



CONNECTED

EcoStruxure™ Asset Advisor for Electrical Distribution

Customer Overview

Presenter name - Date

The impact of failure in the electrical distribution can be huge

What if it could warn you about its condition before it causes a shutdown?

59%

Of Total Business Interruption losses reported is due to **fires&explosion**

#1 Initiating **causes of fire** (22%) in industrial sites come from **electrical equipment failure**

Source:
Allianz Claims2015 Dashboard; FM global

56%

Of all electrical fires are due to **lack proper maintenance**

Source: Factory Mutual Insurance Group

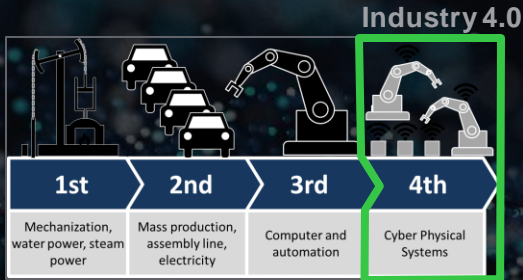
5%

Of production **capacity** in the process industries are the average **losses** due to downtime

25 Million of electrical motors **fail each year**

Source: Factory Mutual Insurance Group; Emerson estimate

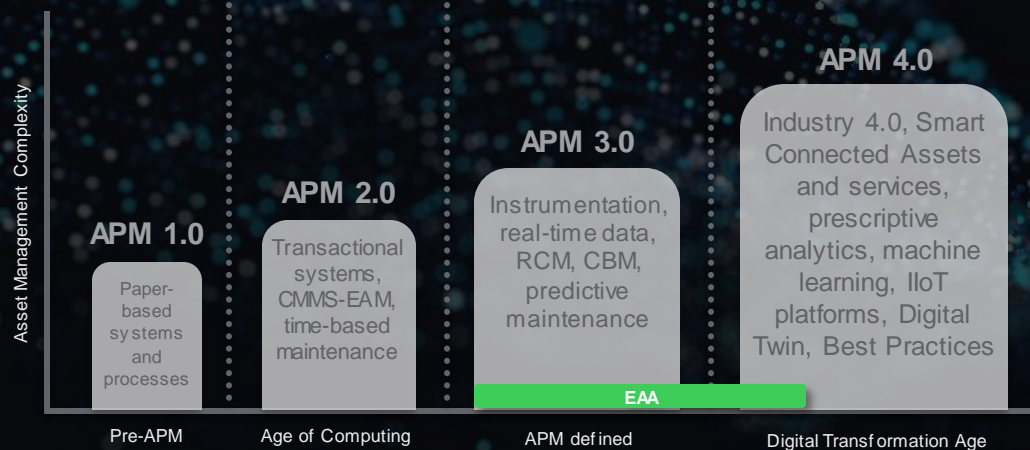
Industry 4.0 Demands a New Approach to Asset Performance Management



- Cyber-physical Systems
- Internet-of-Things
- Cloud Computing

Asset Performance Management is a critical component of your operations strategy

Enabling an optimized approach to your maintenance strategy



- From reactive toward preventive, condition based and predictive
- Based on the criticality of your assets
- Using prescriptive analytics and machine learning
- Connected products with managed services
- IoT platforms supported by end-to-end architectures

Source: *APM 4.0: Redefining Asset Lifecycle for Industry 4.0* Insresearch.com



EcoStruxure Asset Advisor for Electrical Distribution

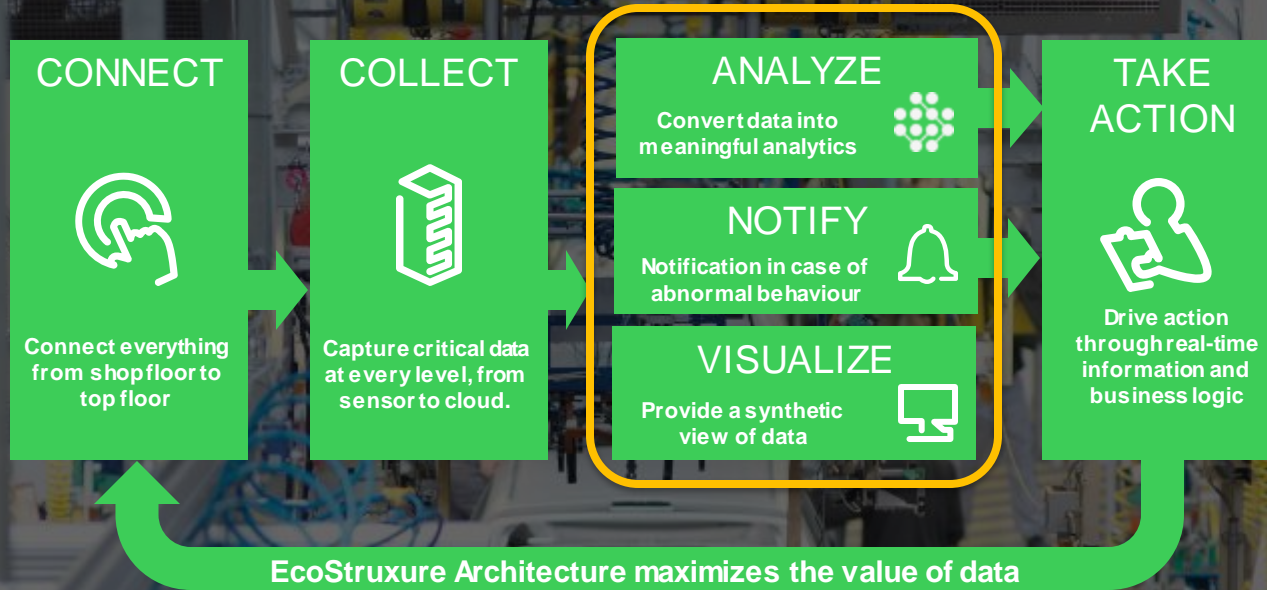
Mitigate electrical failure risk for most critical assets along your entire electrical system, from grid entry downstream to rotating equipment powering your processes

