Schneider Electric pioniere del Digitale: una evoluzione di lungo termine

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Schneider Electric, leading the digital transformation of Energy Management and Automation

€24.7 billion	**~5%**	**~ 160,000**
FY 2017 revenues	of FY revenues devoted to R&D	people in 100+ countries

Our Products & Solutions
– FY 2017 revenues

Medium Voltage	Low Voltage	Secure Power	Industrial Automation
18%	43%	15%	24%

in Buildings, Data Centers, Infrastructure and Industries

Balanced geographies – FY 2017 revenues

27% North America
27% Western Europe
28% Asia Pacific
18% Rest of World
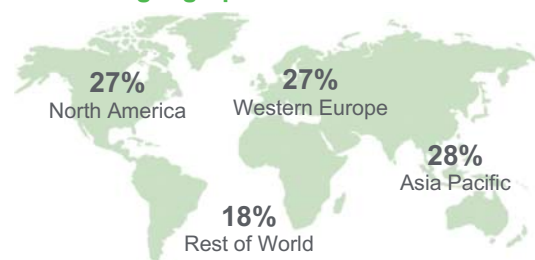
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EcoStruxure for Oil & Gas Connects Software, Applications, Analytics & Services

Eco**struxure**™
Innovation At Every Level

| EcoStruxure Architecture | Onshore Production | Offshore Production | LNG and Gas Processing | Refinery and Petrochem | Pipelines and Terminal Distribution |

End to End Cybersecurity | Cloud and/or On Premise

Apps, Analytics & Services

Edge Control

Connected Products

AVEVA

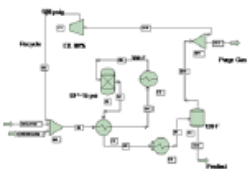Life Is On | Schneider Electric

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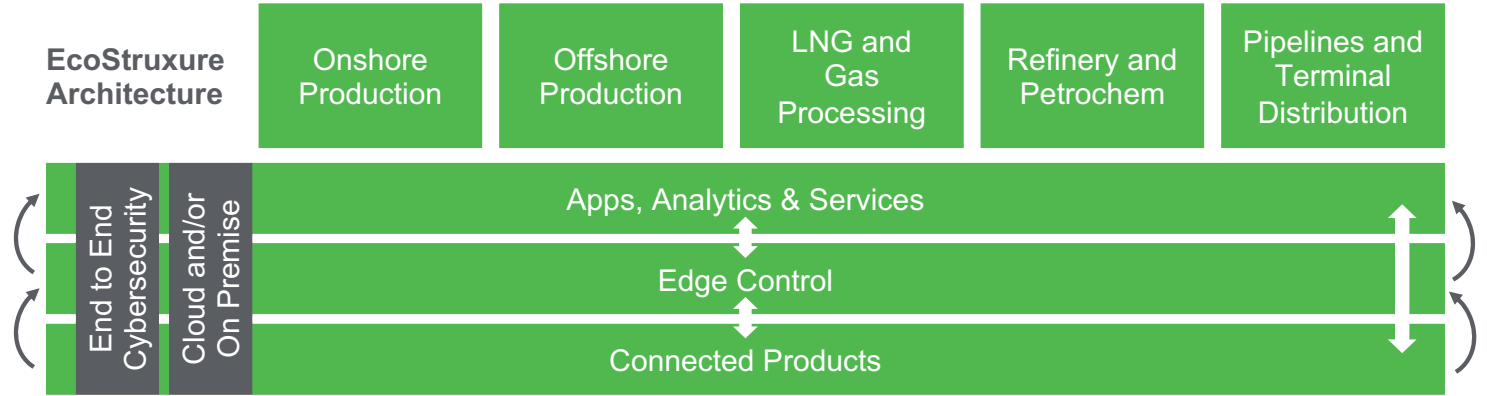
Major Update 2018 : AVEVA acquisition by Schneider Electric to address needs of capital intensives industries

Capital investment constraints: need to maximize utilization and efficiency of existing assets

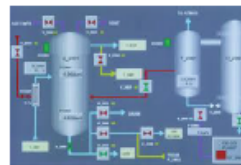Project phase 2-6 years (1/3 of project spend) → Operations phase up to 50 years (2/3 of project spend)

Process Design | **Plant Design Build & Upgrade** | **Operate and Maintain** | **Plant & Asset Optimization**

Segmented Engineering
Manual process
Cost & time
Inefficiencies

Asset Lifecycle Management Gap
Manual process
Data complexity
Inefficiencies

AVEVA

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A Digital Architecture Provides Real World Business Benefits

| Ensure highest standard of safety	Increase productivity – typically in the range of 5%	Optimize assets & reduce Capex costs – typically by 10%	Reduce Opex costs – typically by 5%	Achieve digital transformation

Ensure profitable business in the 'New Normal' and prepare for the Energy transition

