 14 MV/LV substations along the 2 underground loops. RM6 were upgraded with switch motors allowing the embedding of SHG intelligence via the T200s for RTUs and faults notification; VP5/VD23 indicators.

The solution provides the following customer benefits:
- SAIDI decrease, fault isolation and service restoration in under 30 seconds for 2/3 of customers
- Quick design and simple implementation (3 months between customer order to Site Acceptance Test)
- Simple roll-out, with no DMS required
- Cost-effective modernization using an off-shelf product, flexibility and ease-of-configuration
- Ease of scalability and replicability

EcoStruxure: integrated system architecture
unifying the management of building, security and power.

Energy University
by Schneider Electric

- Frequent new product, solution & technical trainings
- Energy University
- Energy Leaders’ Education programs for University
- Electrical Installation Guide wiki

EcoStruxure: integrated system architecture
unifying the management of building, security and power.
Our mission is to bring energy and efficiency to enable life, progress and sustainability for all.
Product Panorama - Tổng quan sản phẩm
Schneider Electric at a glance

**SE Global**
- More than 180 years of history
- 2018 revenue 26 billion euro
- 42% of revenues in emerging economies
- 137,000+ employees in over 100 countries
- Offers integrated solutions across multiple market segments, including leadership positions in Non-residential & Residential Buildings, Industries & Machines Manufacturers, Utilities & Infrastructure and Data Centers & Networks.
- 4 Business units:
  - The Buildings & Partner business: Number 1 Worldwide in Low Voltage and Building Automation
  - The IT business: Number 1 Worldwide in Critical Power and Cooling
  - The Industry business: Number 2 Worldwide in Industrial Automation and Control
  - The Infrastructure business: Number 1 Worldwide in Grid Automation and Medium Voltage
- Owner of Energy Leaders’ Education Initiative which is up to 30 programs, including Laboratories for University, Go Green in the City, Solar Decathlon for students, My Energy University for both students and professionals. 

**Our mission**

Schneider Electric is a partner that provides products, solutions and systems for all actors of energy supply chain to ensure that energy is:

- **Safe** protecting people and assets;
- **Reliable** guaranteeing ultra-secure, ultra-pure and uninterrupted power especially for critical applications;
- **Efficient** delivering energy efficient solutions adapted to the specific needs of each market;
- **Productive** expanding the use of automation and connectivity, providing services throughout an installation’s life cycle; and
- **Green** offering solutions that are environmentally friendly

**Our global landscape**

<table>
<thead>
<tr>
<th>Region</th>
<th>Employees</th>
<th>Factories</th>
</tr>
</thead>
<tbody>
<tr>
<td>North America</td>
<td>29,900</td>
<td>44 Factories</td>
</tr>
<tr>
<td>Asia Pacific</td>
<td>34,500</td>
<td>41 Factories</td>
</tr>
<tr>
<td>Western Europe</td>
<td>42,700</td>
<td>86 Factories</td>
</tr>
<tr>
<td>Rest of the World</td>
<td>16% of revenue</td>
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</tr>
<tr>
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</tr>
<tr>
<td>Rest of the World</td>
<td>25% of revenue</td>
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</tr>
</tbody>
</table>

**Schneider Electric Vietnam at a glance**

**OUR FIGURES**
- Our sales breakdown by market
  - Commercial & Industrial Buildings 34%
  - Residential 14%
  - Data Centers 16%
  - Industrial & Machines 15%
  - Utilities & Infrastructure 21%
- Our employees 1000+ staff
- Our offices
  - HCMC
  - Danang
  - Hanoi
- Our factories
  - South
- Our business partners
  - Distributors
  - Panel Builders
  - System Integrators
  - OEM

**AWARDS**
- CIO/CIOs’s Choice of Award, Best products - IDG
- Golden Dragon Award - VN Economic Times & MPI
- Best Electrical products and systems for construction - MOC
- Top 40 Green Valued Award - Saigon Times Group
- Tax Contribution Acknowledgement - General Department of Taxation
- Top 20 best places to work in Vietnam - Alphabe & Nielsen
- Award in recognition of 4 individual members’ contribution - HCM city People’s committee
- Award in recognition of the company’s contribution - HCM city People’s committee
- Merit Certificate for the achievements in Energy Saving programs and Corporate Social Media activities for 20 years of business in Vietnam - Prime Minister

**Acquired brands now operating under Schneider Electric**

- MGE UPS Systems
- Clipsal
- Invensys
- Telvent
- Pelco
- Merlin Gerin
Useful tools for our customers

Schneider Electric’s customized training programs for partners and customers

Selecting the right ACB has never been easier with MyPact

Useful links

campaign.schneider-electric.com/site/cooltoolsportal/

www.electrical-installation.org

www.schneideruniversities.com

www.vcampus.schneider-electric.com