

Schneider Electric in India

Help people
make the most
of their energy
2012-13

A photograph of a woman in a green sari holding a young child in a pink outfit. They are standing in front of a light-colored wall. To the right, there is a glowing light fixture and a white electrical meter mounted on the wall. The scene is dimly lit, with the primary light source being the fixture on the wall.

Schneider
Electric

Schneider Electric is committed to making the most of your energy

Our vision

A world where we can all achieve more while using less of our planet.

Who are we?

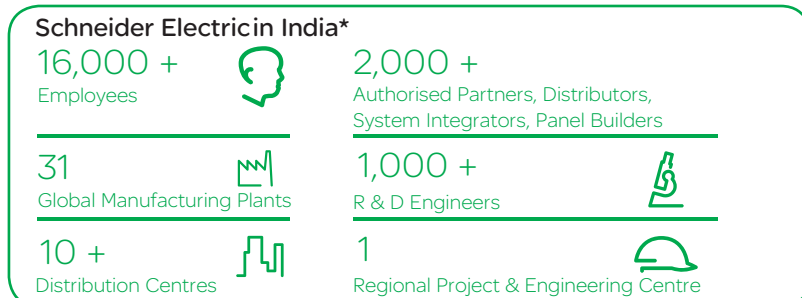
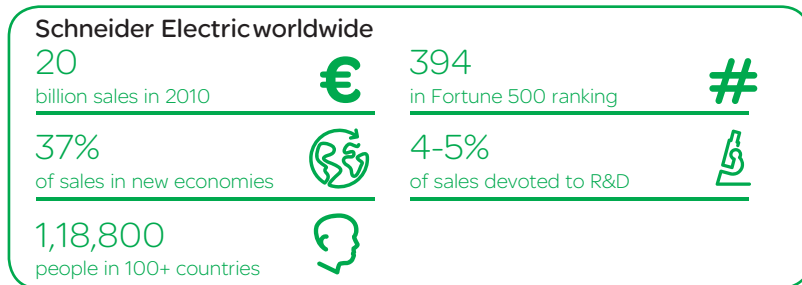
Schneider Electric is the global specialist in energy management, providing an integrated approach designed for the reality of the digital economy (Plant-to-Plug).

What do we do?

Schneider Electric promises its customers with products, solutions and services which are:

- **Safe:** protecting you, your customers, your business
- **Reliable:** uninterrupted, ultra-pure power at all times
- **Efficient:** up to 30 per cent energy savings is now available
- **Productive:** simplicity and peace of mind
- **Green:** easy connection for renewable energies

Our presence worldwide and in India



*Figures as on June 2011

Solutions

Managing energy is the key to maximising its usefulness and economising on its waste. Energy efficiency is the quickest, cheapest and the cleanest way to reduce energy consumption.

Schneider Electric recently introduced **EcoStruxure™** – the integrated system which assists in better automation and connectivity everywhere for profitable business.

Achieve enterprise-wide energy savings with EcoStruxure™ architecture

EcoStruxure™ system architecture enables the convergence of five key domains of our expertise: Management of Power, Process & Machine, IT Room, Building, and Security. It acts as a solution ecosystem, delivering guaranteed compatibility across key application areas. It is a simplified way to save money and reduce waste by enabling guaranteed compatibility between the management of power, white space, process and machines, building control, and security.

EcoStruxure™ system architecture delivers CapEx and OpEx savings of up to 30 per cent.

Integrated solutions for segments –

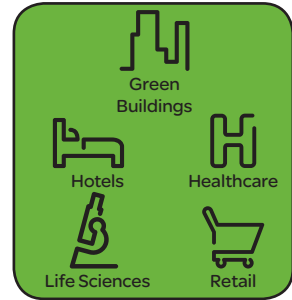
- Electric Utilities
- Water and Waste Water
- Oil and Gas
- Marine
- Mining and Minerals
- Metals
- Machine Builders
- Data Centres/IT
- Hospitals
- Hotels
- Office Buildings
- Retail
- Residential



