



# Smart Sustainability solutions

A journey to active energy management

STRATEGIC SOURCING SERVICES

# Strategic Sourcing Services

Our global experts enable your enterprise efficiency



We help you to identify strategic buying opportunities for all the facilities in your organization, to ensure that your business is on the proper energy rate or tariff, has optimal contract terms and knows when and where the market is headed for a comprehensive energy risk management strategy.

## The Solution

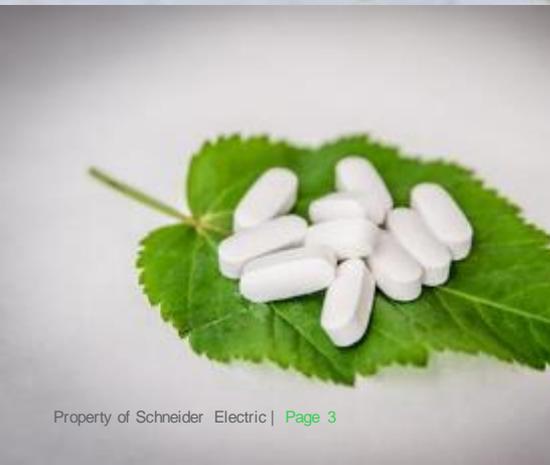
- Renewable & Cleantech

## The Benefits

- Navigate complex global energy markets
- Mitigate the risk of energy cost volatility
- Reduce energy costs

# GSK, UK

Help suppliers achieving sustainability goals



## Customer Challenge

- Ambitious sustainability goals: reduction of carbon emissions by 25%, carbon neutral value chain by 2020
- More than 50% emissions are tied to purchased materials & services.
- Provide a solution to support GSK's suppliers in reducing their environmental footprint.

## The Solution

- Supplier Exchange online community management

## Customer Benefits

- Informative content provided to more than 700 community members, forum for collaboration and networking to accelerate sustainability & efficiency projects
- Program in place to support GSK in reaching its sustainability goals.

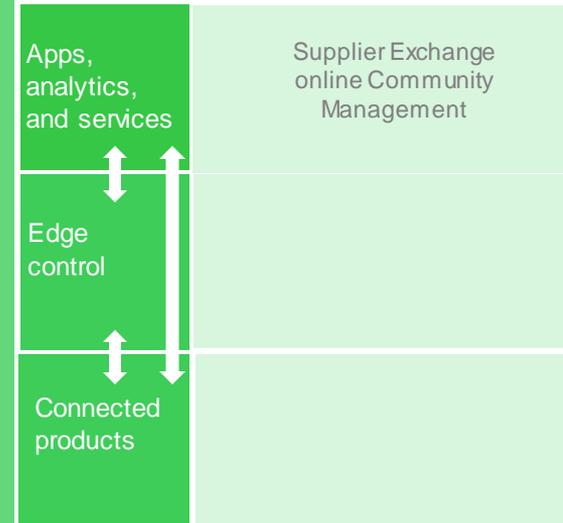
## The Results: Life is On with... 14 years partnership

"We recognize that reducing our carbon footprint requires action across our entire value chain. We found that many of our suppliers may not be entirely sure where to start when it comes to identifying resource conservation opportunities. We have partnered with Schneider Electric to develop sustainability expertise that will help our suppliers expand their knowledge on sustainability topics and practical solutions."

Matt Wilson  
Head of the Environmental Sustainability Centre of Excellence  
GSK

A science-led global healthcare company with a special purpose: to help people do more, feel better, live longer

## EcoStruxure™ For Life Sciences



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# Research Center, UK

Building carbon neutral laboratory



## Customer Challenges

- Carbon neutral design of building with maximum use of the passive systems (low energy)
  - Natural ventilation (no fan in ductwork, no active heating/cooling) and day light
  - Photovoltaic energy generation
  - Biomass boilers
- Rigorous carbon data collection and audit ready – monitoring and reporting of energy and water consumption

## Solution

Control and monitoring of HVAC, CHP, Biomass boilers and heat distribution, Solar generation and metering for power, heat and water

- EcoStruxure™ Building Operation
- EcoStruxure™ Power Monitoring Expert
- Energy meter

## Customer Benefits

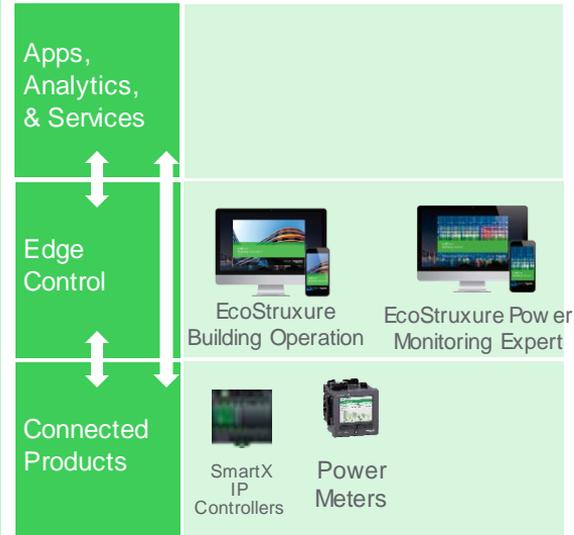
- Optimization of power, heat and water resource with real-time cause and affect data to create positive carbon credits throughout the lifecycle of 25 years
- Monthly reporting of Sustainability KPIs dashboards that are customized to the customers needs, keeping track of carbon neutral targets and communicating with the stakeholders

**The Results: Life Is On with...Achieving carbon neutrality for labs**

New

Research Centre building, 4500 sqm area, with goal to offset over **100 tonnes of carbon per year**