Adding **scalable and valuable solutions** to your costly problem with **unplanned downtime** of critical equipment.

By innovative Condition Base Monitoring technologies seamlessly integrated into Schneider Digital Services and cybersecure IoT architecture, for you to get benefits of **predictive maintenance effectiveness**.

EcoStruxure Asset Advisor - From data to actionable insights

Cloud based Digital Services enabled by connectivity, sensor technology, and analytics, and supported by experts to provide actionable recommendations to your people on-site... to get best end-to-end service



Transforms **data** from your electrical distribution assets...



...through a **cloud-enabled predictive analytics** & expertise...



... into actionable **insights** and **recommendations** from experienced professionals

Mitigate the risk of electrical failure with EcoStruxure Asset Advisor

Digital monitoring that provides data driven services for Electrical Distribution equipment

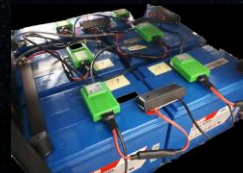
Anticipate risks in your Electrical Distribution system

- Overheating leading to fire
- Corrosion on harsh environments
- Unexpected failures
- Insulation issues
- Accelerated aging or degradation
- High failure rates of rotating equipment

Leverage Schneider Electric expertise and analytics to assess the health of your system from grid to final application of power

- Cloud based monitoring with **timely analysis** of raw data sampled on field
- 24/7 support from Connected Service Hub **experts**
- Unlock **value of data** by smart alarming, indicators and status insights
- Users empowered to schedule the **right maintenance at the right time**
- Friendly **user interface** with **customizable** widgets and smartphone app
- Centrally monitor diverse assets types, mostly **agnostic**, and multi-site.

Connect your **critical equipment** and their IoT sensors



EcoStruxure Asset Advisor for Electrical Distribution

Cloud-based digital services for your critical equipment, a scalable offer with 2 levels of services



24/7
Connected
Service Hub



Dedicated
experts

PREVENTIVE

Anticipate maintenance and manage day to day operations through smart alarming

PREDICTIVE

Manage your critical assets performance and safety through Predictive Analytics



Customized
insights
reported



Web dashboard
& Mobile Apps

Live Data
& Smart
Alarming



Condition Based
Monitoring &
predictive
analytics

EcoStruxure Asset Advisor for Electrical Distribution services

Two levels of services

Main features	Preventive	Predictive	Customer value
Monitoring			
24/7 Remote asset monitoring	✓	✓	Anticipate failure and manage operational risk
Detection of abnormal conditions	✓	✓	Extend lifetime of connected Equipment with continuous monitoring
Alarm/event management Energy consumption data visualization	✓	✓	Critical issues addressed faster with smart alarming
Condition monitoring with predictive analytics		✓	Critical issues addressed earlier with predictive analytics
On-line support			
Access 24/7 Connected Services Hub	✓	✓	A dedicated number to call and be called 24/7
Remote troubleshooting	✓	✓	Secure operational excellence by reducing downtime risk
Remote expertise		✓	Benefit from expertise from manufacturer
Reporting and consulting			
Performance reporting	✓	✓	Automated reporting underlying efficiency issues saved in a document stored on the platform
Customized report with insights from expert		✓	Receive insights and recommendations to manage asset lifecycle
Condition based recommendations		✓	Condition based tailored services triggered by Experts

EcoStruxure™ Asset Advisor - Customer Engagement

End-to-end service supported by a **cybersecure** architecture and **experts** that provide **actionable** recommendations

