Expanding Your Capabilities For Your Customers

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Purpose

• Understanding the value of a partnership
• Accessing the range of manufacturer’s solutions to fulfill gaps and open new opportunities.
• Identify opportunities to increase revenue stream

Why is a Partnership important?

• IIOT is changing things
• Equipment: proprietary and complex
• Budgets: Capital vs Operational
• Energy Spend and Uptime
• Downtime Costs
• Demand creation

Increased Man Hours = Increased Revenue Stream
Business Development

Manufacturers can help with:

- Lead Management
- Sales Support and Coverage
- Custom solutions to meet your customer’s needs

Partnership Benefits

- Expanding your offers
- Strong consultative customer approach
- Engineered solutions
- Increase man hours by leveraging capabilities
- Assure qualified professionals complete work safely
- Utilizing the manufacturer’s sales and marketing resources
What does a Partnership look like?

What’s in it for the EC?
- Direct contact to help evaluate opportunity
- Sales & Project Management support
- Quotation and Opportunity support
- Engineered solutions
- Education & Training
- Revenue Stream

Partnership Misconceptions

<table>
<thead>
<tr>
<th>Perception</th>
<th>Reality</th>
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</thead>
<tbody>
<tr>
<td>Compete with ECs</td>
<td>Labor Rates/Technicians</td>
</tr>
<tr>
<td>Equipment Manufacturer</td>
<td>Solutions open to all</td>
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<tr>
<td>Limited Offer</td>
<td>Proven/Experienced</td>
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<tr>
<td>Customers</td>
<td>Trust/Relationship</td>
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Basic Life Cycle of an Opportunity

- Resources
  - Marketing
  - Engineering
  - Quotation
  - Sales
  - Negotiate
  - Project Management

Recognize/Leverage Offers

- Field Services Organization
- Asset Management & Energy Monitoring
- Service Provider
Complementary Products/Services

- Retrofit and Modernize existing equipment
- Power System Engineering expertise

All Brands of electrical equipment

Upgrade vs Replace
7 questions you should be asking…

1. Interested in upgraded technology?
2. Can you afford extended shutdown?
3. Concerned about environmental impact?
4. Do you have capital funds available?
5. Can you afford to replace all circuit breakers at once?
6. Is switchgear hard to access?
7. Is switchgear more than 15 years old?
Switchgear Modernization –LV/MV

- Extend equipment life
- Expands system capabilities
- Custom solution

**Direct Replacement**
- No cell or racking modification
- Many brands

Switchgear Modernization - MV

**Retrofill**

- Existing cell and bus modified
- New circuit breaker
- Cell modification
- Complex applications
- Bolted Pressure switch
Motor Control Center Upgrades

- Direct replacement
- Retrofit

- Improved reliability
- Increase capabilities
- Upgrade technology

Power Systems Studies
OSHA & NFPA 70E Compliance/Mitigation

1. Develop and audit an Electrical Safe Work Practices (ESWP) policy.
2. Conduct an electrical system study to determine the present degree of arc flash hazards and apply equipment labeling.
3. Ensure adequate supplies of Personal Protective Equipment (PPE) and proper tools.
4. Conduct regularly-scheduled safety training and audits for all electrical workers.
5. Maintain all electrical system components.
6. Follow strategies to mitigate and control arc flash hazards.

Recognize/Leverage Service Offers

- Customer has concerns over reliability of equipment with critical applications
- Circuit breakers tripping intermittently
- OEM no longer supports equipment
- Spares difficult to obtain
- No arc flash/safety/maintenance stickers
- System documentation/safety policy outdated
The Industrial Internet of Things

Smart Systems – Asset Management

POWER AVAILABILITY
Down time cost $7,900 per minute for a data center
Source: datacenterknowledge.com

DIGITIZATION
50% connected things by 2020
Source: Cisco

ENERGY EFFICIENCY
+50% Energy consumption by 2050
Source: IEA
The “Smart” Automobile

Without the availability of the 'connect' function, data to assist the driver is limited.

Today - ‘Smart’ cars offers sustainable management, helping achieve fuel and cost savings, plus maintenance and alerts integrated into the car’s design.
**Evolution of Technology**

- Everything is Connected
- What does that mean to Schneider Electric?

- **Smart Phones**
- **Smart Systems**

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**Driving the Demand for Smart Systems**

- **Electrical Asset Management**
  - Electrical assets include the equipment to distribute and the quality and reliability of the electricity itself.

- **Future Proof**
  - Be ready for new ways to use technology and data

- **Managed Services**
  - Remote connectivity is an enabler for services

- **Predictive and Preventative Maintenance**
  - Equipment maintained on schedule or event basis

- **Energy Awareness**
  - Save energy and money and promote green initiatives

- **Interconnectivity**
  - Connect to entire portfolio of equipment, not just a single meter
Why Smart Systems in Equipment?

- Enables
  - SCADA / BMS / EMS
  - Cloud Application
  - Local Web Access

- Facilitates
  - Asset Management
  - Energy Awareness
  - Event Alarms
  - Software Compatibility
  - Predictive Maintenance
  - Maximized Uptime

Service Provider

Become the Service Provider and the energy and operation expert for your customer’s facility

End Customer

WAGES connectivity with remote Cloud access

Service Provider

- Cloud platform with interval data accessible by the service provider and the end customer
- Alerts sent to the service provider and/or end customer for power quality issues or a spike in energy use
- Reports sent to the service provider monthly; used to track and compare energy usage and operations over time
- Analytics report with recommendations sent to the service provider semi-annually to advise their customers; reports are created by Schneider Electric engineers
Real-time Energy Monitoring

Facility Hero Energy is a cloud platform that provides visibility of energy consumption and transforms energy data into actionable information.

A new tool for Electrical Contractors to connect and better serve your customers.

- Real time energy usage monitoring: electricity, gas and water of customers’ sites
- Breakdown of electrical usage per zone and per energy usage
- Detailed energy usage per meter to identify contributors to peak consumption and demand

Summary

Partnership will:

- Expand your offer
- Recognize opportunities with our help
- Increase man hours and profitability
- Expand value add as an EC
Questions

Up Next: Lunch on Event Lawn 1

Plenary Session at 1:45 in Grand G-J

Hill Country Hoedown at 8:00 PM at the Knibbe Ranch

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