โลกเต็มไปด้วยผู้คน

Digital partner for Efficiency & Sustainability

Life Is On | Schneider Electric

Accelerating
Sustainability

Global100
Most Sustainable Corporations in the World
2021
GLOBAL100

#1

Leading by example in our ecosystem

Being part of the solution for our customers

Life Is On | Schneider Electric

Electricity 4.0: Powering the New Electric World

We connect the dots between everything, everywhere

Homes of the Future
- Sustainable
- Resilient
- Hyper-efficient
- More personal

Buildings of the Future
- Sustainable
- Resilient
- Hyper-efficient
- People-centric

Data Centers of the Future
- Sustainable
- Resilient
- Hyper-efficient
- Adaptive

Industries of the Future
- Sustainable
- Efficient & Resilient
- People-centric
- Next Generation

Infrastructure of the Future
- Sustainable
- Resilient
- Efficient
- People-centric

Grids of the Future
- Sustainable
- Resilient
- Efficient
- Flexible

Schneider Bangpoo Plant (795 Kwp. on grid solar solutions on rooftop)

- Solar energy cover 22% of total annual consumption or 60% during operation in daytime.
- Reduce carbon footprint by cutting down 686 tonnes of carbon dioxide per year.
- Zero investment with Project saving 3-5% per year for the first 12 years of leasing contract, after that, the saving estimated around 22% per year.
- Total saving 25 years = 1,598 KEURO
- High peak demand on daytime operation reduced 7%

Green Heroes for Life Initiative

A Sustainability initiative of Schneider Electric and an urgent call for conscious businesses to unite to make the planet more sustainable

These actions include the adoption of

Sustainable practices in the area of energy efficiency, renewables, automation and digitization to meet individual and corporate sustainability goals.

Some of our Green Heroes for Life partners
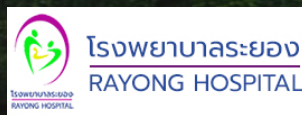
and more ....

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GROWTH

EcoXpert™ Service Program

One Program. One Network. Endless Opportunities.

Authorized
Services Reseller
Power Services
Schneider Electric

Authorized
Industrial Services
Provider
Certified
Schneider Electric

Authorized
Services Reseller
IT Critical Power & Cooling
Schneider Electric

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EcoXpert Service Introduction

EcoXpert Exclusive Benefit

EcoXpert Offer : MPS Walkthrough

EcoXpert Offer : Digital Service Solutions

EcoXpert 2022 Rewards

Q&A

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The WHY: Services Partners are part of our ecosystem

Channel sales: part of Schneider Electric DNA

Incremental business: full SE offers lifecycle, from CAPEX to OPEX to Recurring

Coverage & reach: large untapped installed-based addressable with Partners

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Any Partner can be certified as SE Services Partner

What is in it for SE?

Investment for partner

EcoXpert
Power Upgrade
Certified by
Schneider Electric

I want to move into Services And grow my Services Business

Perform

Opening doors for modernization, Digital Services, Consulting, ...

Supervision Training Spare parts

Authorized
Services Reseller
Power Services
Schneider Electric

Authorized
Services Reseller
IT Critical Power & Cooling
Schneider Electric

Authorized
Industrial Services Reseller
Schneider Electric

I want to resell Services Offers

Resell

Resell SE Services offers portfolio
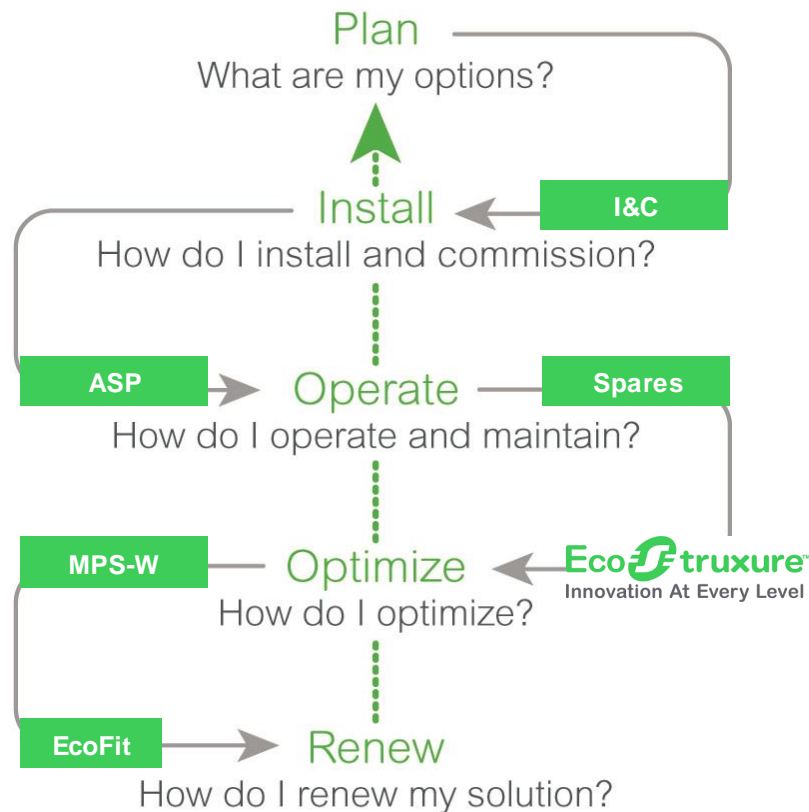
Benefits for Partner

