

SUSTAINABILITY

in the IT Channel

Electricity 4.0
Strategy 2025



Life Is On

Schneider
Electric

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Preface

With the rapid acceleration of digital transformation driving increased energy demands, the challenges of sustainability are too big for any one company, one group, or one layer within the IT ecosystem to tackle alone.

We need an industry-wide shift. A move that makes us all more **sustainable** and more **resilient**. A move that promotes an **electric** and **digital world**

In an electric and digital world, we can accelerate the pace at which we address **climate change**. We can be agile to ensure the sustainability of products during the **design phase, in operation**, and **at end of life**.

Channel partners, who are neither making nor buying the products, are the enablers of a **Net Zero future**. Sustainability will become a natural evolution as their relationships deepen from transactional to servicing. Better knowledge and management of assets will help elongate the life cycle of IT products and technologies, as they are used more efficiently and effectively. Better-managed assets will also retain greater value when it comes time to move them to a second life outside of the organisation.

Because of the shared nature of our supply chain, a commitment to this vision will accelerate the decarbonisation of our entire industry.

Let's unite to achieve sustainability and a better future together.

We are at an
Inflection Point



SHORT TERM

Energy crisis



LONG TERM

**Climate
crisis**

Decarbonising supply is just one side of the energy coin



Replace
energy
supply
45%*



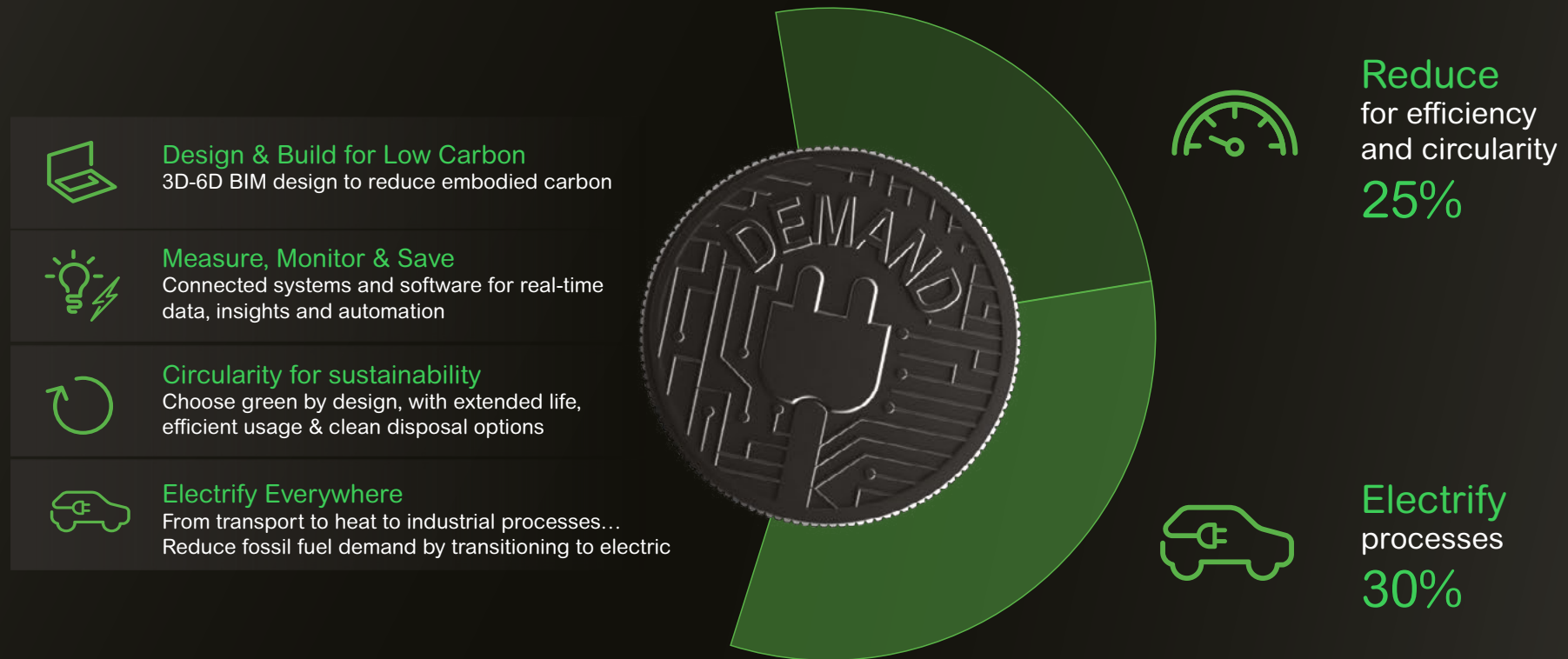
Offsite renewables purchasing
PPAs



Onsite renewables generation
Solar, microgrid, storage

*Contribution to net-zero energy by 2050

We need to look at both sides... and tackle **energy demand**



*Contribution to net-zero energy by 2050

Digital + Electric
For Efficiency For Decarbonisation

Electricity 4.0

is a **unique** Energy Management **vision** to help customers and partners achieve their energy and sustainability goals **from strategy to execution**, globally and locally

Digital
For Efficiency

+

Electric
For Decarbonisation

=

Sustainable
Green and Smart Energy

Sustainability at the Edge

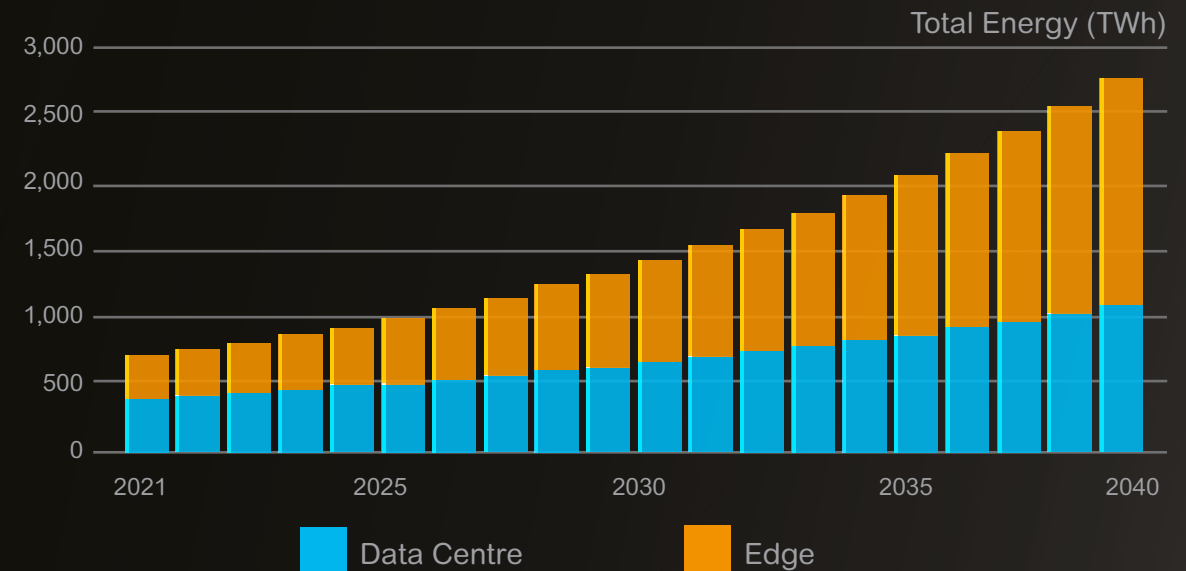
Energy usage within networks & edge is expected to increase

By 2025, 75% of enterprise data is expected to be **created and processed** at the Edge*

This translates to more Energy Consumption

Edge Spaces could exceed 1.5k TWh*** in next 20 years**

Data Centre & Edge Forecast



* Gartner: <https://www.gartner.com/smarterwithgartner/what-edgecomputing-means-for-infrastructure-and-operations-leaders>

** Models completed by Schneider Electric Data Center & Edge Energy Forecast (se.com) <https://www.se.com/au/en/work/solutions/for-business/data-centers-andnetworks/trade-off-tools/>

***TWh=Terawatt hours

What your customers are saying

Sustainability at the Edge Research



Firms **THINK** they're more advanced in their sustainability journey than they are

75% believe they have full life-cycle sustainability program for at least part of their IT infrastructure.