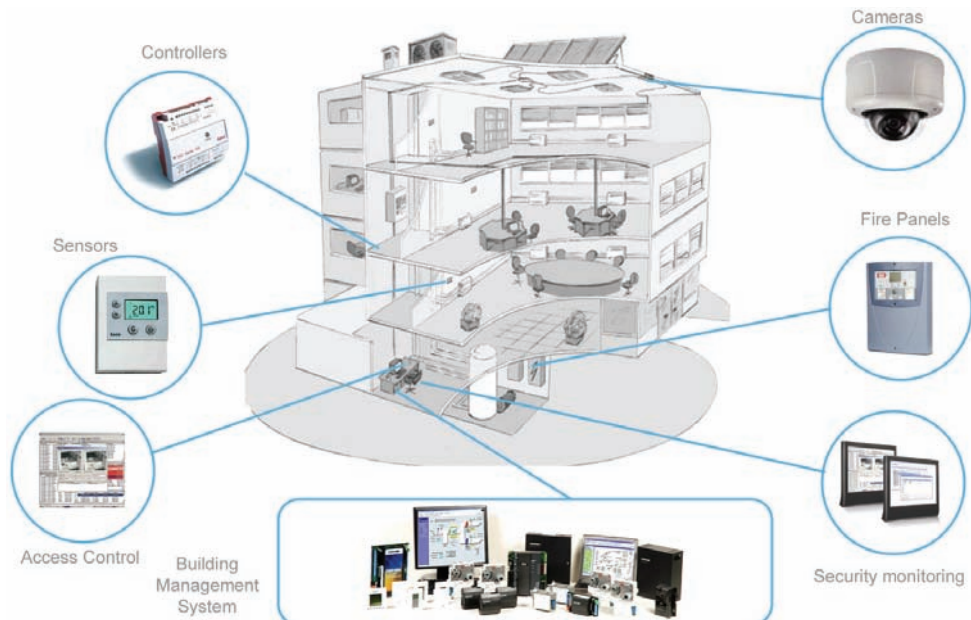
Buildings

Buildings consume extra electricity and contribute to increased greenhouse emissions. Today, green building legislation has become more prevalent. Simplify your life and gain full control with Schneider Electric's integrated building management solutions such as HVAC, access control, video security management, and lighting control. Choose the best-in-solutions which enable 25 per cent savings on CapEx. Flexible solutions reduce set-up and re-configuration time by 30 per cent, while optimised environment control enhances an occupant's productivity by up to two per cent. A combination of green and clean technologies brings you closer to achieving a net-zero-energy building. You also build a corporate image – environmental stewardship.