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Let's have an overview of

Customer Journey and
Services offers,

step by step

along the life cycle

Life Cycle Services

Plan
What are my options?

Install
How do I install and commission?

I&C

ASP   **Operate**   Spares
How do I operate and maintain?

MPS-W   **Optimize**   EcoStruxure™
How do I optimize?   Innovation At Every Level

EcoFit   **Renew**
How do I renew my solution?

Key benefits of EcoXpert Power Services certification

Why should you enhance your partnership with Schneider Electric?

Grow your business portfolio	**Boost employee expertise**	**Stand out from the Crowd**	**Incentive and Reward**
Benefit from a strong branding with worldwide recognition	Develop new skills (Commercial & Operation) and broaden your offers scope & increase the stickiness with your customers	Differentiate from competitors	Attractive Incentive
G2M Model		EPC Testing Tools	And
Service Partner's Price Structure	In class/ e-learning Tools & Equipment	Digital Solution Offers	Exciting Rewards
		MPS Walkthrough	

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EcoXpert™ Field Service Exclusive Benefit (Power System, Industry and Secure Power)

Bring reliability & availability with safety to EcoStruxure™ solutions with a brand new EcoXpert™ certification

EcoXpert™

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Key benefits of EcoXpert Services certification

Why should you enhance your partnership with Schneider Electric?

Example situation

	End-User	Registered Partner	Authorized / Certified Partner
Response time priority (Quote)	2 Weeks	2 Weeks	1 Week
Spare Part Response (Safety Stock)	2 Weeks	2 Weeks	1 Week
Pricing level(*LV)	STD Price	STD Discount	Exclusive Discount
Annual Rebate	N/A	N/A	Exclusive Rebate
Warranty Extension	Yes	N/A	Yes
Exclusive tools, training, offer	N/A	N/A	Yes

Authorized
Services Reseller
Power Services
Schneider Electric

Authorized
Services Reseller
IT Critical Power & Cooling
Schneider Electric

Authorized
Industrial Services
Reseller
Schneider Electric

EcoXpert™

Life Is On Schneider Electric

Exclusive tool for EcoXpert

Example Tools from LV Power Service Partner

EcoXpert™

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Service Interface
for Power circuit breakers

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As EcoXpert Power Services partner you benefits from the Schneider testing tool

➡ Service Interface + feature on EcoStruxure Power Commission software

•**For what?**

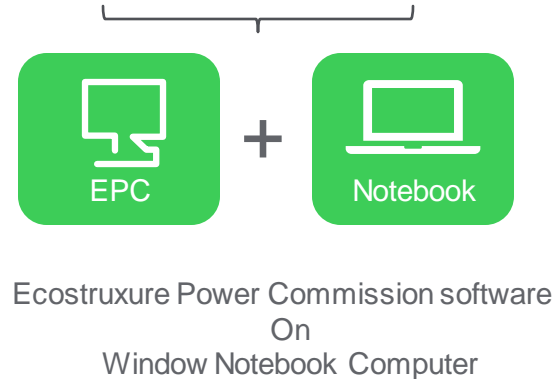•To execute testing functions on most of Schneider Power circuit breakers ranges for commissioning and preventive maintenance

Why?

