


# Digitization and Efficiency with AOA

Smart Industry 2021

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Our purpose is to **empower all to  
make the most of our energy and resources**  
bridging progress and sustainability for all

At Schneider Electric, we call this **Life Is On**





Monitoring

Savings

Energy  
Purchasing

Our mission is  
to be Your  
Digital partner  
for  
**Sustainability  
and  
Efficiency**

# Schneider Electric provides energy and automation digital solutions for efficiency and sustainability

## Key figures for 2019

**5%** of revenues devoted to R&D

**€27.2 billion**

2019 revenues

**41%**

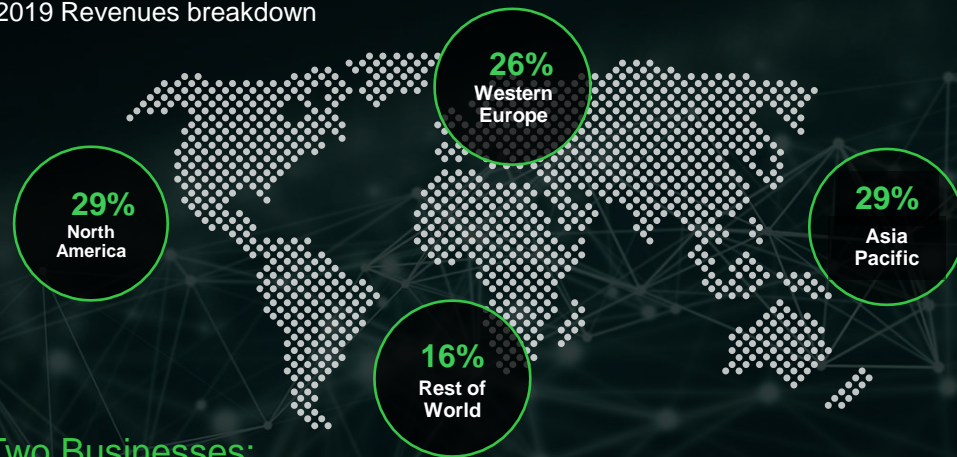
of revenues in new economies

**135,000+**

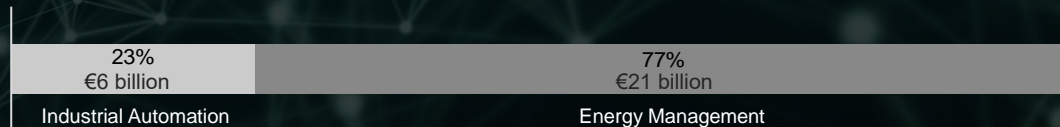
Employees in over 100 countries

## A well-balanced global presence

2019 Revenues breakdown



## Two Businesses:



The background of the slide is a blurred industrial setting. On the right side, a person's hands are visible, holding a tablet computer. The tablet screen displays a 3D architectural rendering of a building or industrial facility. In the background, there are various pieces of industrial equipment, including what appears to be a control panel with a small screen and several buttons. The overall color palette is dominated by greys and blues, with a prominent green color used for the text and the bottom right corner.

**Digital  
builds a  
Smart  
future**

**Home  
Building  
Industry  
Infrastructure  
Data Centres**



The background of the slide features a blurred image of several people wearing white face masks, suggesting a public health or safety context. The image is dark and moody, with the text overlaid in white and green.