Focused verticals

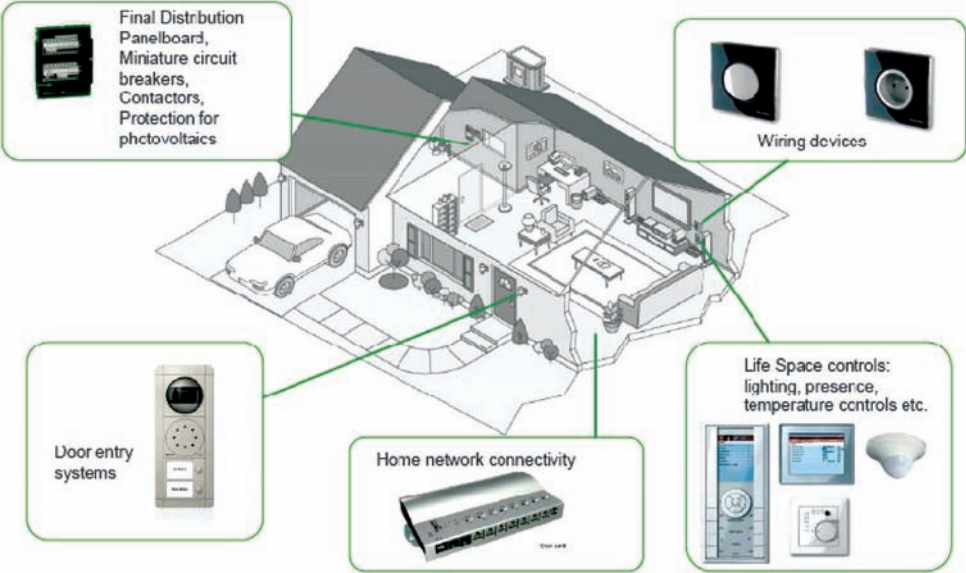


Critical security



LifeSpace

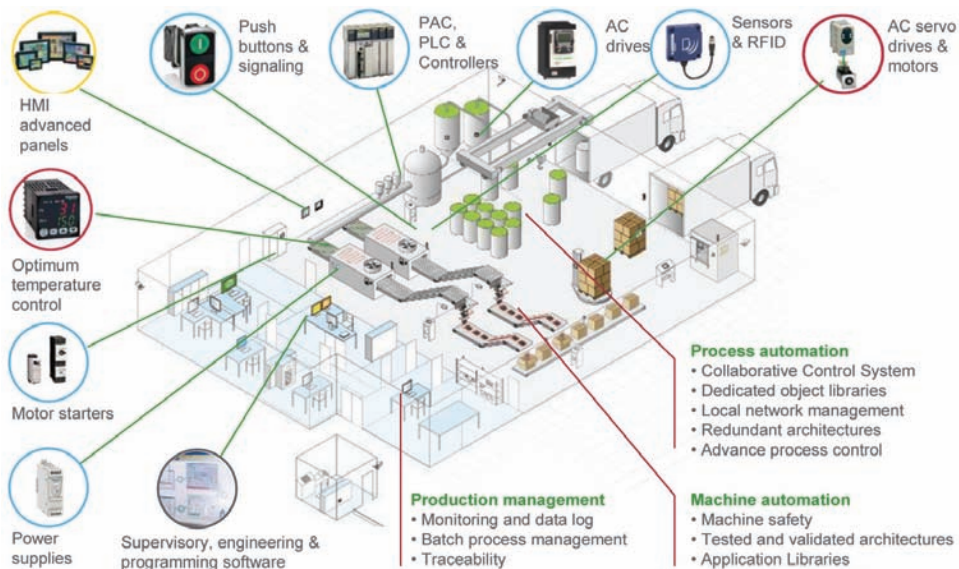
Schneider Electric's solutions in the residential market are comprehensive in character. They connect people with the energy they need and improve their quality of life. Schneider Electric offers a one-stop experience to protect your home from electrical shocks, fire risks and intrusions, which helps you sustain your comfort and décor and at the same time, helps you manage rising utility bills in a better way.