•Easy to transport, easy to use hardware module connected to a software interface
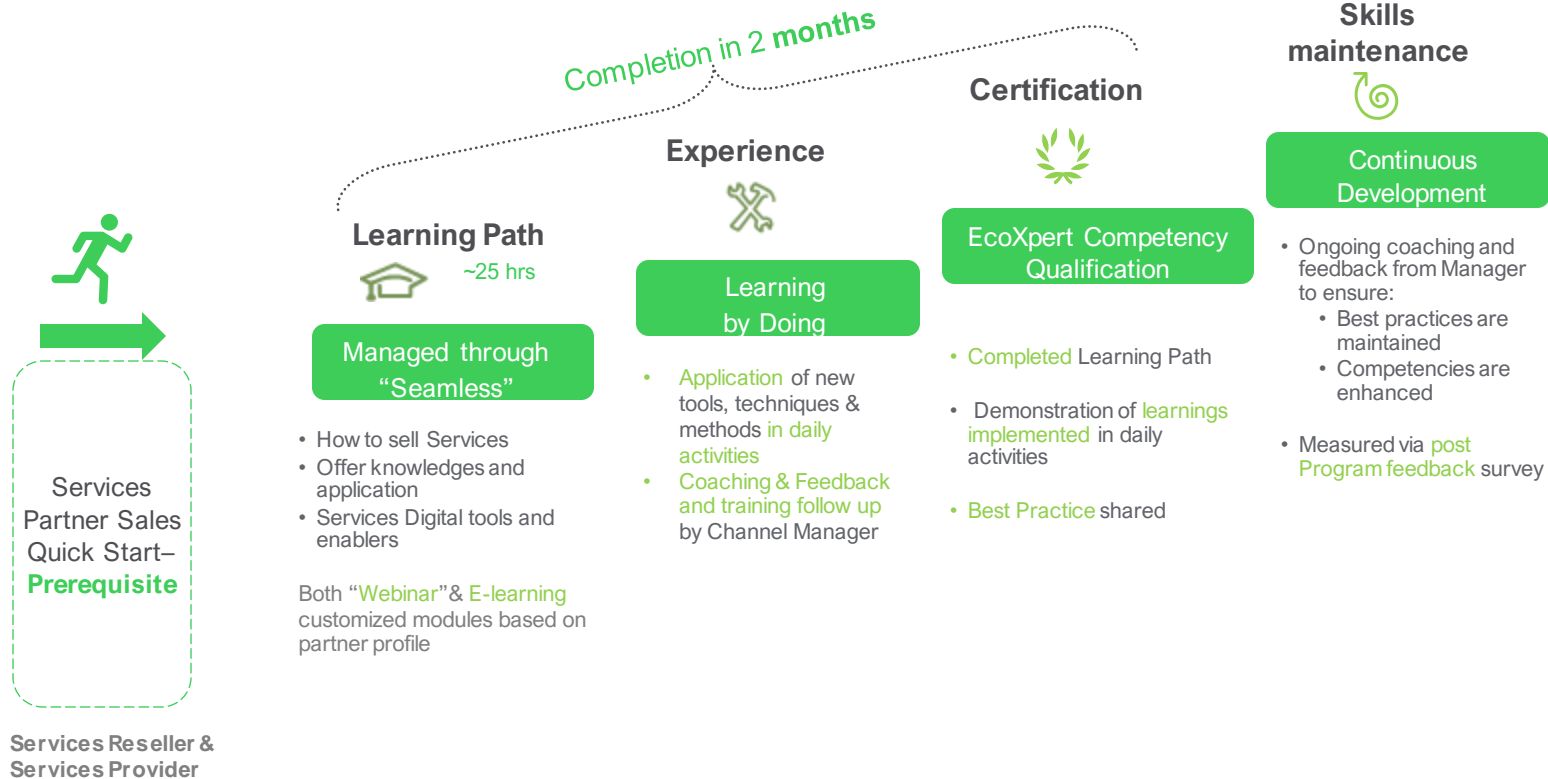
Exclusive for

Service Interface

EPC + Notebook

Ecostruxure Power Commission software
On
Window Notebook Computer

Partner Enablement Program

Learning

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Services Partner Sales Program

Required Safety Certifications are Pre-requisites to this program

Completion in 2 **months**

Skills maintenance

Certification

Experience

Learning Path
~25 hrs

Managed through "Seamless"

- How to sell Services
- Offer knowledges and application
- Services Digital tools and enablers

Both "Webinar" & E-learning customized modules based on partner profile

Learning by Doing

- Application of new tools, techniques & methods in daily activities
- Coaching & Feedback and training follow up by Channel Manager

EcoXpert Competency Qualification

- Completed Learning Path

- Demonstration of learnings implemented in daily activities

- Best Practice shared

Continuous Development

- Ongoing coaching and feedback from Manager to ensure:
  - Best practices are maintained
  - Competencies are enhanced

