



# Smart Factory Virtual Tour for Journalists

Petr Hermann  
Cluster President, South-East Europe

Our purpose is to **empower all to  
make the most of our energy and resources**  
bridging progress and sustainability for all.

At Schneider, we call this **Life Is On**

Life Is On



**Our mission is to be  
your digital partner for  
Sustainability and Efficiency**

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**107M** metric ton **CO<sub>2</sub> saved**  
on customer end 2018-H1 2020

**SF-6 Free**  
World First: Switchgear powered by air & digital

**75%**  Green Premium™

**Carbon Neutral**

**Sustainability**

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The world's most  
sustainable company  
is ready to go  
further, faster



Most Sustainable Corporations in the World

# GLOBAL100

empower all to make the most of our energy and resources



# 6 long-term commitments

1. Act for a **climate** positive world

by continuously investing in and developing innovative solutions that deliver immediate and lasting decarbonization in line with our Carbon pledge.

2. Be efficient with **resources**

by behaving responsibly and making the most of digital technology to preserve our planet.

3. Live up to our principles of **trust**

by upholding ourselves and all around us to high social, governance and ethical standards.

4. Create **equal** opportunities

by ensuring all employees are uniquely valued and work in an inclusive environment to develop and contribute their best.

5. Harness the power of all **generations**

by fostering learning, upskilling and development for each generation, paving the way for the next.

6. Empower **local** communities

by promoting local initiatives and enabling individuals and partners to make sustainability a reality for all.

