Schneider Electric provides energy and automation digital solutions for efficiency and sustainability.
Energy and automation solutions for efficiency and sustainability

Energy Transition

Energy Efficiency
Up to ~65% (Average 30%)

Productivity
Up to -50% CapEx (integration)

Reliability & Safety
Up to 50% Fewer incidents

Sustainability
Aiming at 0 Carbon emissions

Serving 4 end-markets:
- Buildings
- Data Centers
- Infrastructure
- Industry
Deep Domain Expertise

- 20 of the largest Oil and Gas companies
- 9 of the 10 largest Mining, Metals and Minerals
- 11 of the top brands within Food & Beverage
- 40k Water & Wastewater installations in 120 countries
- 1 Mil+ buildings including 3 of top 5 hotel chains and approx. 40% of the world's hospitals
- 10 of the largest Airports
- 4 of the top 4 hyper-scale cloud providers
- 8 of the top 10 packaging machine builders
- 10 of the biggest Automotive Companies globally
- 10 of the world's top 4 semiconductor manufacturers recognized us as 2018 Preferred Quality Supplier
- 10 of the world's top electric utilities

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What is

INNOVATION at the EDGE?

A Schneider Electric program that transforms bold ideas into customer solutions at the “edge” to go faster, test without disrupting the core and create new growth engines.
Innovation critical in the Core Business & at the Edge

- New Products
- New Features
- R & D

Innovation at the Core

Innovation at the Edge

- Investments
- Incubations
- Partnerships
- Joint Ventures
Innovation at the Edge turns ideas into growth

IDEAS
internal and external ideas to solve customer problems

PARTNER
Co-innovate with startups; proof of concepts, pilot, scale-up

INVEST
SE Ventures direct investment or through fund of funds

INCUBATE
Build new businesses from 0-1, leveraging incubation partners

JOINT VENTURE
Build new companies with established corporations
At the Edge is a low risk strategy to test new ideas

**SCOUT FOR IDEAS**
Look for ideas, partners and business models internally and externally

**APPLY A STRATEGY**
Incubation, partnership investment, joint-venture, alliance, fund-of-fund

**COLLABORATE TO GENERATE VALUE**
Run pilots, co-innovate, test technology, provide market access and gain traction
Our Areas of Interest

- New Energy Landscape
  - Creating a Decentralized, Decarbonized, Digitally Enabled All-Electric Future

- Buildings and infrastructure of the future
  - Intelligently Connecting the Built Environment: Home, Buildings, Datacenters, Airports, etc.

- Industry of the future
  - Sustainable and Smart Approaches to Industry 4.0 Asset Intelligence, Automation & Connected Workforce

Technologies:
- Low cost sensing
- Edge computing
- Networking/communications
- AI/ML
- Machine Vision/Perception
- Cybersecurity
- Data & Analytics
- VR
Interest Areas shaped by COVID 19

Themes

Remote work and digital acceleration

Potential implications

- Enhanced cybersecurity
- Increase need for data centers, micro-data centers
- Increased digitization of work and collaboration tools

Social distancing

- Access to real-time data and tools with fewer human interactions
- Computer vision to verify social distancing
- Enhanced access control

Regionalization of manufacturing

- Software-defined manufacturing to allow multiple SKUs produced from given factory
- Connected factories, augmented operations with real-time data, remote control
- As-a-service business models to drive lower capex and better cost control

Supply chain resiliency

- Track and trace technologies
- Supply chain automation and resiliency with multiple manufacturing alternatives
- E-commerce and innovation in channels
Schneider Electric’s Innovation Ecosystem in Israel

- Innovation hubs in Israel, China, US, UK and France
- Israel has largest concentration of innovative startups per population and capital
- Partner with Grove Ventures & SOSA to expand ecosystem, incubate, and partner
- Working with ~60 Israeli startups to partner, co-innovate
Case Study: Partnering and Investing in Founders

- Schneider Electric invested in Claroty
- Deployed solution at all production lines
- Now reselling as integrated solution

Working with Schneider Electric has taught us how large companies work and function. We now feel more comfortable navigating big corporates and hope that they are as fast and eager to learn as Schneider Electric.”

Emanuel Salonga, Vice President Global Partnerships Claroty
Schneider Electric was lightning-quick to embrace the newcomer to the Industrial Automation Family, recognize its disruptive potential to plants in any industry, tier or geography - and help put it on the fast track to category domination. With our friends at Schneider Electric we feel we are working with a 160,000 employee STARTUP - with invaluable insights, invaluable corporate channels, and invaluable team and collaborative efforts.

The collaboration between Inspekto and Schneider Electric is, literally, a match made in heaven.

Harel Boren
CEO and Exec Chairman
Inspekto
Cross-functional innovation team focused on 3 main clusters:

- **Customers**
  Connecting our customers to startup's and digital environment through open innovation and workshops.

- **Efficiency**
  Digital innovation methodologies to improve efficiency and bring savings in the back-office.

- **Culture**
  Innovation methodologies shared with the employees to empower the team to conduct their own projects.

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**Innovation cases**

**Granado Pharmacy, founded in 1870**

is one of the main cosmetic companies in Brazil.

- **Advanced Manufacturing**
  *Digital Transformation through EcoStruxure*
  
  - Implementation of EcoStruxure Hybrid DCS and Wonderware Inbatch platform in factory

- **Energy and Sustainability Services**
  Consulting services; energy efficiency projects; sustainability, energy procurement, software

Schneider increased more than 100 positions in Brazil’s rank of most innovative companies in 2019.
Our Learnings on Innovation

- Harness the best talent, ideas and technology from inside and outside your company
- Take many small bets
- Disruptive ideas are best incubated outside the core organization
- Take a long-term approach
- Establish the right distance with startups and the core business