- Measured via post Program feedback survey

Services Partner Sales Quick Start – **Prerequisite**

Services Reseller & Services Provider

Services Partner Online Training in mySchneider : Authorized partner experience

Box for Partners:
Account-specific documents shared via secure Box connection

Services Partner Online Training in mySchneider : Authorized partner experience

Schneider Electric My LearningLink

CURRICULUM

EcoXpert Power Upgrade Partner Sales Training Program : Partner Enablement OnSite Essential

Last Updated 06/01/2023   Duration 19 hours, 43 minutes

Details

Duration: 9 Hours 30 Minutes

This training program is dedicated for the Power Services Partner to train and develop their expertise in digital commissioning of connected panels and perform essential of maintenance service on partner electrical installation.

Course Code: SERPRDCS0001038

CURRICULUM
EcoXpert Power Upgrade Partner Sales Training Program : Partner Enablement OnSite Essential

Open Curriculum

Schneider Electric My LearningLink

CURRICULUM

Authorized Industrial Services Partner Sales Training Program

Last Updated 02/21/2023   Duration 8 hours, 30 minutes

Details

Duration: 8 Hours, 30 Minutes.

This training program is dedicated for the Authorized Industrial Services Partner (Service Reseller & Certified / Master Industrial Services Provider) with main objectives to onboard the partner's salesforce on Schneider Electric Industrial Services portfolio
Main topics:
•Services Business DNA, Cybersecurity
•Industrial Automation Services Offer introduction & deep dive for how to sell offers
•Digital enablers & tools for Services Partners
It is recommended to have minimum 2 candidates per Partner Company to go through the entire program to comply with program level membership rules .

CURRICULUM
Authorized Industrial Services Partner Sales Training Program

Open Curriculum

Schneider Electric My LearningLink

CURRICULUM

EcoXpert Power Services and Power Upgrade Partner Sales Training Program : Partner Enablement Digital Commissioning

Last Updated 04/12/2023   Duration 7 hours, 30 minutes

Details

Duration: 7 hours 30 minutes

This training program is dedicated for the Power Services and Power Upgrade Partners to develop their expertise in digital commissioning of connected panels and to perform maintenance services on their electrical installation.

CURRICULUM
EcoXpert Power Services and Power Upgrade Partner Sales Training Program : Partner Enablement Digi...

Open Curriculum

Schneider Electric My LearningLink

CURRICULUM

Authorized Secure Power Services Partner Sales Program

Last Updated 02/27/2023   Duration 4 hours, 30 minutes

Details

Duration: 4 Hours 30 Minutes

This training program is dedicated for the Authorized Secure Power Services Partner with main objectives to onboard the partner's salesforce on Schneider Electric Secure Power Services portfolio
Main topics:
•Services Business DNA, Cybersecurity
•Secure Power Services Offer introduction & deep dive for how to sell offers
•Digital enablers & tools for Services Partners
It is recommended to have minimum 2 candidates per Partner Company to go through the entire program to comply with program level membership rules .

CURRICULUM
Authorized Secure Power Services Partner Sales Program

Open Curriculum

Zoom on Services Partner Sales Development Program

Example Course Schedule

Online

In-Class

Quick Start-Prerequisite
Registered level (Mandatory)

- Prerequisites SE / services
- Services Sale offers
- Cybersecurity
- Safety

Learning Path for Power LV Service
Certified level

- EcoXpert Power Services sales training
- Technical training - LV Intermediate (Maintenance and Service)
- Technical training – Asset Connect and Digital Commission
- Ecostructure Power Commission - training

Learning Path for Industrial LV Service
Certified level

- EcoXpert Industrial Services sales training
- Altivar Drives Service for Partners
- Altivar Drives Fundamentals for Service Partners
- Altivar Drives Startup for Service Partners

Exclusive Onsite training Aboard
– Enabler For Service Partner Program

Training Centre – Singapore

Service Delivery competency & execution process is one of the key ways to boost recurring revenues

Dedicated Centre to Develop overall competency of Partner for Power product at Training Centre

Robust Certification & Qualification Process

Exclusive for

EcoXpert™
Power Upgrade

Certified by
Schneider Electric

Level 5 – EXPERT: Senior FSR who is able to conduct expertise. FSR with expertise on several products. Could do complex modernization & troubleshooting.

Level 4 – ADVANCED: FSR is mastering the product (commissioning, maintenance and troubleshoot) and is able to support other FSR on the product. Could retrofit, modernize & upgrade existing installations.