48% of the respondents' evaluation of their own maturity did not match reality



The greatest **challenges** to close the sustainability **ACTION GAP**

41% Optimising energy use
(biggest challenge overall)

41% Obtaining consistent data and metrics
(2nd biggest challenge among leader-advanced maturity levels)

34% Lack of skilled staff
(2nd biggest challenge among starters maturity level)



SE unique position to close the perception vs reality gap



Sustainable-by-Design Innovations



Comprehensive DCIM portfolio



Partnerships for a Sustainable Future

Source: 451 Research special report commissioned by SE: Sustainability at the Edge – Sept, 2022

The question is not if
SUSTAINABILITY is a real
opportunity, but how it can
be effectively deployed now
through the IT channel
ecosystem



How does Electricity 4.0 Grow Your Business

YOUR GROWTH

1. Grow your Software Business and accelerate subscription

- EcoStruxure IT and DCIM 3.0 enables resilient, secure, and sustainable DC and IT environments

2. mySchneider IT Partner program to prepare our channel partners to meet end user demands today and to be future ready

- IT Solution Partner Program
- Ecommerce Partner Program
- Critical Infra Solution Provider
- Software & Digital Service Provider
- Trade UPS



Schneider Electric
Sustainability School



Be part of the Solution



Everyone must play a role in the journey towards sustainability. It is not via a large direct model but leveraging our access and mindshare within the IT channels ecosystem.

Where are you on your sustainability journey?

Starting the Sustainability Journey

- In discover phase; no defined ESG strategy
- Responding to customer inquiries or bids
- Feeling pressure from standards & regulations
- Concerns over compliancy

Committed & Seeking Partnerships

- Public sustainability communication
- Dedicated resources to ESG
- In early, strategy formulation

Co-Creation

- Defined ESG commitments and/or strategy
- Clear, defined roadmap of offers, services, programs across segments



