

Schneider Electric's EcoStruxure: welcome to the future !

A new level of optimization with IoT & Industry 4.0



Razvan COPOIU

South & Eastern Europe Vice President

International Electric and Automation Show, Bucuresti

19-22nd of September 2017

Confidential Property of Schneider Electric

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Megatrends are provoking a **rise** in Energy Demand



URBANIZATION

+2.5B

people in cities by 2050

Source: United Nations, DESA



DIGITIZATION

50B

connected things by 2020

Source: Cisco



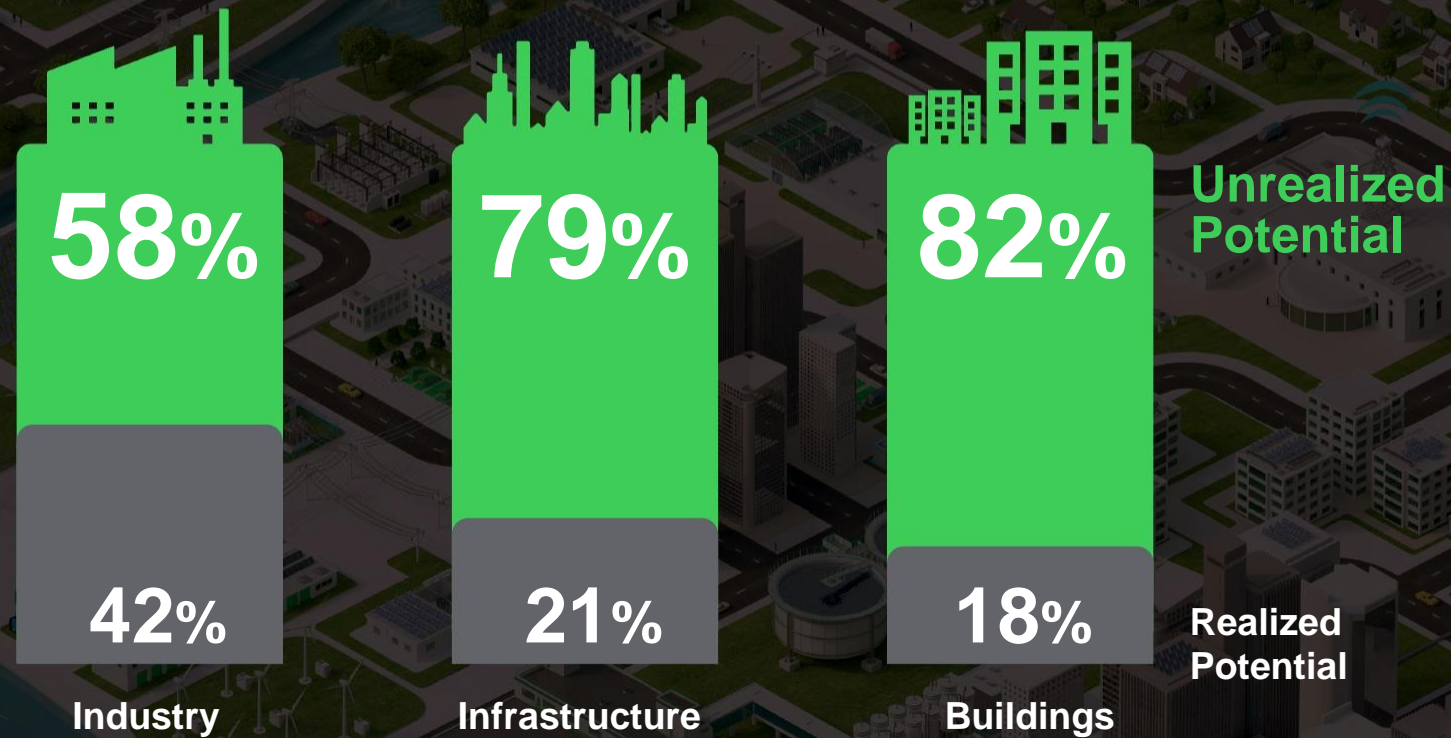
INDUSTRIALIZATION

+50%

Energy consumption by 2050

Source: IEA

We have massive untapped efficiency potential



Source : World Energy Outlook 2012, OECD / IEA, Internal analysis



Schneider Electric the Global Specialist in Energy Management and Automation

€24.7Bn

FY 2016 revenues

~ 5%

of revenues devoted to R&D

~140K+

people in 100+ countries

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We see the Industrial Internet of Things / Industry 4.0
as an “**evolution**” not a “revolution”

And we have the full **end to end**
& **complete solutions** for
Automation & Control Systems