Customer Portal and App



- TRANSFORMERS
- MV SWITCHGEARS
- LV SWITCHBOARD
- VSD, MOTORS¹
- THERMAL SENSORS
- SPECIALIZED DEVICES
- ENVIRONMENTAL

Electrical Equipment



Secure Gateways



Proactive recommendations



Cloud-based Platform

Connected Service Hub



Our agents recommend & coordinate local Service Teams for on-site support

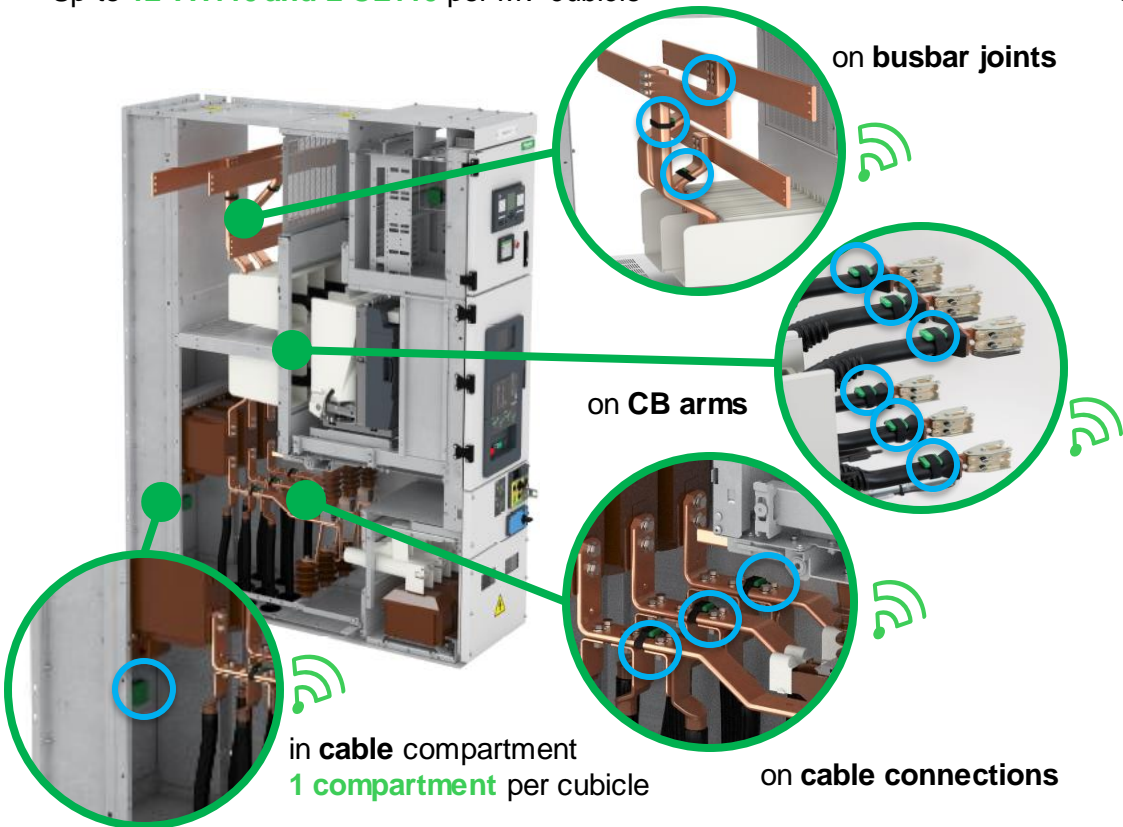
2 service levels:
Preventive
Predictive
(1) Apply to Predictive level only

Service levels

Thermal monitoring

Installation performed by certified service engineers

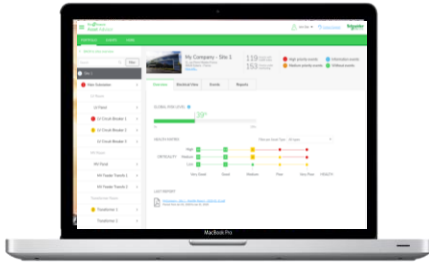
Up to **12 TH110 and 2 CL110** per MV cubicle



Up to **13 TH110 (and 6 CL110)** per distribution transformer



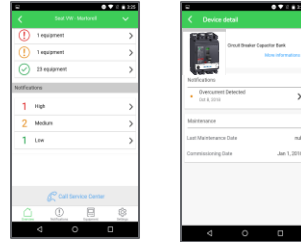
Monitor your installations with cutting edge user interfaces



Web dashboard

- Accessible from PC or tablet
- Multi-user rights and access
- 24/7 asset health status monitoring, alarms, alerts, notifications
- Historical data, patterns, trends, events
- Recommendations depending on issue
- Asset performance Analytics¹
- Condition based recommendations¹