# Schneider Electric provides energy and automation digital solutions for efficiency and sustainability

## Key figures for 2020

**5%** of revenues devoted to R&D

**€25.2 billion**

2020 revenues

**41%**

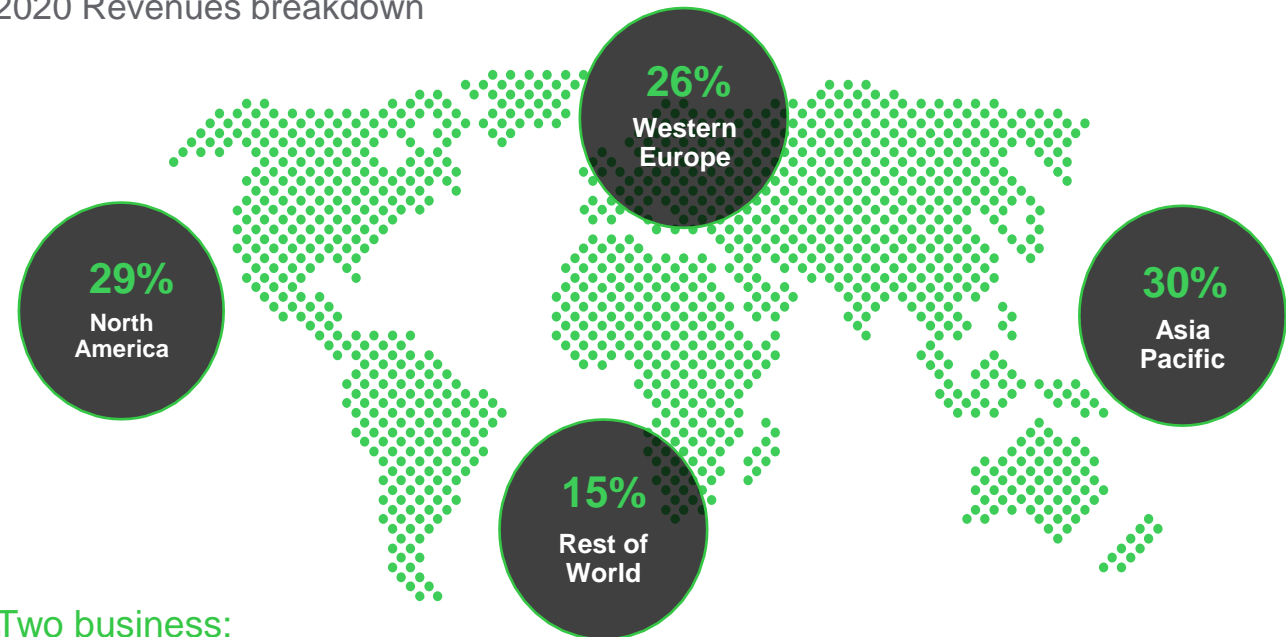
of revenues in new economies

**128,500+**

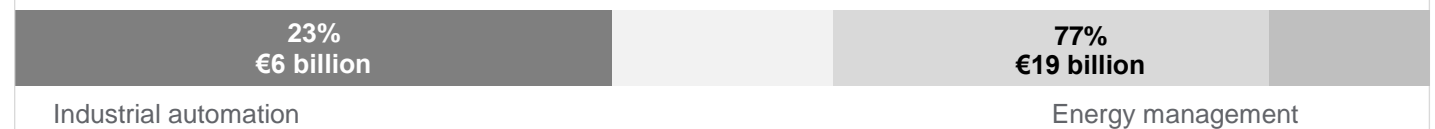
Employees in over 100 countries

## A well-balanced global presence

2020 Revenues breakdown



## Two business:



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Electric

**We partner  
in everything  
we do**

**650k** service providers & partners

**45k+** system integrators & developers

**3k** electricity companies

connected through

**Schneider Electric Exchange**

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# Discover our footprint in South-East Europe



**4.000+** Active Employees



**14** Countries



**11** Languages



**5** Factories



**1** Regional Distribution Center



**1** Research & Development Hub



**1** Energy & Sustainability Services Hub



**1** Mutualized Customer Care Center







# Industries of the future

Petar Divitakov  
Industry VP, South-East Europe



# Industries face challenges



>5.8bn

IOT Endpoints



**Next  
generation**



94%

Fortune 1000  
companies hit by supply  
chain challenges



**Efficient and  
resilient**



~32%

Total CO<sub>2</sub> emissions  
from industry



**Sustainable**



> 2.4M

Worker shortage  
by 2028



**People-  
focused**

Gartner, Fortune, IPCC Working Group, Deloitte

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# Digital disrupts efficiency and sustainability

## 3x IoT

IoT connections 2018-2025

(\*GSMA)

## >5x Big Data

generated data from 33 ZBs today to 175 ZBs by 2025

(\*IDC, 2018)

## 6x AI

worldwide spending on cognitive and  
AI systems btw 2017 & 2022

(International data corporation)

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# Digital builds a smart future