**Adding together our architectures
known in the past as:**

Smart  **truxure™**
BUILDING

Infra  **truxure™**
DATA CENTER

Power  **truxure™**
**POWER
DISTRIBUTION**

Machine  **truxure™**
INDUSTRY

Plant  **truxure™**
INDUSTRY



IN ONE ARCHITECTURE

EcoStruxure™



What has changed - Industry 4.0



MOBILITY

Pervasive and Affordable Communication
Rich UI
Recognition of Operator



CLOUD

Massive Aggregation of Data
Stakeholder sharing
Concentration of Specialist

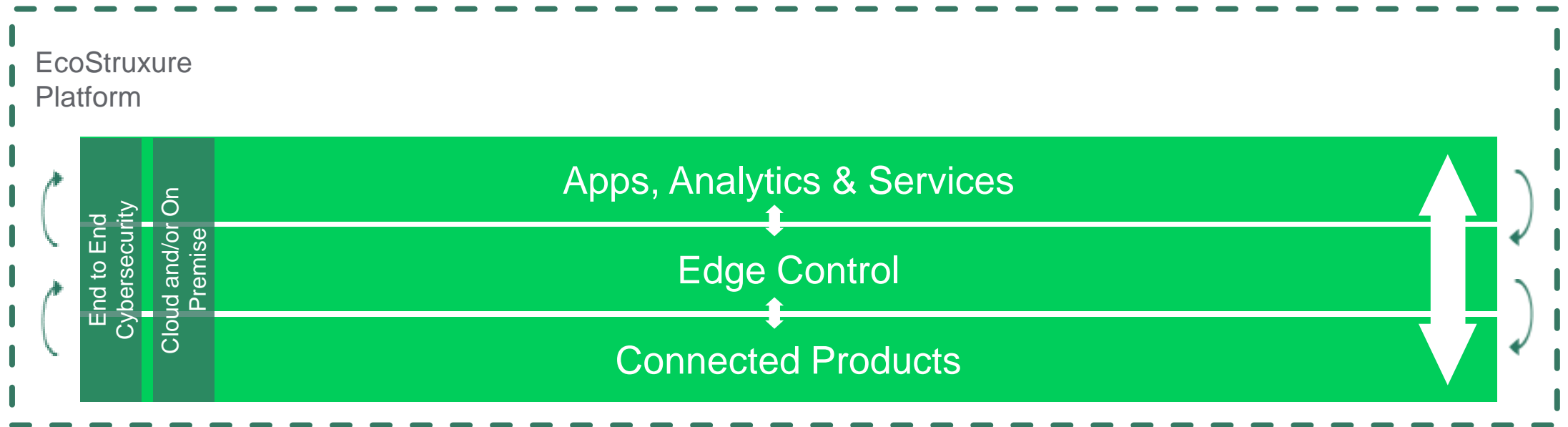


ANALYTICS

New functionalities
Artificial Intelligence optimizing
performance at all levels

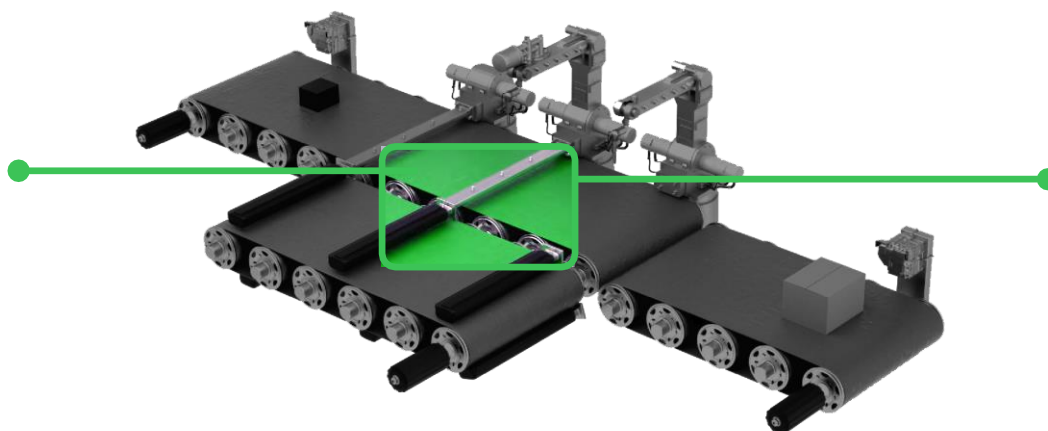
EcoStruxure™

Innovation At Every Level



Innovation at Every Level: Connected Products

Improved Asset Performance With Altivar Process



The first range of services oriented drive

A range of variable speed drives for smart machines



Achieve Maximum Flexibility
Extended Machine Availability
Full Connectivity & Integration