Level 3 – AUTHORIZED TO PERFORM: FSR is field qualified and authorized to perform commissioning/maintenance activity autonomously.

Level 2 – TRAINED: FSR is successfully trained and certify by official training center - FSR can be dispatch on site to perform activity with another senior/qualified FSR.

Level 1 – NOVICE: FSR trained on Safety and can accompany another dispatched FSR to support for simple works (Could do moving material, simple cleaning and dusting but NOT on conductors).

All Partner to be at Level 2/3

Exclusive Offer for EcoXpert Service

2023

EcoXpert™

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EcoConsult Audit : MPS Walkthrough

....

What does MPS stand for?

Modernization to avoid the risks of obsolete equipment

Performance to operate and maintain equipment to list fullest potential

Safety so that the health and protection the personal are held at the highest priority

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How much does your electrical system expose you the risk?

Electricity is the #1 cause of fire at industrial site. 22% of fire are due to an electrical equipment failure.

Source : FM Global

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MPS Walkthrough

> Aim: Provide a quick assessment and recommendation on obsolescence, modernization, maintenance issues and safety findings.

> Delivered by a powerful **IB2Diag mobile** app which connects to the SE central server for IB tracking and allows to deliver a high level of technical value within a short assessment

> Cost of audit is highly competitive and is equal up to one day of FSR in your country/region

Visual State

Maintenance State

Obsolescence State

Safety and Regulatory Compliance

Visual State

Schneider Electric will inspect and document that the overall state of the equipment and its environment are within specified operating conditions including but not limited to room temperature, airflow, dust contamination, deterioration, etc.

Maintenance State

Schneider Electric will inspect and document that the type and frequency of equipment maintenance operations are within specified operating conditions including but not limited to testing, cleaning, etc.

Obsolescence State

Schneider Electric will inspect and document the equipment's life-cycle / duty cycle status as well as the associated marketing and spare part availability periods and modernization plan(s).

Safety Issues

Schneider Electric will document possible safety risks and regulatory issues that are identified by the on-site personnel*

(*) Based on the experience, knowledge, and familiarity with local regulations of the trained FSR assigned to your site.

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Scope Of MPS Walkthrough

Medium Voltage

Ring Main Unit (RMU)

Switch Gear

Transformer

Low Voltage

Main Distribution Switchboard

ACB

MCCB

MCCB

VSD   UPS

Equipment Summary in Report

For each area of the site visited (in this case, "Lab 1") the detailed report will provide a synthesis of the equipment showing issues.

VS: Visual State
MA: Maintenance
OB: Obsolescence

As well as an accompanying table where each piece of equipment is listed.
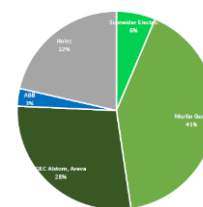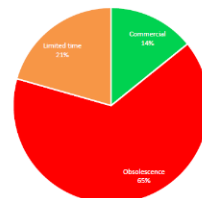
Commercial Building

Background
- Life cycle time of equipment more than 25 years
- Electrical shutdown effect to electrical system all building
- Generator cannot support because circuit breaker malfunction

Solution
Support MPS walkthrough to customer and report shows the important of life cycle time, obsolescence equipment, including refer **ECOFIT SOLUTION**

Customer Benefits
- Reliability of electrical system and have spare part available
- More safety because new equipment increase safety to electrical system

All of Equipment in a commercial building are obsolescence, Schneider Electric support MPS Walkthrough. Customer replacement by **ECOFIT** solution as **MPS Walkthrough report.**

MPS Walkthrough
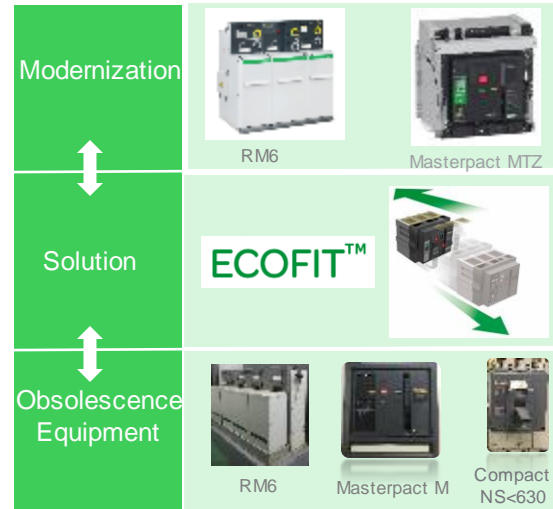
Modernization	RM6	Masterpact MTZ
Solution	ECOFIT™	
Obsolescence Equipment	RM6	Masterpact M	Compact NS<630