Home

Building

Industry

Infrastructure

Cities



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## Unmanned Operations



## Collaborative Design



## Advisors



## Augmented Reality



## Remote Unified Operation Center



## Digital Training



# Remote Everything



# Four integrations (plus one) to reach **Next Generation Industries**



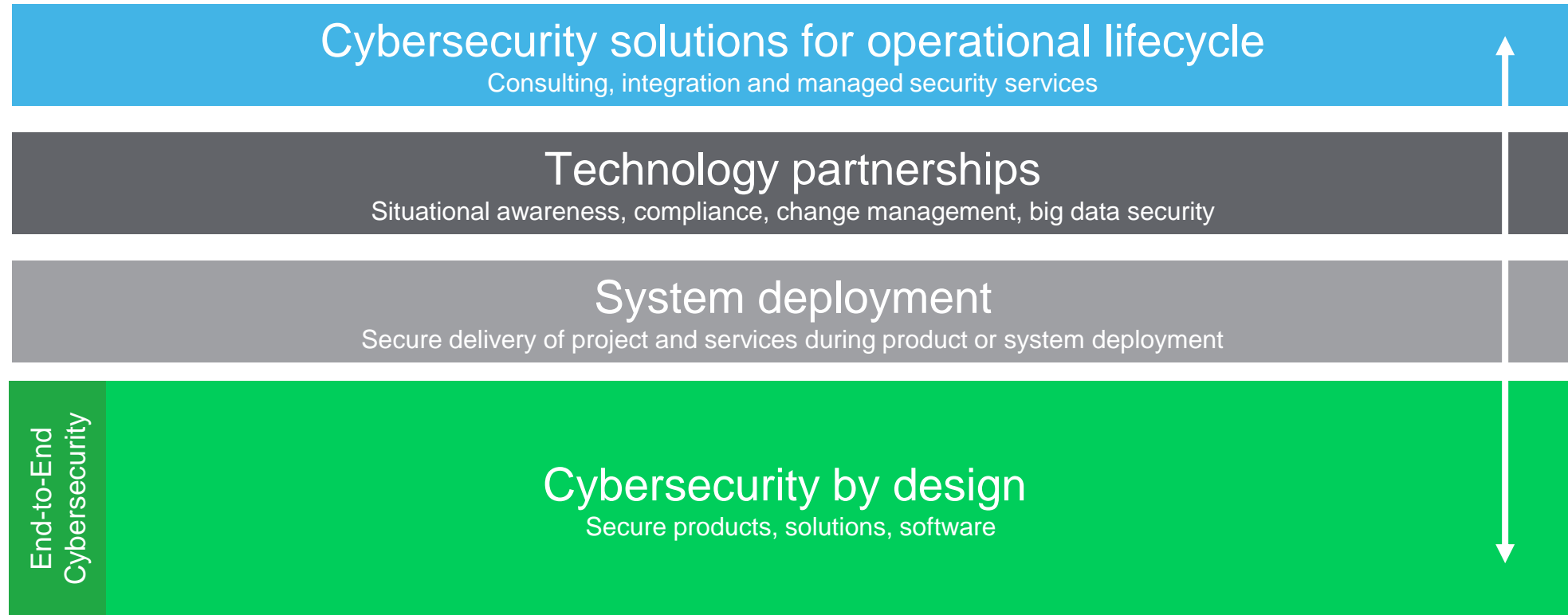
+ 1

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# +1: CYBERSECURITY

Addressing cybersecurity challenges on multiple levels



Helping industries  
in South-East Europe  
transform

with our EcoStruxure  
solutions

through our local partners  
ecosystem







# SMART

## Smart Factory Virtual Tour

Plovdiv, Bulgaria

Kaloyan Georgiev, IoT Solution Architect Industry Automation and Energy Management, Bulgaria