REACTIVE STATE

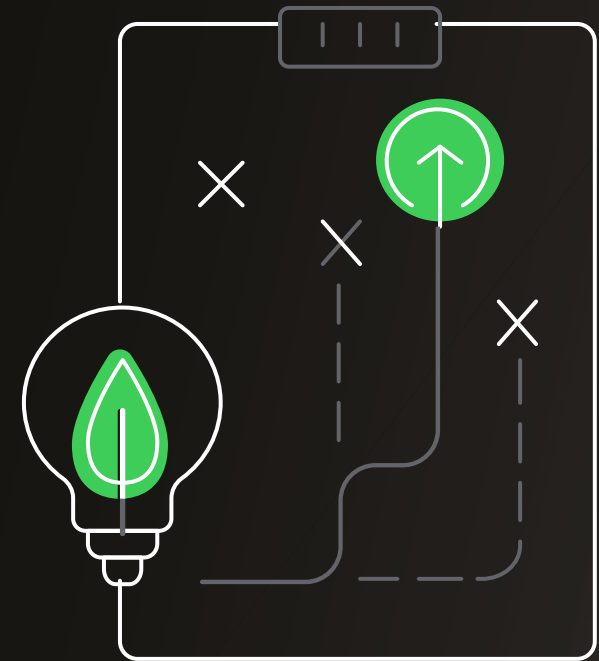


PROACTIVE STATE



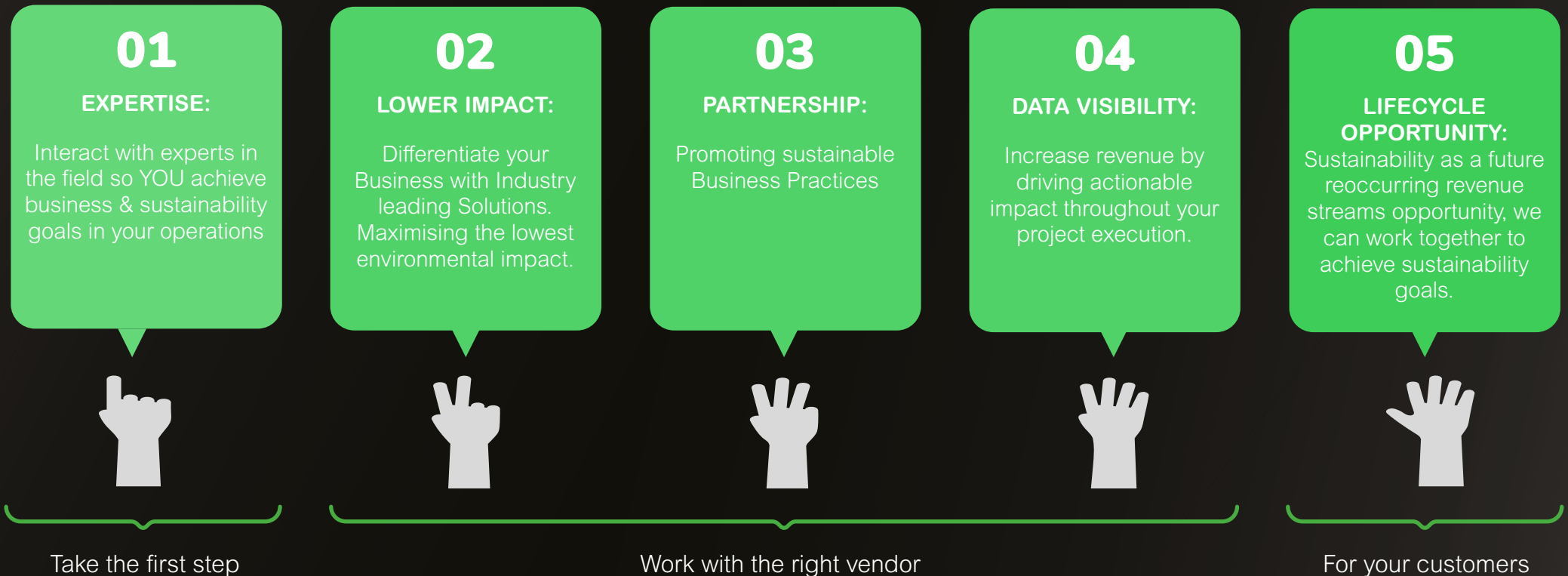
ADVANCE STATE

How can the IT Channel Contribute?



Guiding your efforts towards sustainability

5 pillars to guide your efforts:





Build Expertise:

Lead by example to achieve business & sustainability goals

“I decarbonise **my own** operations & my ecosystem”



Build yourself as a
trusted advisor



Demonstrate your
commitment to
sustainability



Provide services that
support sustainable
operations



Build Expertise: Act NOW

Lead by example to achieve business & sustainability goals

Sustainability Consulting Services

Access Schneider Electric's Sustainability Consulting Services (Over 2,000+ sustainability consultants around the globe with local expertise; integrated ecosystem of partners)



Learn more



by **Schneider Electric**

Effectively tackle your challenges with sustainability software that helps you conserve resources and boost your bottom line.

Zeigo is the perfect digital route to market for innovative solution providers across the world. Whether you're a renewable project developer, power generator, or an efficiency solution provider, Zeigo provides an efficient route to customers for all your projects and products, no matter the size.

zeigo.com



Learn how sustainability expertise **differentiates** your company from your competitors and enables you to respond to new customer needs.

By building sustainability knowledge and know-how at the Schneider Electric Sustainability School, **take action** and **win business**.

Access the training





Lower Impact:

Differentiate your Business with Industry leading Solutions.
Maximising the lowest environmental impact.