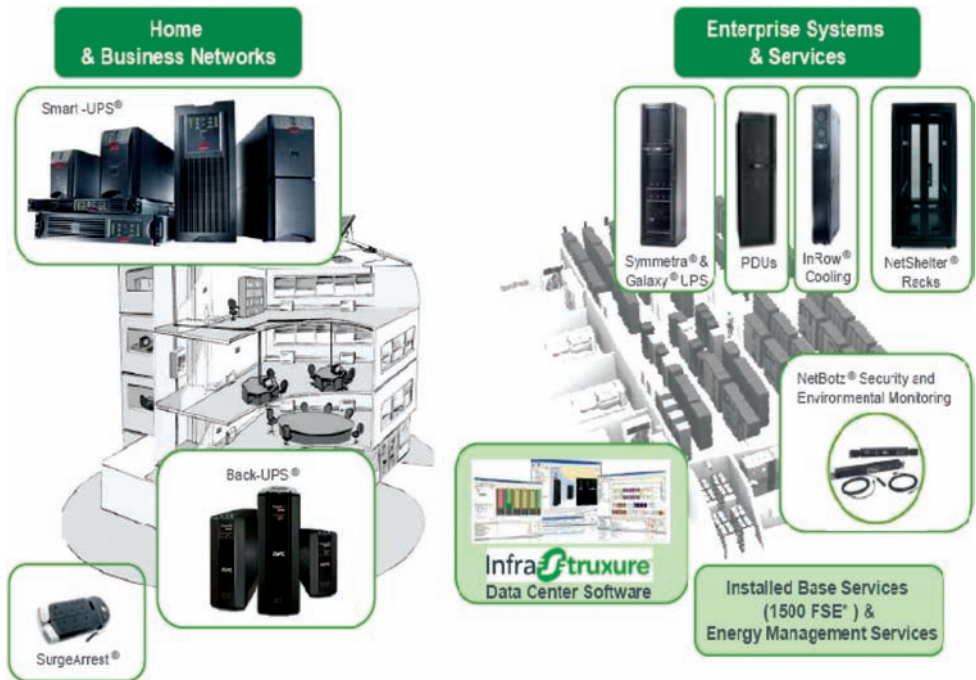
Industry

Schneider Electric assists you to design, build and operate the most energy efficient machines and plants with its products and solutions. It believes in using innovation to drive simplicity. Our energy management solutions can reduce consumption by 10-20 per cent in industry and infrastructure facilities.



IT

White Space Management has gained importance as it easily tackles the problems of any data centre, such as the increasing number of IT equipments, capacity requirements and high cooling bills. Schneider Electric's Data Centre Solutions provide 99.9 per cent availability, with reduced human error and reduced time to recover, therefore increasing the centre's reliability. Our scalable, modular architecture lowers design, build, and deployment time by 80 per cent and reduces initial cost by 60 per cent. Our innovative InRow cooling with air-containment is efficient with the potential to lower cooling bills by up to 50 per cent.

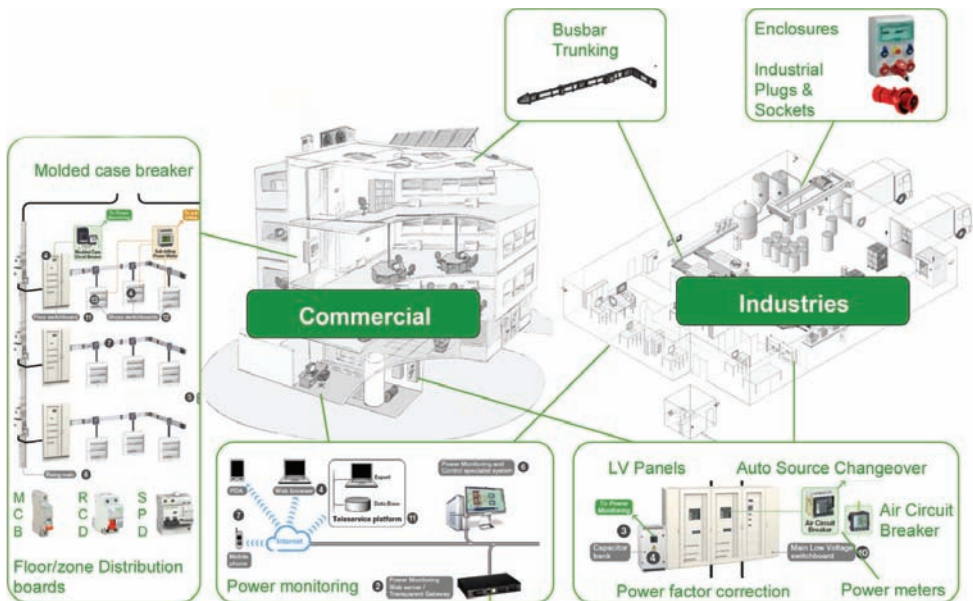


* FSE: Field Services Engineers

Power

Schneider Electric offers smart and efficient solutions to minimise your downtime by 30 per cent and save 25 per cent or more on energy costs. The power efficiency solutions make your lives safe, simple, reliable and of better quality. Use our power solutions to ensure optimum usage of electrical energy. We address customer – perceived challenges related to unsafe electricity. Our environment-friendly smart power efficiency solutions guarantee consistent support to your business and adapt to changing configurations without downtime to repair and update systems.

We have a worldwide commercial presence with large installed base. Our extensive distribution channels and panel builders network are backed with high technological competency.