# COVID-19 accelerator of **Digital**

**Remote Everything**  
Resilience  
**Sustainability**  
Efficiency

# Efficiency

for a Sustainable Future

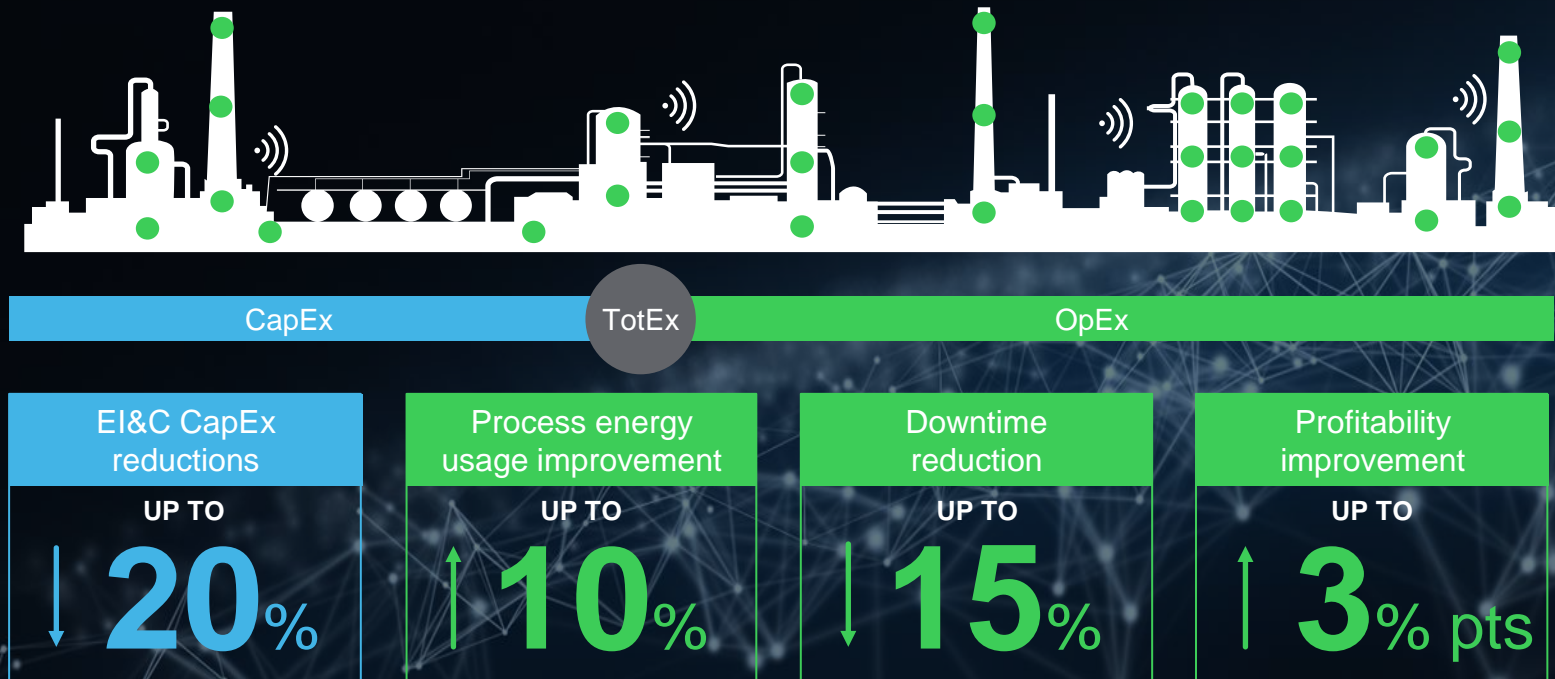
1

Energy  
Efficiency

2

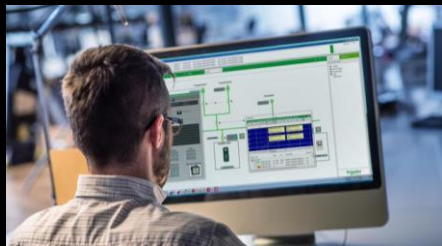
Process  
Efficiency

# Integrate power and process to improve capital efficiency and operational profitability





# Leveraging the potential of digitization throughout the machine life cycle



## Design and engineering

### Smart design

Reduce time-to-market using simulation technologies

### Smart engineering

Increase quality and efficiency by automating routine tasks

Up to **30%**  
reduction of time-to-market

## Commissioning and operation

### Smart commissioning

Easy commissioning through web visualization, mobile devices and augmented operator

### Smart operation

Seamless integration of machines to IT using open standards

Up to **40%**  
faster machine integration

## Maintenance and services

### Smart maintenance

Enhance maintenance efficiency with faster information tracking

### Smart services

Use digital cloud services to track and monitor your machines worldwide

Up to **50%**  
time savings for corrective actions

# Open

## Network of Partners

20k+

system developers & integrators

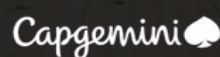
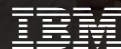
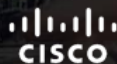
3k