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Digital Service Solutions

IIOT solutions that help our customers succeed in everyday challenges

Critical equipment is going through a paradigm shift as the world gets more digital

Always On

100% Uptime

The digital economy demands always-on power

Digitized

75%
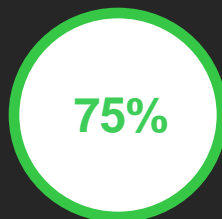
Digital generation to be 75% of workforce by 2025

+

10x

more connected devices than people by 2025

Decentralized
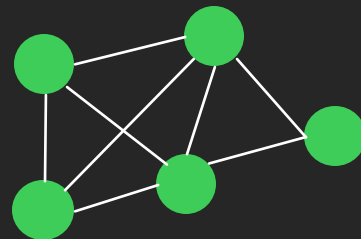
70%

of new energy production capacity will be renewable by 2040

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The impact of failure in Power & Secure Power system can be huge

What if it could warn you about its condition before it causes a shutdown?

1st

Cause of fire in industrial sites: 22% of fires are due to **electrical equipment failure**

19% of breakdowns leading to **entire facility shut down** are due to electrical disruptions and power failures in refineries

Source: Allianz Claims 2015 Dashboard; Hydrocarbon Publishing Company

80%

of data centers have **experienced** some type of **outage**

62% of IT outages can be attributed to **infrastructure failures** by cloud and colocation suppliers. – Uptime Institute

Source: Uptime Institute

5%

Of production **capacity** in the process industries are the average **losses** due to downtime

25 Million of electrical motors **fail each year**

Source: Factory Mutual Insurance Group; Emerson estimate

Eco☰truxure™ for your Digital Transformation

Smart Manufacturing	Smart Data and IT Infrastructure	Smart Building and Energy Management	Smart eMobility

EcoStruxure™ Architecture

Apps, Analytics & Services

End-to-end Cybersecurity | **Cloud and/or On Premise**

AVEVA
Planning & operations
Asset performance
Monitoring & control
Simulation
Quality Management

EcoStruxure Augmented Operator Advisor

Ecostruxure Equipment Efficiency Advisor
Ecostruxure Secure Connect Advisor
Ecostruxure Manufacturing Compliance Advisor

EcoStruxure IT Advisor

EcoStruxure Asset Advisor & Transformer Expert

EcoStruxure Resource Advisor

Field Services

Edge Control

Modicon

Harmony

Industrial Edge Control for IIoT

Edge Box

EcoStruxure Control Expert
EcoStruxure Machine Expert

EcoStruxure IT Expert

EcoStruxure Facility Expert
EcoStruxure Building Operation
EcoStruxure Building Expert

**EcoStruxure Power Monitoring Expert
EcoStruxure Power SCADA Operation**

EcoStruxure MicroGrid Operation

Connected Products

EcoStruxure
Data Center Solutions

Galaxy/ Symmetra
Uninterruptable 3-Phase Power for IT and Industrial applications

Altivar
Innovative and connected Variable Speed Drives

Pact Series
World Class Breakers & Switches

PoweLogic
Power Quality, Uptime & Efficiency

BlokSet/ Prisma
Type test LV distribution & motor control switchboard

NEX/MCSet/ SM6/RM6
MV Air/Gas Insulated Switchgear

Trihal
Castresin Distributed Transformer

Easergy & Smart sensor
Temp & Environment wireless Sensors | Transformer Sensor | Motor Current signature sensor

The Schneider Electric industrial software business and AVEVA have merged to trade as AVEVA Group plc, a UK listed company. The Schneider Electric and Life is On trademarks are owned by Schneider Electric and are being licensed to AVEVA by Schneider Electric.