Valves



OsiSense:
Industrial Sensors



Tesys:
Motor Starters



Altivar:
Variable Speed Drives



Vijeo



MCC/PCC
Electrical Panel

Innovation at Every Level: Edge control

Smart Machines that Optimize design and production with insights from End User Energy data

Machine Builders' Customers



Food & Beverage Retailers



Energy data of all installations



CAD Program

Energy data by type

Assembly plan

Update

Mangelberger Control Cabinet Production



- Analysis
- Optimization
- Material flow
- Manufacturing
- Documentation



MachineStruxure



PlantStruxure

Foxboro EVO



The new generation of DCS

Triconex™



Safety & Critical Control Platform

Connected Products

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Innovation at Every Level: Apps and Analytics

Augmented Operators with increased efficiency, error free operations and greater autonomy



An intuitive User Interface for increased Efficiency, Error Free operations and Quicker Autonomy

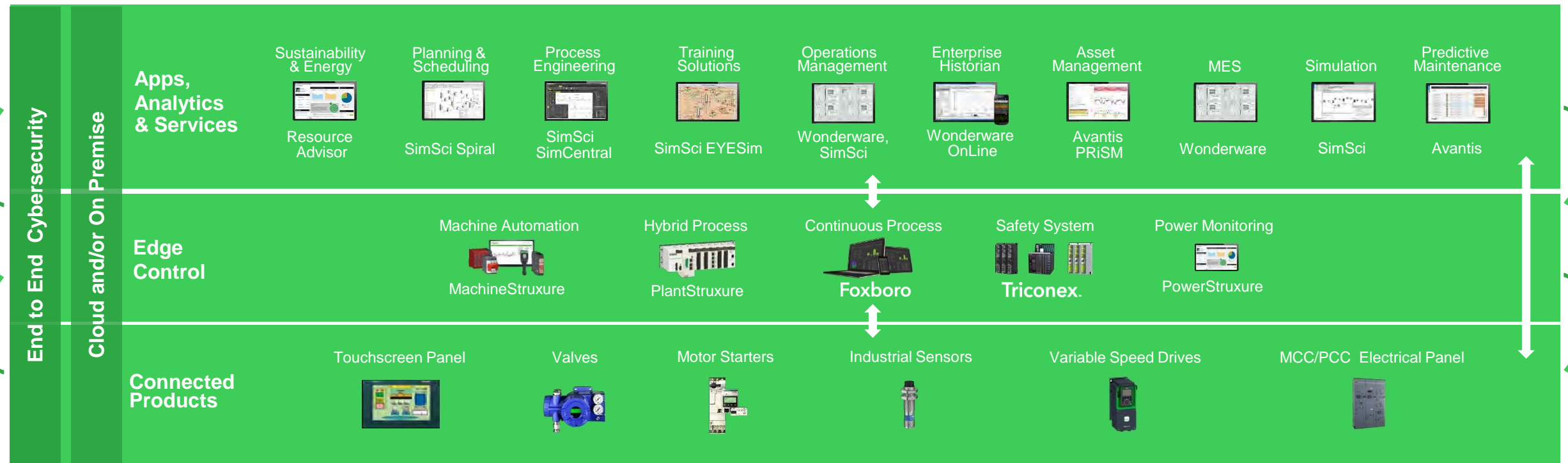


Edge Control

Connected Products

Innovation at Every Level: EcoStruxure™

EcoStruxure.io



Cities need to leverage technology
to be more attractive and competitive for employers and citizens



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Cities face many challenges

Stress

Infrastructure

Cost

Environment

Competitiveness

Citizen Expectations



Mobility

Efficiency

Sustainability

Resiliency

Reliability

The 5 major imperatives for smart cities

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A person with blonde hair, wearing a dark jacket, is holding a smartphone in their right hand and a black coffee cup with a white lid in their left hand. They are standing on a city street with cars and buildings in the background. The image has a greenish-yellow tint. The word "MOBILITY" is written in large, white, sans-serif capital letters across the center of the image.

MOBILITY

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IoT-enabled solutions drive Mobility & Situational Awareness



“The ability for our engineers and operators to use tablets and smart phones for controlling city services has greatly increased situational awareness and allowed us to become more efficient.”

Darren Schulz, Deputy Public Works Director Carson City, Nevada

WonderWare™ In Touch™,
Historian, SmartGlance™

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EFFICIENCY

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IoT-enabled solutions drive Building efficiency



Moorfields Eye Hospital **NHS**
NHS Foundation Trust

“We adopted new technologies to integrate legacy systems across the facility and provide one interface to the facility management team, allowing them to monitor and control the infrastructure throughout the hospital.”