electricity companies

650k

service providers & partners

## Strategic Technology Partners



## Open Standards

Open Tech & Interoperability

# Adriateh d.o.o. Croatia

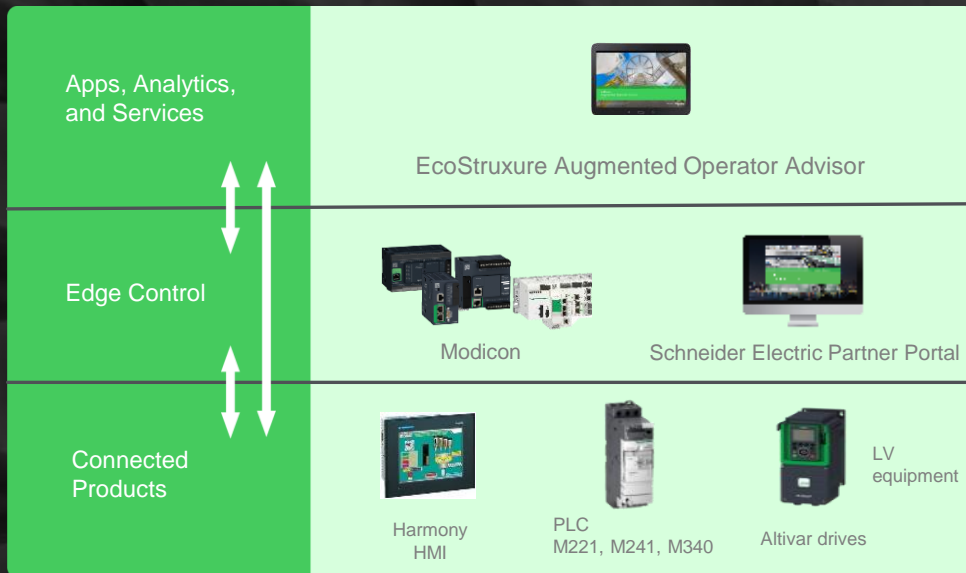
Car Wash Production company.  
Where Technology Meets Art.



**EcoStruxure™**  
Innovation At Every Level

**Power**

**100%** digitized  
machines



## Partner Challenges

- Finding global and trusted Supplier for electrical equipment with high-quality products and great local support
- Supplier with strong technical expertise in specific fields
- Strong relationship with supplier is key

## Solutions

- Technical trainings / Educations, Webinars / Seminars
- Technical (System design): LV equipment +sensors+ PLC (M221, M241, M340) + HMI (GTO)+VSD+Lexium
- my Schneider Partner Portal

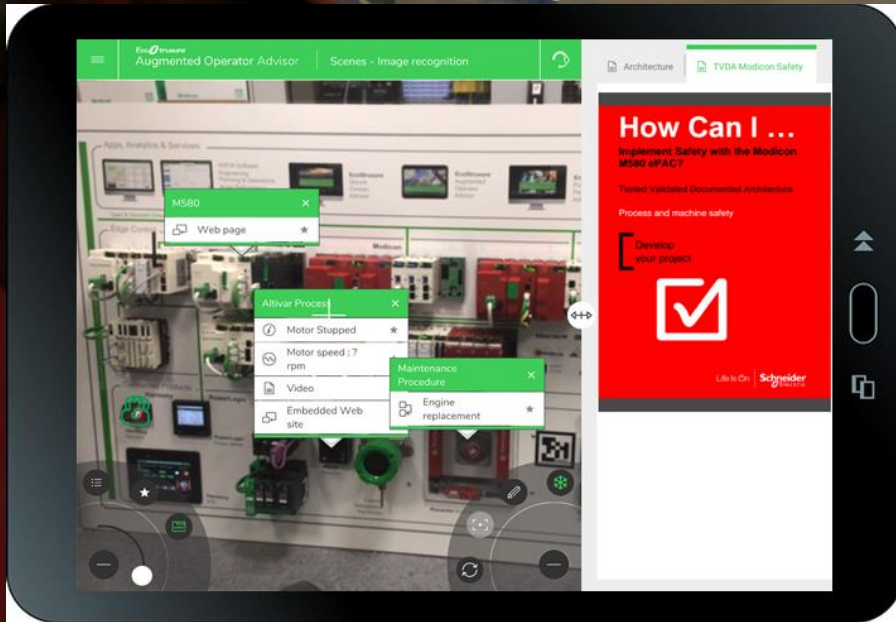
## Partner Benefits

- Technical solutions based on specific customer needs
- Wide portfolio to unify whole aspect of electrical equipment
- Great logistic system
- Digital tools to help grow business and global differentiation

<https://youtu.be/qZH0bJm6jrk>



# EcoStruxure™ Augmented Operator Advisor



“We want to improve your **operational efficiency** and promote **knowledge transfer** by incorporating **digital technology** in your industrial daily life”

*On-site Operations and  
Off-site Expertise*



*Operator efficiency*



Smart Control



Asset  
Management



# The future of industry is here

<https://youtu.be/qZH0bJm6jrk>

Adriateh video



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