Optimise environmental performance across lifecycle



Digital planning and design tools



Leverage Connectivity and Digital Services



Installed based Modernisation



Downstream circular approach



Reduce your carbon footprint



Lower Impact: Act NOW

Delivering **optimised environmental performance** across the lifecycle

Schneider Electric's ecoDesign Way™

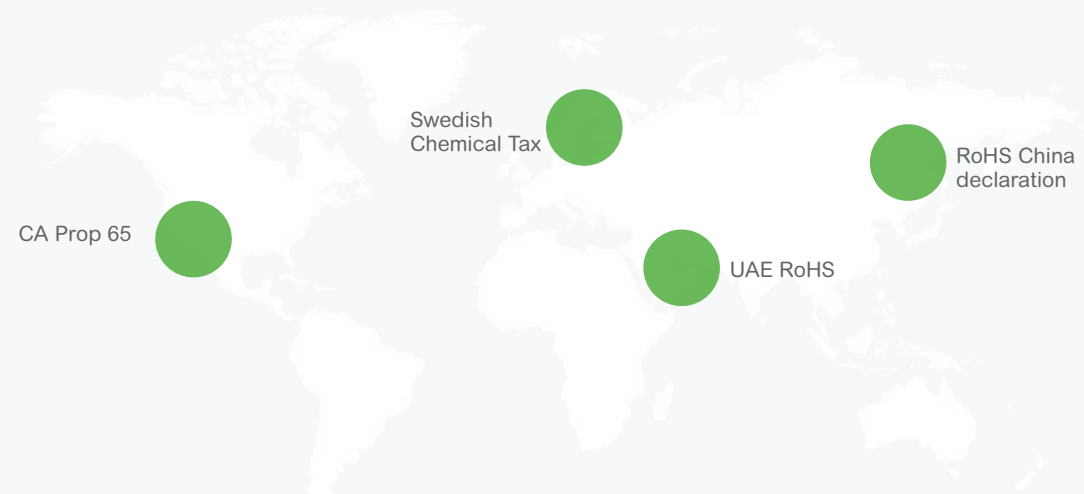
ecoDesign Way™ is the **integration of environmental assessment** into product, service or system design in order to **optimise environmental performance all along the life cycle** steps of the product, service or system **without downgrading the performance** it delivers.

Optimised for:

- Minimal resource use
 - raw materials and power consumption
- Minimal climate impact
 - CO₂
- Circularity

ecoDesign Way™ supports compliance across the globe.

Examples include:



100% of new SE products are ecoDesigned

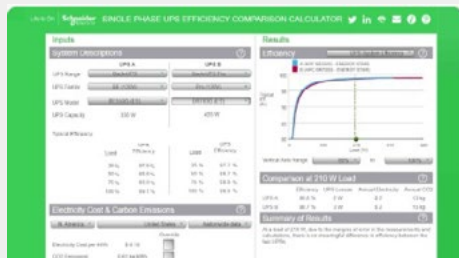


Lower Impact: Act NOW

Digital planning and design tools - **Energy Efficient Offers**

By selecting the most **efficient** hardware and **utilising connectivity** it is possible to design a solution **lowering energy consumption**, saving money, and contributing to sustainability goals by **reducing waste**.

Over **25 tools** to assist in creating resource-efficient designs:



Single Phase UPS Efficiency Calculator

Determine the impact of 1-phase UPS efficiencies on energy costs and carbon footprint.



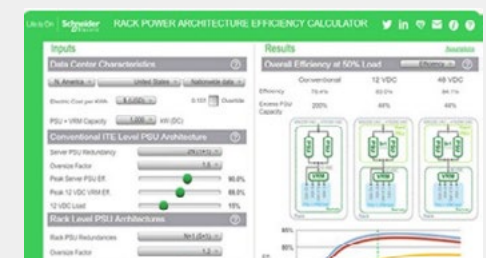
Li-ion vs. VRLA UPS Battery TCO Calculator

View TCO impact of lithium-ion vs. VRLA batteries for static UPSs.



Edge UPS Fleet Management Calculator

Compare costs of managing distributed UPSs yourself vs. utilising a third party.



Rack Power Architecture Efficiency Calculator

Compare conventional architecture to 12V to 48V PSU and VRM.

[Access Tools Now](#)