Energy

Schneider Electric's Distribution Automation Solutions and Feeder Automation Solutions improve service continuity of your ageing equipment up to 50 per cent and reduce CapEx and OpEx up to 30 per cent. These solutions are reliable and ensure reduction of losses, therefore the equipments are guaranteed with 97.5 per cent availability for 20 years in the industry.

The image displays a variety of Schneider Electric products and solutions, organized into two main categories: **Electro-Intensive** and **Utilities**.

Electro-Intensive Category:

- Scade Distribution Management System (Software interface)
- Protection relays (Hardware units)
- HV/MV prefabricated factory-assembled and engineered substation (Large industrial facility)
- Primary switchgear (Cabinet units)

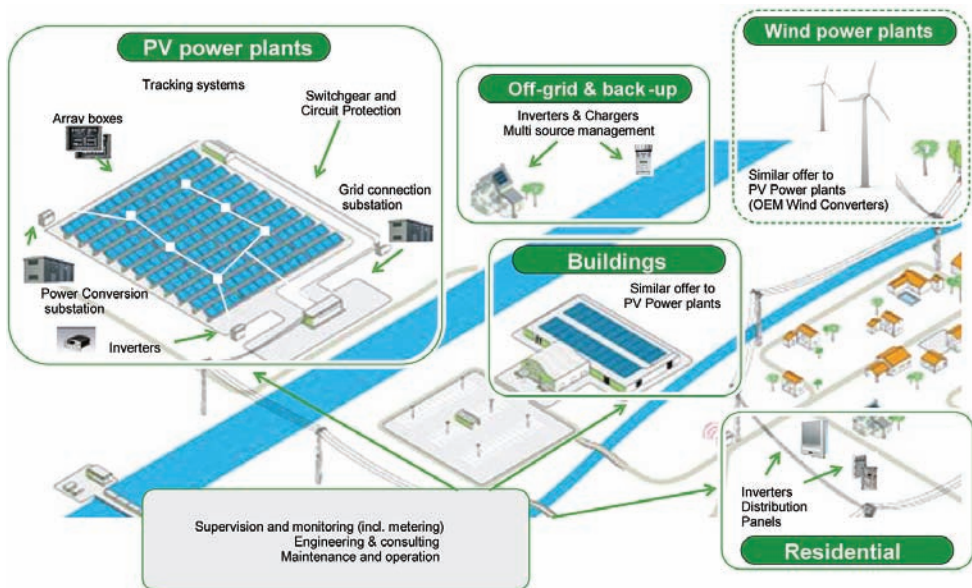
Utilities Category:


- MV Primary cubicles (Cabinet units)
- Prefabricated MV/LV cubicles for secondary substation (Cabinet units)
- MV/LV transformers, Capacitors, MV cubicles (Various components)
- Distribution automation: Feeder automation, Remote control, Digital Protection relays, MV ring main unit (Software and hardware components)
- MV ring main units, Circuit Breakers, MV cubicles (Cabinet units)

Renewable energy

The Renewable Energy business of Schneider Electric is focused on designing and developing renewable energy products and solutions and providing best-in-class, global customer service and technical support.

Schneider Electric provides full solutions from the panel DC output to the grid connection, including monitoring and supervision. Schneider Electric's customisable solutions are specifically designed to meet the growing demand of large scale grid-tied solar farms and large commercial rooftop solar installations. Some examples of products and solutions are PV Box, climate controls, security equipment, array string monitoring, SCADA monitoring equipment, and power metering, accompanied by operation and maintenance offerings.





Meeting our social responsibilities

Social responsibility is an integral part of Schneider Electric's culture, embraced at all levels of our organisation and reflected in our programmes and policies. The group's commitment is driven by its foundation and, above all, by the never-ending energy of its people.