Georgi Tronchev, Innovation Hub Manager, Bulgaria

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📍 Plovdiv, Bulgaria

Production: Miniature Circuit Breakers

Surface: 12 000 m<sup>2</sup>

Number of Employees: 700

> 67% of processes are fully automated



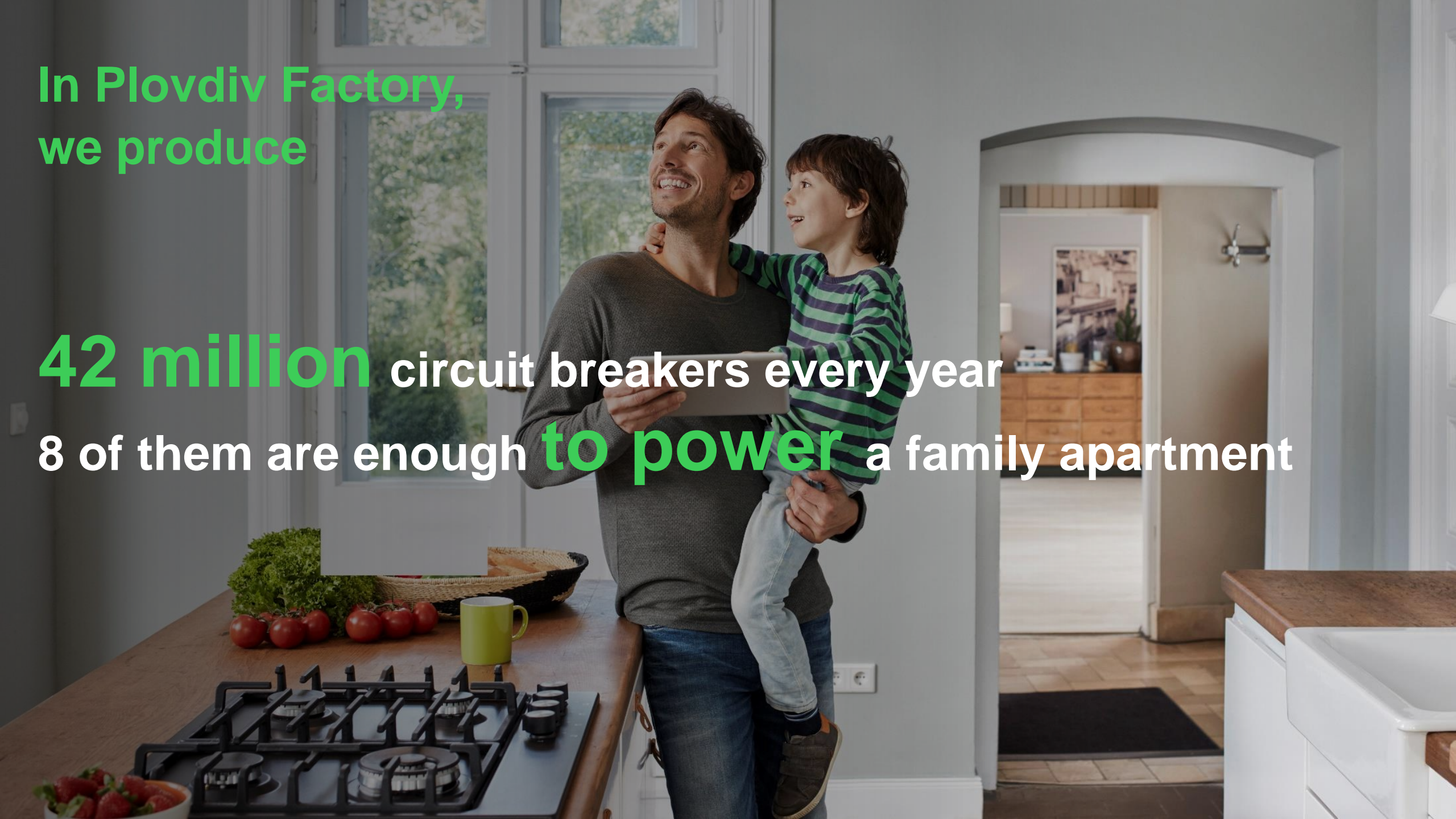
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In Plovdiv Factory,  
we produce

**42 million** circuit breakers every year  
8 of them are enough **to power** a family apartment







We digitize our operations to

- Optimize efficiency & increase productivity
- Achieve sustainable production
- Empower our workforce
- Spread the knowledge

