Sustainability
Efficiency
Resilience

Don Wingate
Vice President – Microgrid Solutions & Strategic Partners.
Schneider Electric provides energy and automation digital solutions for efficiency and sustainability

Key figures for 2019

5% of revenues devoted to R&D

€27.2 billion 2019 revenues

41% of revenues in new economies

135,000+ Employees in over 100 countries

A well-balanced global presence
2018 Revenues breakdown

29% North America

26% Western Europe

16% Rest of World

29% Asia Pacific

Four End Markets:

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What is a Microgrid?
An integrated energy system consisting of interconnected loads and distributed energy resources...

...which as an integrated system can be controlled as a single entity and operate in parallel with the grid or in an intentional islanded mode.
Historically passive consumers are thinking about energy in new ways

**Cost**
- Lower / More Predictable Energy Costs
- Energy / Fuel Source Arbitrage
- Flexibility drives savings / incremental revenue

**Resilience**
- Serve loads during times of grid stability
- Oasis for employees / customers – shelter in place
- Protect power sensitive / critical assets from poor power quality

**Sustainability**
- Reduce carbon footprint
- Improve brand image
- Attract / Service carbon sensitive customers
Energy as a Service: reliable, efficient, clean energy
Public/Private Partnership Model

Sustainability & Resilience
Key technology considerations for microgrid

Integration
Architectures and systems that ease integration of energy assets

Energy Control Center

Resilience
Edge automation that makes microgrids more resilient than the grid

EcoStruxure Microgrid Operation

Orchestration / Analytics
Best-in-class algorithms that make the most of local energy assets

EcoStruxure Microgrid Advisor

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Microgrid Architecture – It’s not that Simple the first time you do it
We partner in everything we do

connected through
Schneider Electric Exchange

650k service providers & partners

45k+ system integrators & developers

3k electricity companies
Sustainability

The New Energy Landscape

01/2021

Don Wingate