Schneider Electric India Foundation

A Social Commitment in India

A Trust funded by

- > Schneider Electric Corporate Foundation
- > Schneider Electric India Pvt. Ltd.
- > Employees and partners of Schneider Electric India

Mission:

"Help people change lives through access to Energy"

Helping Planet and Society through



Education

- Electrician training for unemployed youth
- Scholarship to poor students to pursue engineering degree
- Educate school children about energy conservation (Conserve My Planet)



Employment

- Electrician training for unemployed youth



Entrepreneurship

- Facilitate trained electricians with a "start up kit" and an entrepreneur training to run their own business.



Rural Electrification

- Facilitate access to electricity at very remote areas without grid supply



Emergency during natural disasters

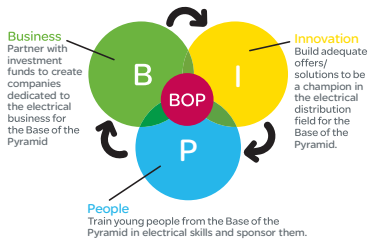
Partners:



For more information visit: www.sei-foundation.com

Sustainable development

BIPBOP



Schneider Electric India has developed a sustainable programme to bring safe, clean electricity to the people who need it the most. BIPBOP is an acronym for Business, Innovation and People at the Bottom of the Pyramid, is working towards sponsoring electrician training for 4,000 people from the 'Bottom of the Pyramid' by 2012. This will empower them to support their families and build their future.

In-Diya

- Launched on February 3, 2010, it is a highly energy efficient LED-based Lighting System that provides lighting to people living with no or unreliable access to electricity
- Consumes 50 per cent less power than 11W CFL and 90 per cent less power than 60W incandescent lamp for the same light output
- Can illuminate a room of 12'X12' for all normal activities and provide 50,000 hours of lighting



Achievements till date

Electrician Training

- Opened the first women electrician training centre in India
- 31 training centres are operational across 16 states in India
- 2,665 unemployed youth have been trained as electricians

Rural Electrification

- Provided solar home lighting system to 889 households in 10 villages
- Established four battery charging stations to provide lighting solutions to 200 households

Conserve My Planet



Conserve My Planet is a unique participative educational programme that empowers students on managing energy effectively and protecting the environment. They realise the responsibility towards optimal utilisation of resources and devise their own little ways to make a difference to the global issue of global warming. The programme proposes to change the way people think and live! Through this programme, students initiate change within them and then take it to their homes and schools, thereby reaching out to parents and siblings. The next level of change would travel through these children to their neighbours and relatives.

With people at the heart of our strategy



Individual behaviours driven by

- Technology that make things visible
- Regulations



Skills

- Renew competencies
- Build new educational programmes
- Develop maintenance, audits, etc.



Collaboration

- Public-Private partnerships
- Cross-business alliances
- Competitiveness projects



Respect and passion for diversity

- Loving difference
- Diversity for innovation

Success Stories

Trusted by customers in India...



Bharti Airtel Data Centre, NOIDA

Project Size:
30,000 sq ft.
Complete
end-to-end data
centre solution
for energy
management.



NDPL
Long-Term
Maintenance
Contract
(LTMC) covering
preventive
maintenance plan,
24/7 emergency
assistance, routine
maintenance
and spare
parts availability.



WBPDC, West Bengal
Detailed
energy audit
of 19 Thermal
Power Stations
under WBPDC
including energy
efficiency
training, thermal
imaging
services, etc.



Heavy Water Board (HWB), Kota
Provided a
highly reliable
and proven
Automation
System, which
safely works in the
hazardous H₂S
gas environment.



Lodha Bellissimo, Mumbai
Completely
integrated Home
Automation
solution.



Times Square, New York City, USA

For the New
Year's Eve Ball
2009 with a web-
enabled lighting
control solution.



Olympics in Beijing, China

Complete energy
management
solutions for
the Water Cube,
the Bird Nest
stadium, the
airport and other
infrastructure.



Eiffel Tower in Paris, France

Modernisation
with a new
generation
of PLCs for
reliable and
smooth elevator
functioning.



International Polar Foundation

Providing simple
and efficient energy
management
solutions for the
Princess Elisabeth
Antarctica 'Zero
Emission' Research
Station.



Make the most
of your energy



For more information visit our website at: www.schneider-electric.co.in

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