Chris Harding, Director of Estates and Facilities, Moorfields Eye Hospital

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SUSTAINABILITY

IoT-enabled solutions drive Water network optimization



Wireless leak detection sensors feed an Integrated Leak Detection Management System

“Telemetry is incredibly important to us. We’ve got a very large geographical area...and several thousands assets spread across that and we have to monitor them and to make sure they are working and working effectively”

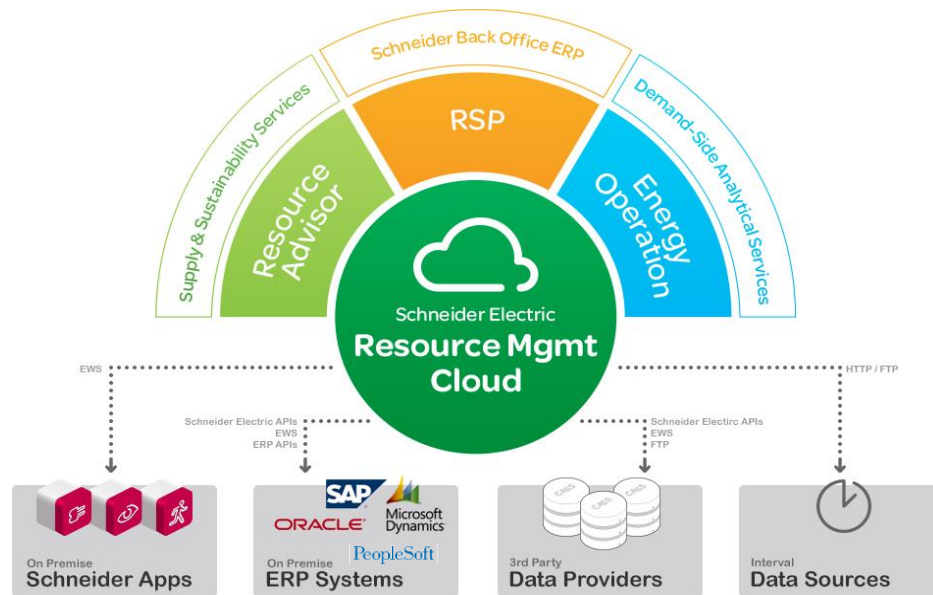
Chris Boucher, Director of Information Services, Anglian Water



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IoT-enabled solutions drive Sustainability strategy



“We looked for a way to effectively track our energy use, greenhouse gas emissions, and related conservation projects.”

Mayor Thomas M. Menino, Boston, Massachusetts, September 2013



RESILIENCY

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IoT-enabled solutions speed recovery from natural disasters



“Fairfield’s microgrid project is an example of how a municipality can help protect public safety and minimize hardships to their residents and businesses during power outages.”

Katie Dykes, Deputy Commissioner
Connecticut Department of Energy and Environmental Protection



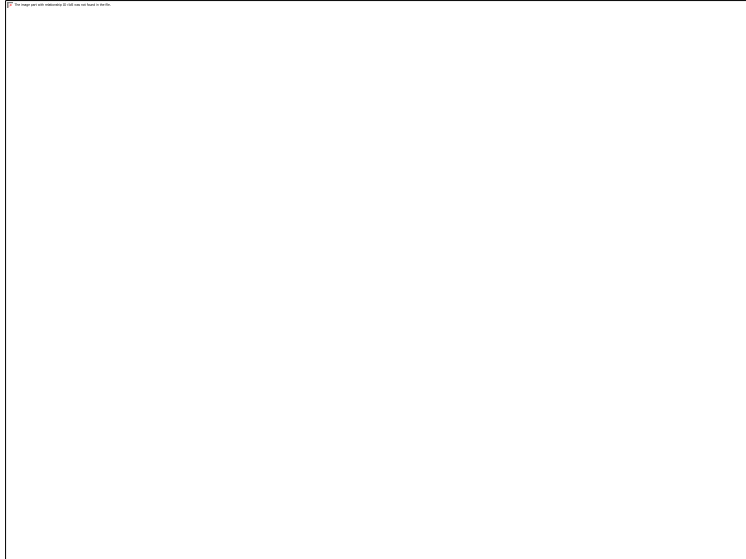
A woman in a business suit is walking on a train platform. She is holding a suitcase in her right hand and a jacket in her left hand. She is looking down at her phone. The background shows other people on the platform and a train. The word "RELIABILITY" is overlaid in large white letters.