An example of integrated information Command Center in O&G ADNOC: Panorama wall
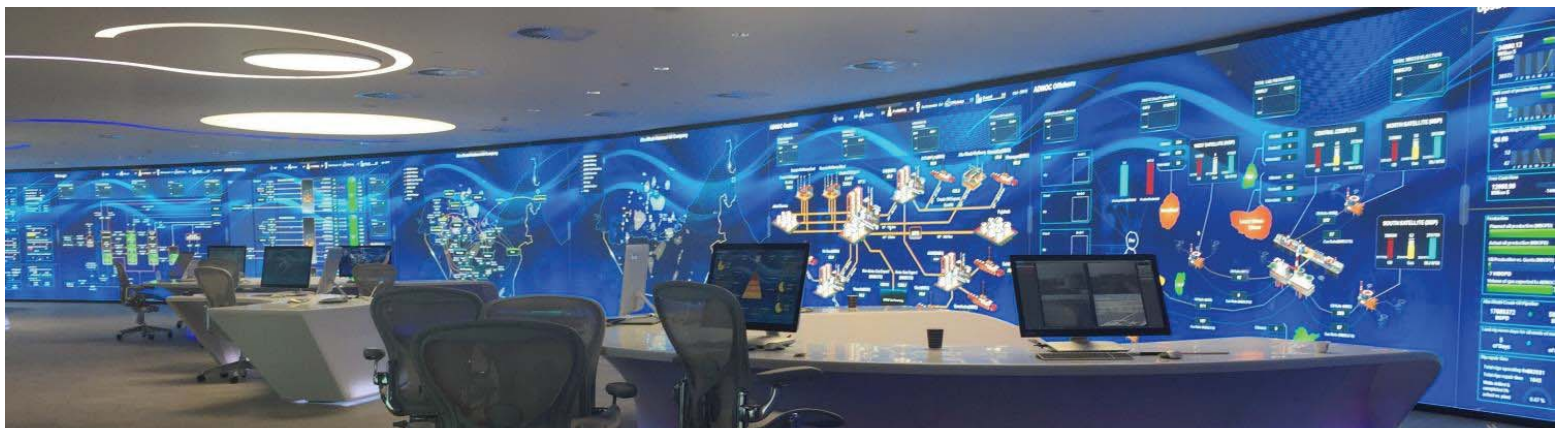
Value chain optimization, reduce costs and increase production

Predictive maintenance and notifications, crisis management

Business integrated platform for planning, scheduling, KPI management, HSE performance, power monitoring, pipeline tracking, ship and truck tracking

Electric

Our in-house experience
6 areas of digital transformation in our smart factories

Agile Management
Shop floor agility: Bringing control to the enterprise level

Process Efficiency
Better closed-loop measurement and control for greater throughput and faster processing

Asset Performance Management
Optimized asset use to improve profitability

Empowered Operators
Empowering operators for more effective decisions on the factory floor

Reliability
Ensuring plant, process, and asset uptime

Energy Efficiency
Visibility, control, and optimization of power consumption and costs

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Our Global Supply Chain
A vast worldwide set-up resulting from growth and acquisitions

Orders
- 150,000 order lines/day
- 260,000 references

Logistics
- 98 distribution centers

Manufacturing
- 207 factories
- 44 countries

Purchasing
- 24,000 suppliers
- €11 B purchases

85,000 employees (Total industrial headcount, including Purchasing, Manufacturing and Logistics)

as of December 2017

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Augmented Operator

Performance & Operations Management

Wonderware MES

Efficiency Equipment Advisor

Predictive Maintenance

Vibration

Temperature

Acoustic

Le Vaudreuil (France) Smart Factory

Awarded at World Economic Forum as lighthouse of 4th Industrial Revolution

Automatic Guided Vehicle

3D printing

Energy Management

Becoming Digital – the Battle Field of Digital Transformation

Managing Disruption(s)

Corporate : how come Integrating disruptive innovation into successful strategies and efficient organization?

Leadership : Delivering a clear & shared vision of the digital strategy based on the right understanding of the value at stake and the right organization model

A shift of paradigm

Intellectual revolution from
Products to …………Client
Control to ………….Analytics
Planification to ....Innovation
Channel to…………..Ubiquity
Hierarchical to………Social

Transparency
Transformation plans and strategies must be readable / understandable by managers and employees to break barriers, get team's buy-in and traction of key actors

Structured approach around 4 axes…

Customer Experience	Digital Processes
New Businesses and Practices	Digital Culture

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Long-term digital evolution

❑ Solid program to help partners and customers in their own digital transformation journeys

❑ Define a Digital Roadmap

❑ Establish a Digital Committee at the board level, making Schneider Electric one of the first companies in its industry to have a dedicated high-level structure focused on issues such as cybersecurity, the digital customer experience and IoT

❑ Creation on of an internal "Digital Barometer," which measures the pace of Schneider Electric's digital transformation on a month-by-month basis, ensuring the long-term continuity of its digital evolution.

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