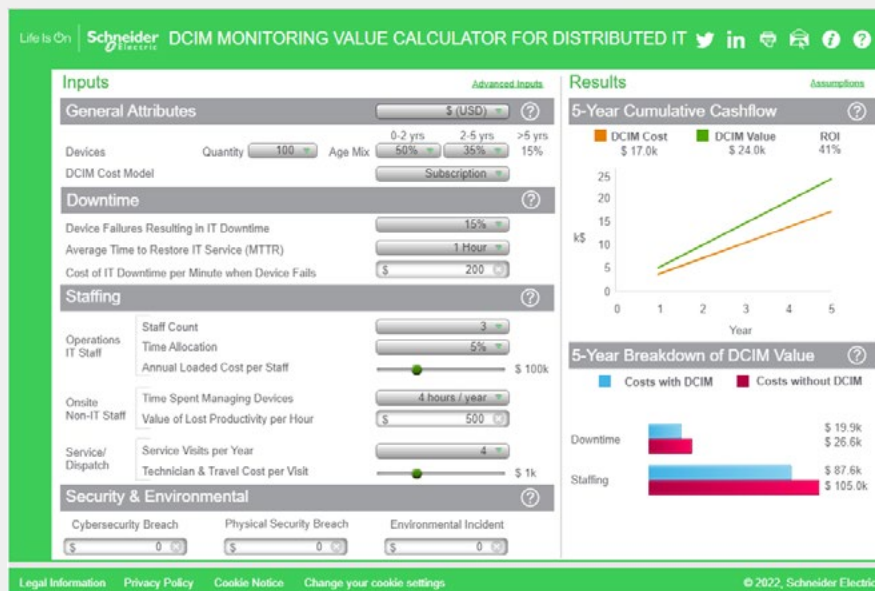


Lower Impact: Act NOW

Connectivity and Digital Services

Leveraging EcoStruxure IT and remote management services allows customers to save **2.7x in costs** and **capabilities**

DCIM Monitoring Value Calculator for Distributed IT



EcoStruxure IT and Remote Management Tools & Services

- Allows customers to **save 2.7x in costs & capabilities**
- Optimises operations & maintenance** through predictive analytics
- Provides **energy reporting**

Discover EcoStruxure IT

Data Centre and Edge - global energy forecast



Lower Impact: Act NOW

Reducing carbon footprint and TCO through SE Modernisation Services

Tactics for modernisation:

Leverage the most innovative and efficient solutions currently available to reduce energy consumption

- Replace only active components vs the whole unit, when possible, to minimise raw material consumption
- Leverage latest product innovation
- “Right-size” your infrastructure to optimise asset usage according to current operating conditions

Add smart sensors to extend product lifespan and transform equipment into connected assets

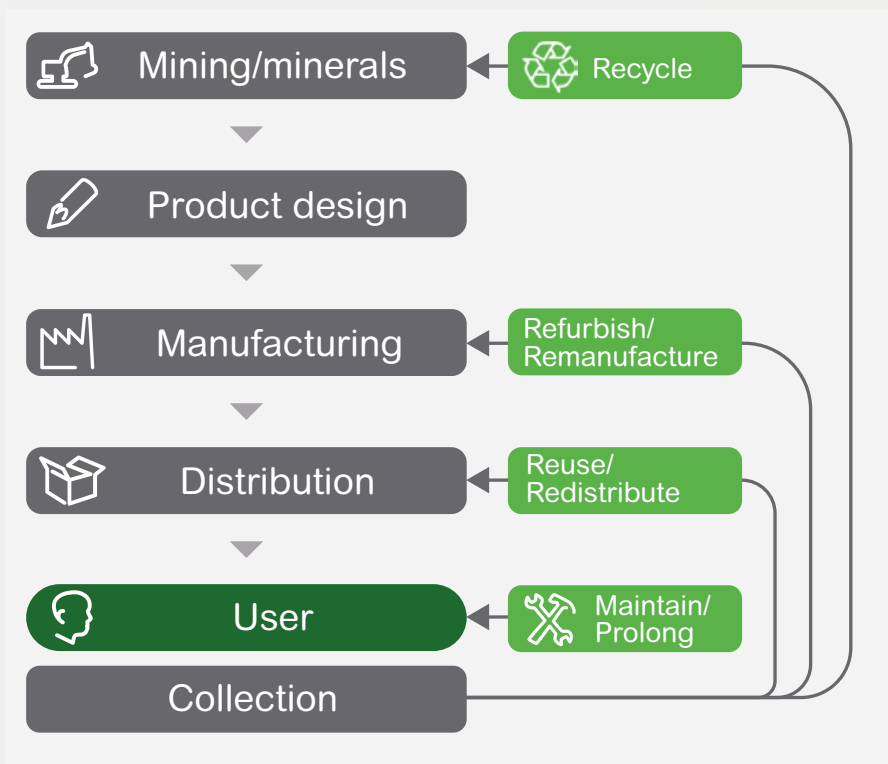
- Enable software analytics to optimise operations and make data-driven decisions that improve efficiency
- Enable predictive maintenance to reduce time-based maintenance and increase uptime