(1) Predictive level



Mobile App

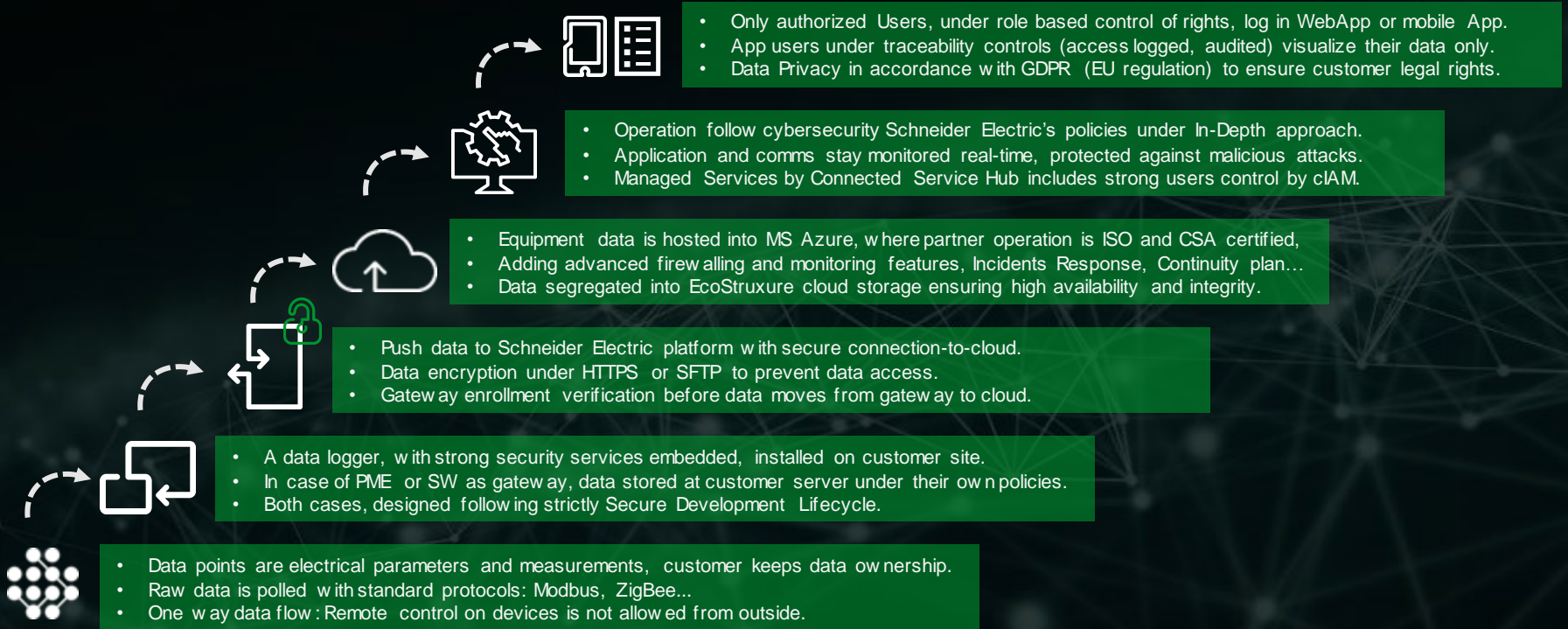
- Mobile App that gives remote access to monitor 24/7 asset health status
- Alerts and alarms are forwarded directly to the mobile App
- Multi-user rights and access



Reports

- Customized reports with insights from our experts¹
- Automated reports on energy consumption and asset condition
- Available on the platform

EcoStruxure Asset Advisor protect infrastructure from cybersecurity risks



Mitigate electrical failure risk and reduce downtime by proactively identifying issues inside your equipment

OPERATIONAL PERFORMANCE

- Reduce downtime risk
- Optimum lifetime of connected equipment
- Insights from Connected Services Hub
- Condition based tailored services recommended by Experts (*)

EMPLOYEES PROTECTION

- Minimize risk of electrical issue in your workplace
- Critical issues anticipated faster with smart alarming
- Critical issues anticipated earlier with predictive analytics (*)



FINANCIAL EFFICIENCY

- Improved total cost of ownership
- Decreased average failure cost
- Optimized maintenance budget (*)

PEACE OF MIND

- Unlock the intelligence of your equipment
- 24/7 equipment health remote monitoring
- Access to technical support and expertise from Electrical Distribution Manufacturer

(*) With predictive services

Strong presence in many segments with references cases

1. Oil & Gas
2. Healthcare
3. Consumer Packaged Good
4. Mining, Minerals and Metals
5. Automotive
6. Cloud & Service Providers
7. Transportation: Airports



Life Is On



Schneider
Electric

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Digital monitoring that provides data driven services for Electrical Distribution equipment