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Digital Solution for Each Asset Type

Cloud based Digital Services enabled by connectivity, sensor technology, and analytics, and supported by experts to provide actionable recommendations to your people on-site… to get best end-to-end service

Electrical Distribution

EcoStruxure Service Plan (Fire Risk Prevention)

Prevent fire risks and predict aging by
- Machine data ex. current
  - Smell detect
  - Temperature
- Transformer Health sensor

Drive & Rotating

EcoStruxure Service Plan (Asset Management)

Detect failure and analyze lifetime of
- Drive & Transformer service life
  - Fan/ Dust Filter monitoring
  - Motor Electric & Mechanic unbalance

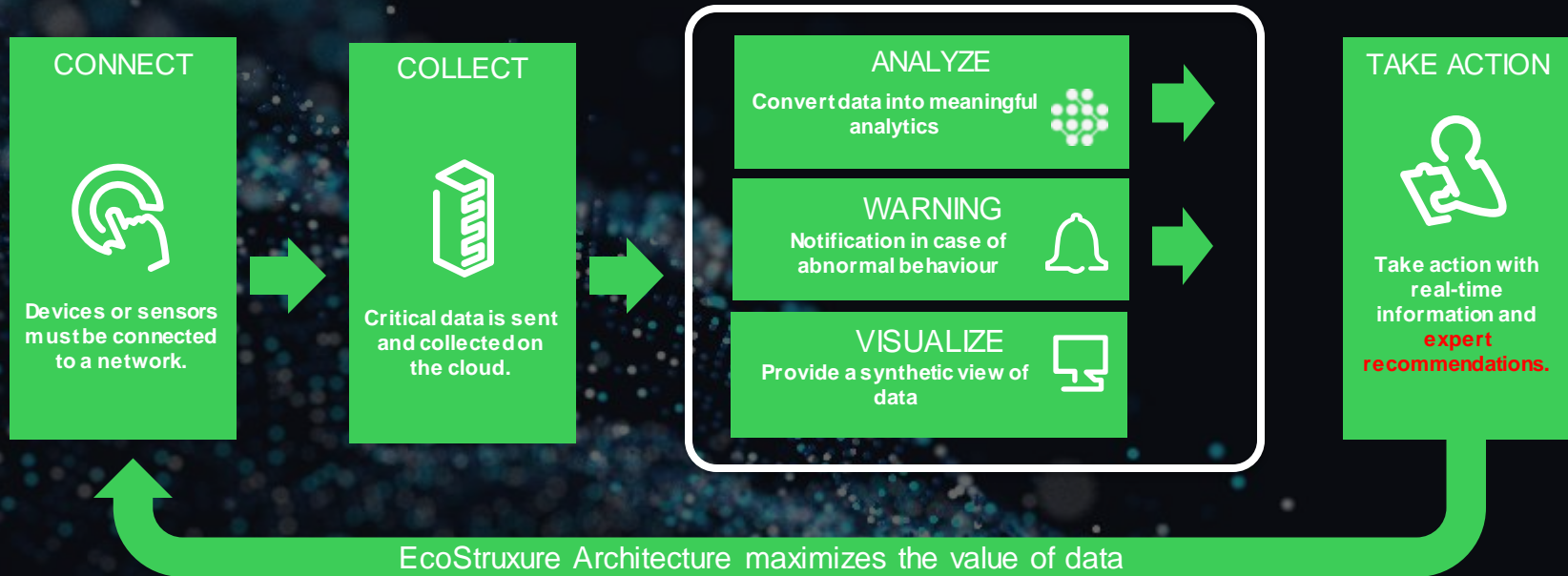## Secure Power & Cooling

EcoStruxure Asset Advisor

Hands Off solution with
- Asset monitoring & incident tracking
- Data insights ex. Battery Wear, UPS aging
  - Performance optimization

EcoStruxure Service Plan

Concrete actions based on real-time evidence

CONNECT	COLLECT	ANALYZE	TAKE ACTION
		Convert data into meaningful analytics	
		WARNING **Notification in case of abnormal behaviour**	
Devices or sensors must be connected to a network.	**Critical data is sent and collected on the cloud.**	**VISUALIZE** **Provide a synthetic view of data**	**Take action with real-time information and expert recommendations.**

EcoStruxure Architecture maximizes the value of data

→ **Mitigate the risk** of electrical outages and **reduce downtime**

→ **Increase** equipment life

→ **Optimize maintenance operations**

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Maintenance Operating Modes

Operation phase

| Reactive Maintenance (Run-to-Failure) | Preventive Maintenance | Condition Based Maintenance |

Service Continuity (OEE*)

Connection Failure

Corrosion

Over usage

Motor damage

UPS Battery EOL

Assets are connected & provide predictive analytic with valuable recommendation

*OEE : Overall Equipment effectiveness

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What is Benefit of Cloud Solution vs. Software?

for Service Partners

High value for you and your customers

- Differentiate yourself with 24/7 connectivity
- Optimize customers' on-site operational time and avoid impacts on your customers' business continuity

