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Company	Acme
Date	10/15/2019



Installed Base Obsolescence Assessment

This report provides an initial assessment of your existing installed base, while highlighting key actions you can take to upgrade or maintain your systems and minimise any risks.

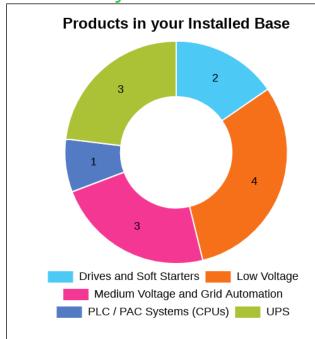
There are four sections to the report:

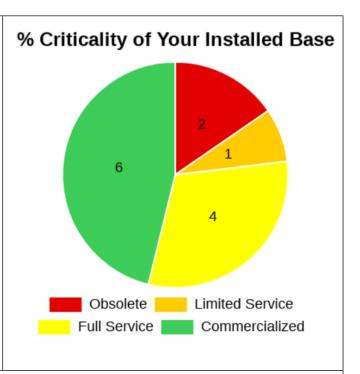
- Criticality assessment
- Recommendations
- Information on Schneider Electric Services that can help you

Having completed the assessment with the application, you can now determine the criticality of your installed base and plan appropriate actions.

To support you through the servicing and upgrading process, you can take advantage of the comprehensive range of services available to help you address the identified issues. This includes support through maintenance contracts, specialist consultancy services, high quality spares and repair services, training programmes, modernization solutions and overall project management.

Criticality assessment





Evolution of your installed base criticality over a 6 years period

	Quanti ty	2019	2020	2021	2022	2023	2024
Drives and Soft							
Starters							
ATV1200	1						
ATV71 Plus	1						
Low Voltage							
Compact NS > 630A	1						
Masterbloc	1						
Masterpact NW	2						
Medium Voltage and							
Grid Automation							
M24+ IS	1						
SF	1						
VM6 TM1	1						
PLC / PAC Systems							
(CPUs)							
Modicon Micro	1						
UPS							
Easy UPS 3S	1						
MGE Galaxy 5000	1						
Smart-UPS On-Line	1						

Key

Commercialized	Low criticality	Current products, commercially available and fully supported for our Spares, Repairs and Service
Mature	Low criticality	Not preferred products but still commercially available and fully supported for our Spares, Repairs and Service
Service	Medium criticality	Legacy products can no longer be ordered but our Spares, Repairs and Services are still available
Limited service	High criticality	Legacy products can no longer be ordered and approaching end of availability for our Spares, Repairs and Services
Obsolete	High criticality	Legacy products no longer can be ordered as new parts. Please ask us about our specific services.

Recommendations

Below is a checklist to help you decide what action you need to take to upgrade your systems and minimize your risks and how we can assist.

Critically of your installed base	Our services available	
High for assets obsolete or with I	imited services	
Do you need to modernize your existing control systems or electrical distribution? Do you know the benefits?	 Site audits, Modernization plan, in-depth diagnostics Modernization/Upgrade solutions 	
Do you know how to modernize your existing systems or equipment with minimum risk and time?	> Critical spares management	
Are the programming tools required to manage your existing equipment compatible with new PCs?	Full inventory of existing equipmentLegacy software management	
Medium for assets with full service	es	
Have you considered the impact of a system failure or energy shutdown? For example, have you considered the cost and time it would take to repair, or the number of customer complaints you might receive?	> Maintenance contracts > 24/7 call out > Emergency on-site support > Remote monitoring service	
Would you know who to contact if your systems failed?	➤ Tailored Schedule & Payment	
Have you considered how a lack of spares or lack of support for outdated technologies would affect the operation of your systems or electrical installations?	>Standard spare parts and repairs >Critical spares management	
Low for assets commercialized of	or mature	
Do you have adequate in-house skills to cope with your electrical distribution or control systems?	> Service Plan	
Do you perform regular maintenance on your equipment? Do you follow the health of your installed products?	Training-off-the-shell or customisedRemote monitoring service	
Are your engineers aware and trained on the latest standards? Are your engineers aware of the machinery directive that provides legal requirements for machine builders?	> Maintenance contracts	
Do you have spare parts ready to be implemented in your plant? Do you have up-to-date backups for all programmable devices installed in your plant?	>Site audits Spare parts availability, Inventory of PLC backups	

See over for a description of these services

Schneider Electric Services

We are highly experienced in providing operation and modernization programs across all industry sectors, both locally and abroad. A range of services is available, which ensure you will be back up and running as quickly and smoothly as possible

Our service support and technical expertise will give you complete peace of mind that we'll be there if your system or electrical distribution fails. <u>Our knowledge and experience on modernizing your equipment will ensure maximum productivity of your facility and minimize risk of unplanned downtime.</u>

Our services can be off-the-shelf or tailored to your requirements, and include:

System Assessments				
An in-depth automation analysis provides a solid foundation for guiding and justifying your operational spending by evaluating your current systems and processes and creating a roadmap to make the best decisions for your investment in equipment, software, people, processes and training.				
System layouts, architectures, single line diagrams Analyze power system to determine incident energy levels and boundary distances Inventory of installed base components, with recommended spares stock profile Cross referral of your installed base against known product obsolescence, with advice on upgrade options. Inventory of electrical distribution equipment and Automation program back-ups Staff knowledge and competencies with training recommendations General advice on observations, problems that need to be fixed, and advice on impact of failures				
Advantage Service Plans Customized contracts or service plans that work to minimize the risk of unplanned outages and remedial actions. They can include:				
Dedicated Representative	Priority telephone access 24/7/365 with a guaranteed call back time. A dedicated representative will be a single point of contact who ensures the execution of plans and handles all issues.			
Preventative Maintenance	Non-intrusive inspections of equipment, scheduled site maintenance inspections.			
Predictive Reporting	Predictive maintenance techniques safely provide condition status to help anticipate and plan maintenance activities.			
Technical Support	Tailored to your exact requirements, including options for guaranteed response time, and off hour maintenance & testing schedule.			
Priority Response with Parts, Labour & Travel Coverage	All-inclusive package contracts can provide you with piece of mind and total budget control.			
Repair Parts & Equipment Coverage	Ensure that spare parts are easily accessible.			
Tailored Schedule & Payment	We will work with you to define the reliability program your business demands with a payment schedule flexible enough to align with your OPEX/CAPEX model – be it up front, monthly, or a mix including as serviced.			
Spare Parts and Repairs				
Our experts will evaluate your electric systems, identify the equipment that is critical to your operations, recommend specific spare parts, and offer shipping management solutions.				
Training Training				
Allowing you to develop your staff skills, build their confidence and increase motivation. Our training courses are available on or off site, standard or customized "Pick and Mix" style tailored courses.				
Modernization solutions & Project Management				
Our competent and experienced experts have strong experience in project management, thereby reducing risk and bringing performance improvements in the delivery of effective maintenance, upgrading and modernization programs:				
 The choice to do an incremental or full upgrades Modernization of all equipment Start-up and commissioning services Customized solutions based on on-site engineering assessment Proposal of new communication/network architecture and an evaluation of facility's future requirements 				

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