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# ECOSTRUXURE

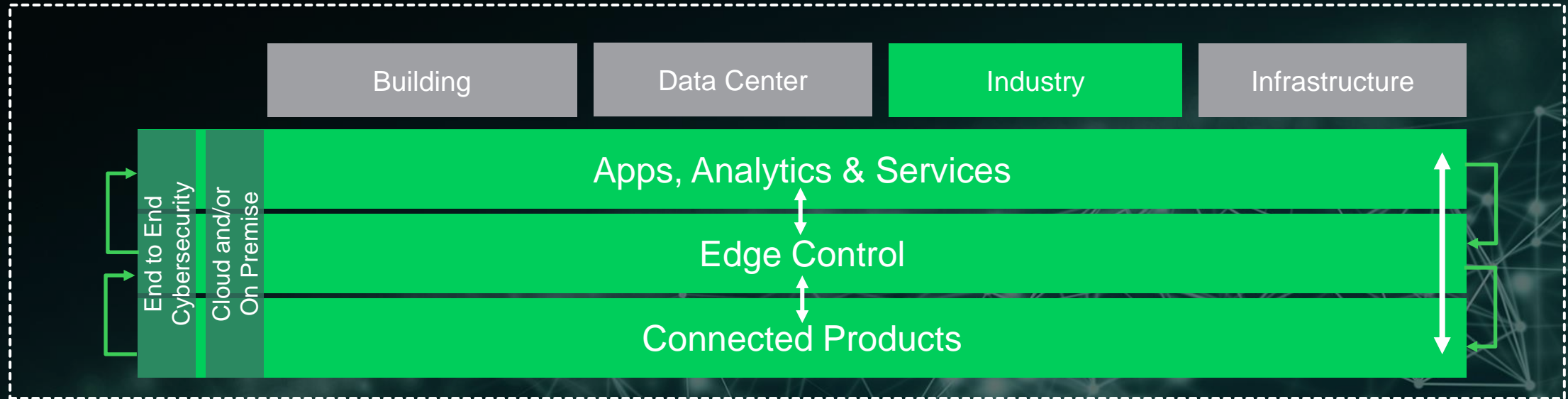
for Industry

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EcoStruxure's integrated architecture serves four end markets  
with its six domains of expertise



**EcoStruxure  
Building**

**EcoStruxure  
Power**

**EcoStruxure  
IT**

**EcoStruxure  
Machine**

**EcoStruxure  
Plant**

**EcoStruxure  
Grid**

# EcoStruxure™ for Industry

Innovation At Every Level



\*Schneider Electric is a Strategic Technology Partner & Reseller of AVEVA



# Taking the first steps in the digital transformation

## Business Value

Lean Digitization through:

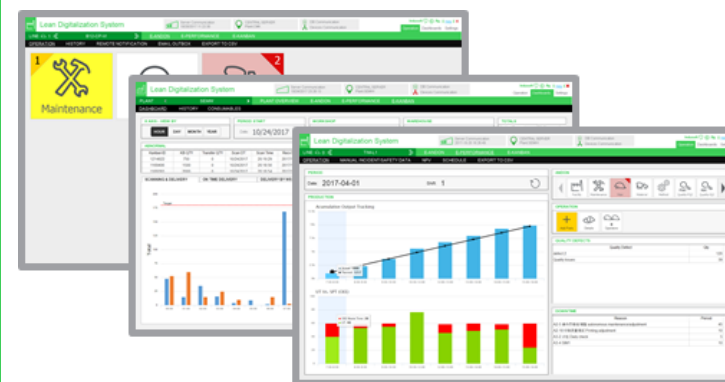
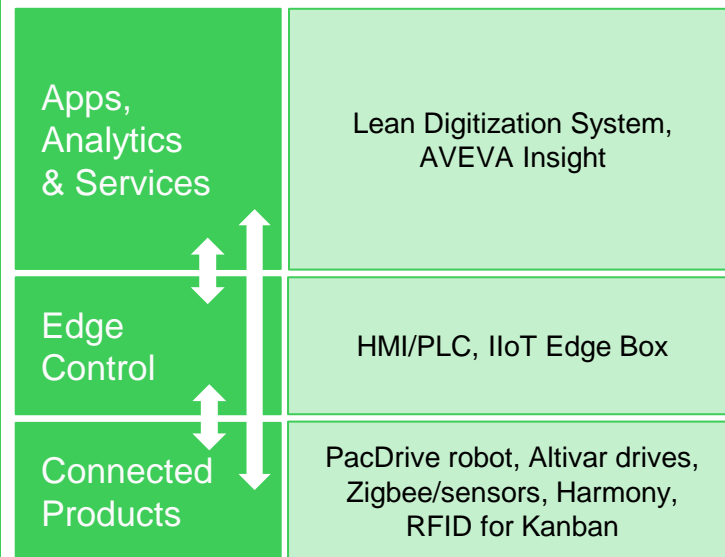
- Transparency, visibility, reactivity
- Paperless operations
- System Platform to reinforce control process and traceability

## Targets

- Simplification of shop-floor management
- ROI in 2 years

## Results

- Real-time data
- **-8%** Maintenance Cost
- **+14%** Labor Productivity
- **+6%** OEE Increase



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# Enabling operators to be more effective on the factory floor