RELIABILITY

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IoT-enabled solutions drive safer and more reliable airport operations



“The centralization of operations that we get with Wonderware helps manage around 700,000 signals and is essential for a critical infrastructure like this. We can now quickly respond to incidents and also be proactive in optimizing management.”

Jordi Asensi, Head of Systems and Database Management
AENA Barcelona Airport



Make s

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EVlink

by Schneider Electric





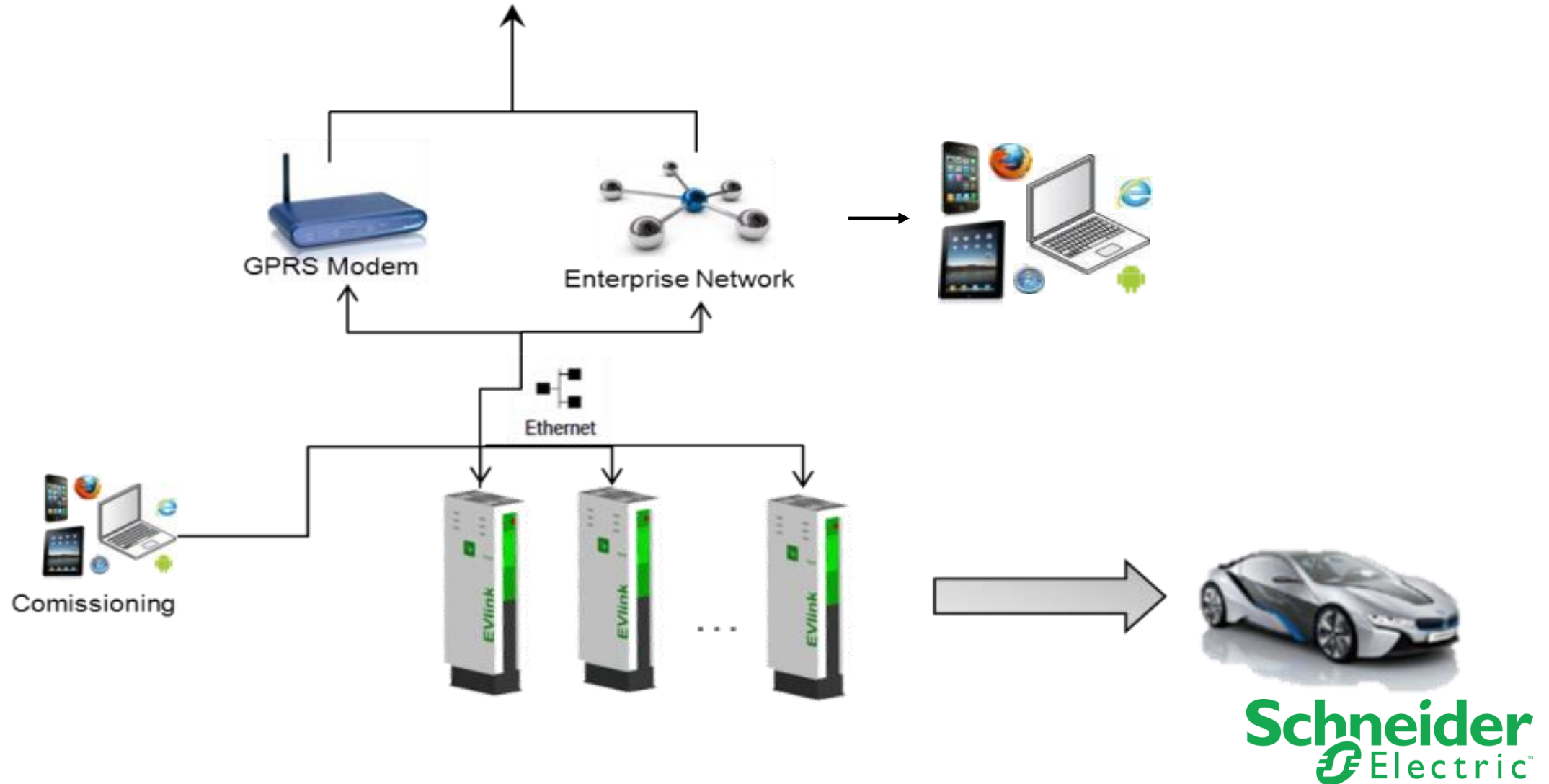
EVlink product portfolio

Overview



* Not a Schneider Electric product, partnership for Fast Chargers

EVlink Energy Management





SCHNEIDER INNOVATION AT EVERY LEVEL



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