EcoStruxure™ for Life Sciences



Life Is On

Schneider Electric

# Sanofi, USA

Getting beyond the low hanging fruit and growing enterprise efficiency



## Customer Challenge

- Ambitious sustainability goals with a target of 15% energy savings from 2019 to 2025
- 3 years challenge to reduce energy by 1.3 Million US\$

## The Solution

- Energy Management Program
- EcoStruxure Resource Advisor

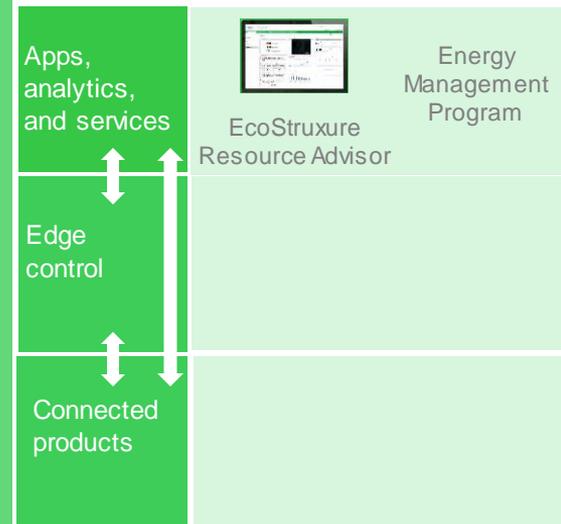
## Customer Benefits

- Pilot on 7 sites enable to find opportunities with less than 1 year return on investment to build a strong business case
- Over 1.2 Million US\$ invested in the energy management program with 1.6 Million US\$ in energy savings after less than 18 months
- Internal rate of return of the program is around 3.5 Million US\$
- Central comparative tool in place to foster competition between sites to reach the new sustainability goals

**The Results: Life is On with... site-by-site programmatic approach to delivering ambitious sustainability goals.**

World's leading producer of vaccines, producing 1.6 Billion doses of vaccines per year. 79 manufacturing sites in 36 countries.

**EcoStruxure™** For Life Sciences



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# Becton Dickinson, USA

Supplying the Sustainability Goods



## Customer Challenge

- Overall sustainability strategy and 2020 goals include reducing greenhouse gas emissions throughout its value chain and minimizing the environmental footprint in manufacturing

## The Solution

- EcoStruxure Resource Advisor
- Energy & Sustainability Services (ESS)

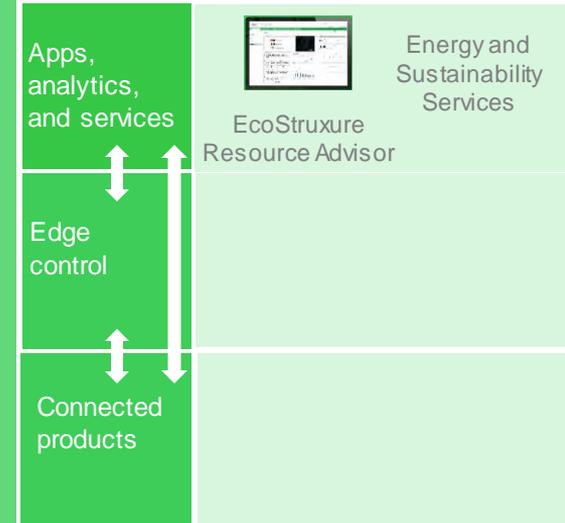
## Customer Benefits

- Data collection and analysis, as well as survey development and submission.
- Ability to track data through EcoStruxure Resource Advisor software enables energy and sustainability teams to accurately measure and track progress toward the sustainability objectives.
- Recognized Schneider Electric as its 2016 Supplier of the Year for Sustainability for various services provided to the medical technology company — from data and reporting to renewable energy research.

**The Results: Life is On with... Increase the CDP Climate Change Score from a C (2010) to a B in 2016**

Global medical technology company providing innovative solutions that help advance medical research and genomics.

**EcoStruxure™** For Life Sciences



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# Global Pharmaceutical Manufacturer

Support to meet Sustainability Goals

## Customer Challenge

- Virtualization project at the customer: flexibility of the Data Center is a key factor
- Need for a smart solution as complexity and cost to retrofit existing facilities is too high

## The Solution

- Energy and Sustainability Services (ESS)
- EcoStruxure Resource Advisor

## Customer Benefits

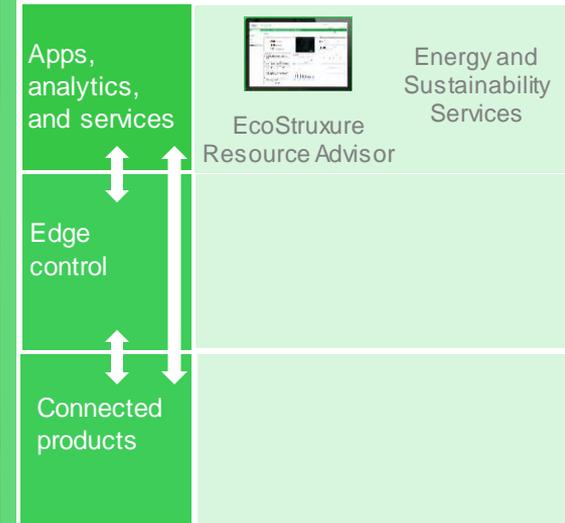
- Data visibility provided to enable company to prioritize future sustainability initiatives
- Instant access to data and analytics needed to track program success

## The Results: Life is On with... Data visibility to support Corporate Sustainability Objectives

"Most businesses collect and store millions of data points, but are unable to turn that data into action. Don't be one of them."

Global pharmaceutical manufacture

## EcoStruxure™ For Life Sciences



Paper

Life Is On



**Schneider**  
Electric