Generate more opportunities

- Sell or Perform Installation Modernization : install sensors & connect the installation to cloud, in order to enable remote Digital Services
- Provide extra technical support and maintenance services based on information received in the App

Develop your expertise and get better recognized

- Become a trained and skilled EcoXpert in connected systems installation. And be recognized as a trusted advisor to resell or perform best-in-class digital solution.
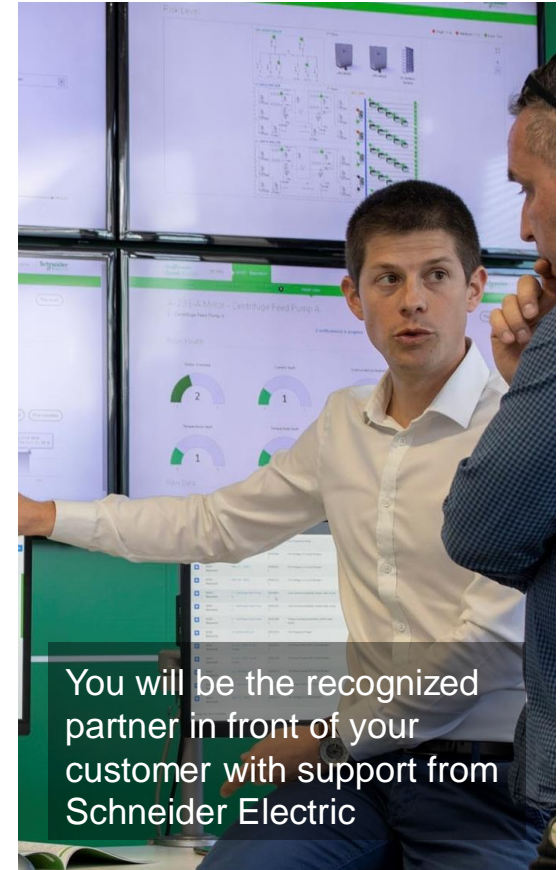
You will be the recognized partner in front of your customer with support from Schneider Electric

Expansion of EcoStruxure Asset Advisor Thru Partner channel

Customer Challenge :

- End User's direction is to be "Smart Factory 4.0" (IIOT)
- Partner A is factory management team and they've resource constraint on monitoring and supporting customer when issues occur at MV switchgear

The Solution:

- Prioritize the critical assets to upgrade and connect with EcoStruxure Asset Advisor to have the predictive analytic to analyze the root cause and prevent unplan shutdown.
- Collaborative between partner, SE on supporting for End User

Customer Benefits

- Gain peace of mind with Trusted advisors monitoring 24/7.
- by EcoStruxure Asset Advisor.
- Increase reliability of the critical asset by Predictive analytic by manufacturer.
- Gain trust and intimacy between customer and Partner A
- More revenue for Partner A from pull through

EcoStruxure™ Power
Innovation At Every Level

Apps, analytics, and services	EcoStruxure Asset Advisor
Edge control	Com'X Gateway
Connected products	GMA-e and SM6 with Sepam, TH110 and CL110

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Rookie of the year 2022

Proof Service Solution Co., Ltd.

Fastest Achieved Target 2022

Sky Commercial Co., Ltd.

Most Value Partner of the Year 2022

Peak Engineering Co., Ltd.

Life Is On | Schneider Electric

Contact us

Itsarapong Boonpeng
Outside Service Sales Representative
085-153-3010

Samran Thomrongrotjanagomon
Outside Service Sales Representative
092-282-7330

Burachat Sukprajun
Channel Service Sales
062-436-6287

Thank You!

Contact your Schneider Electric Services representative to know more about the conditions and realize the full breadth of benefits associated with a powerful badge

EcoXpert™

One Program. One Network. Endless Opportunities.

www.schneider-electric.com/ecoxpert

Explore more about

EcoXpert POWER UPGRADE

EcoXpert™
Power Upgrade

Certified by

Schneider Electric

SCAN HERE!

บริการให้คำปรึกษา

สำหรับระบบไฟฟ้าและระบบอัตโนมัติ

ติดต่อที่ปรึกษาของ ชไนเดอร์ อิเล็คทริค ที่สามารถตรวจสอบ ประเมินผล และจับคู่สินทรัพย์ทางไฟฟ้าและระบบอัตโนมัติของคุณได้ ด้วยซอฟต์แวร์และเทคโนโลยีดิจิทัลที่ดีที่สุด เราเพิ่มประสิทธิภาพและทำให้สินทรัพย์และระบบของคุณเป็นดิจิทัล