## Business value

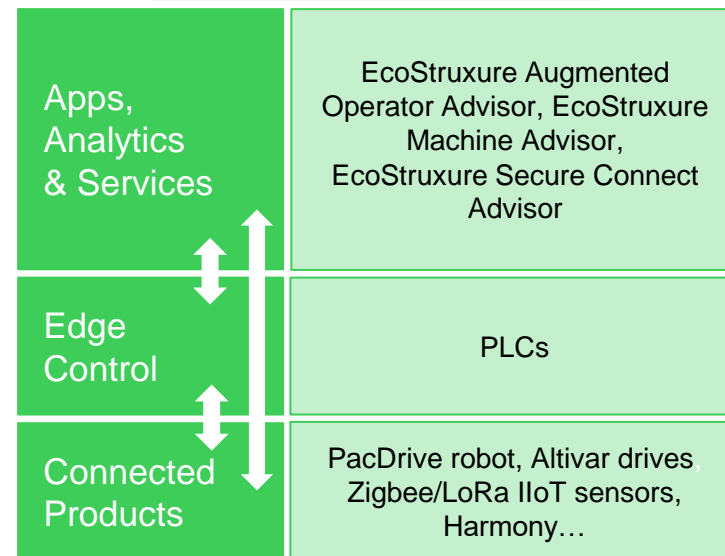
All necessary information in hand to act

## Targets

- Reduced mean time to repair
- ROI between 6 months to 1 year

## Results

- Real-time data
- **-12%** Machine Downtime
- **-8%** Cost of Repair
- **-34%** MTTR (Mean Time To Repair)
- Reduces Unplanned Downtimes
- Moving from Reactive to Preventive Maintenance
- **-63%** Support Activities by moving to Digital Archive



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# Driving reduced energy consumption through real-time insights

## Business value

Energy efficiency program delivers:

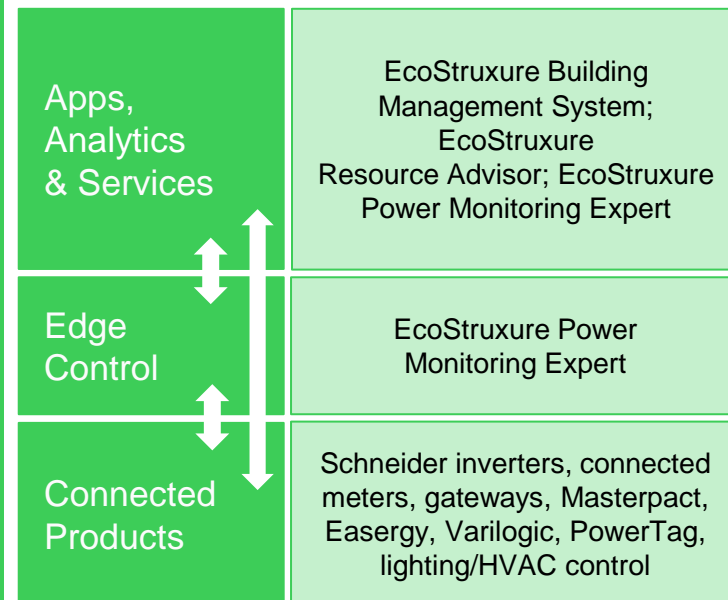
- Full visibility and control of energy consumption – Building, Assets & Machines
- Continuous improvement and energy savings plan
- EcoStruxure supports ISO 50.001 certification (energy management)

## Targets

- 30% energy savings and continuous improvement over the years

## Results

- Real-time data & Alarm System
- Early Notification of Equipment Inefficiency by reporting
- **-10%** Energy Consumption
- **+20%** Energy Savings from Improvements



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# Factory's Digital Twin

EN ▼







We are open, sharing our  
**knowledge** with the aim to  
boost digital transformation in  
Industries

**>250 visitors** from  
South-East Europe in 2021





Local recognition

**Bulgaria State Agency for Investments signed a memorandum with Schneider for the use of this factory as a local showcase**

# VIRTUAL TOUR



# Q&A

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