Asees Lithium-Ion vs VRLA



Lower Impact: Act NOW

Leverage Schneider Electric's downstream circular approach



Recycle

- Support customers to recycle products as needed
- Coordinate recycling process with 3rd party recyclers
- Provide recycling certificates that reflect environmentally responsible disposal

Refurbish and redistribute

- Collaborate with customers on custom projects

Maintain/prolong

- Schneider Electric's maintenance and modernisation services extend product/system life, reduce cost and avoid "rip and replace" when possible

120k mT

of primary resource consumption avoided through End Of Life Services from 2017-2020



Partnership: Promoting sustainable Business Practices

The power of the Ecosystem of IT Vendors and alliances is undeniable. By engaging like-minded technology vendors in a mutually beneficial value chain, companies can leverage the collective resources of the ecosystem to accelerate sustainable progress and unlocks co-innovation. Through our collaboration, we enable you (partners) to solve customer problems easier and faster.





Partnership: Act NOW

Join the mySchneider IT Partner Program

Training:

Courses, events, and webinars for upskilling your employees and staying up to date with industry news, our products, and solution launches.

Opportunity Registration Program (ORP):

Financial incentives for partners that proactively identify, develop, and close new business opportunities.

Partner locator:

Lists your business on our website so that customers can find you easily.

Green Premium™:

Access to Schneider Electric's Green Premium™ products that support customers every day, make their life easier and enable efficient operations.

Design Portal:

Best-in-class design tools for configuring, designing, and quoting Schneider Electric Secure Power products and solutions quickly and efficiently.

Program Benefits

Partner Portal:

A personalized online experience that provides 24/7 access to all content, tools, benefits, and training.

Marketing & Sales Kits:

Resources supporting your marketing and sales staff, helping you in attracting more customers.

Badge & certificate:

Solid proof of expertise that helps persuade potential customers.

Marketing Development Funds (MDF):

Funds for executing joint marketing campaigns to generate customer demand and drive more sales.

Trade-UPS

Exchange your old UPSs and receive a new and upgraded version. Earn rebates while you enable this for your customer and track the e-waste saved with certifications you can provide to the customer.

Rewards:

An exclusive loyalty program reimagined to reward your partnership and boost your business.

Benefits may vary by specialisation, program level, and country.

[Join mySchneider now](#)



Partnership: Act NOW

Leverage Joint Alliance Solutions by Schneider Electric

A Green EcoSystem



Sustainability with our Strategic Alliances

- Driving co-innovation and **seamless technology integration**
- Cisco Digital Sustainability Challenge: **1st Place Winners!**

Enabling our Alliances' Sustainability Commitments

- Energy Procurement & Data Management

Shaping the Future

- Co-Development between our technology portfolios that **help customers achieve sustainability goals**

View SE-CISCO sustainability offers

Sustainable Buildings
Made Possible by Cisco
and Schneider Electric

Schneider Electric; Establish a Secure
Foundation for Digital Transformation
in Industrial Operations

[Watch now](#)
[Download now](#)



Data Visibility:

Reduce your environmental impact with



PRODUCT

Enable **Trust**, **Transparency** and **Performance** at the product level



CONNECTIVITY & DIGITAL SERVICES

Save **costs**
Optimise **operations & maintenance**
Engage in **Energy reporting**



Data Visibility: What is Green Premium?



The **Green Premium™ label** was created to provide Schneider Electric customers with more **sustainable products** and to be **transparent** with environmental information.

Today, more than **75% of Schneider's product** sales come from Green Premium products.



Data Visibility: Act NOW

Increase revenue by **driving actionable impact** throughout your projects.

Deploy **Green Premium™**

Trust



Minimal use of hazardous substances in, and beyond, compliance with most rigorous regulations (EU & China RoHS, REACH, CA prop 65...).



Explore Green Premium

Transparency



Digital environmental disclosure (PEP)



Circularity Profiles to provide guidance on responsible product end of life treatments



Transparent environment attributes (ie: Mercury / Lead / PVC Free)



Sustainable Packaging

Performance*



Lower Impact Materials



Recyclability



Energy efficiency**



Durability



SF6 Free



Repairability



3rd Party Certified
Ecolabel



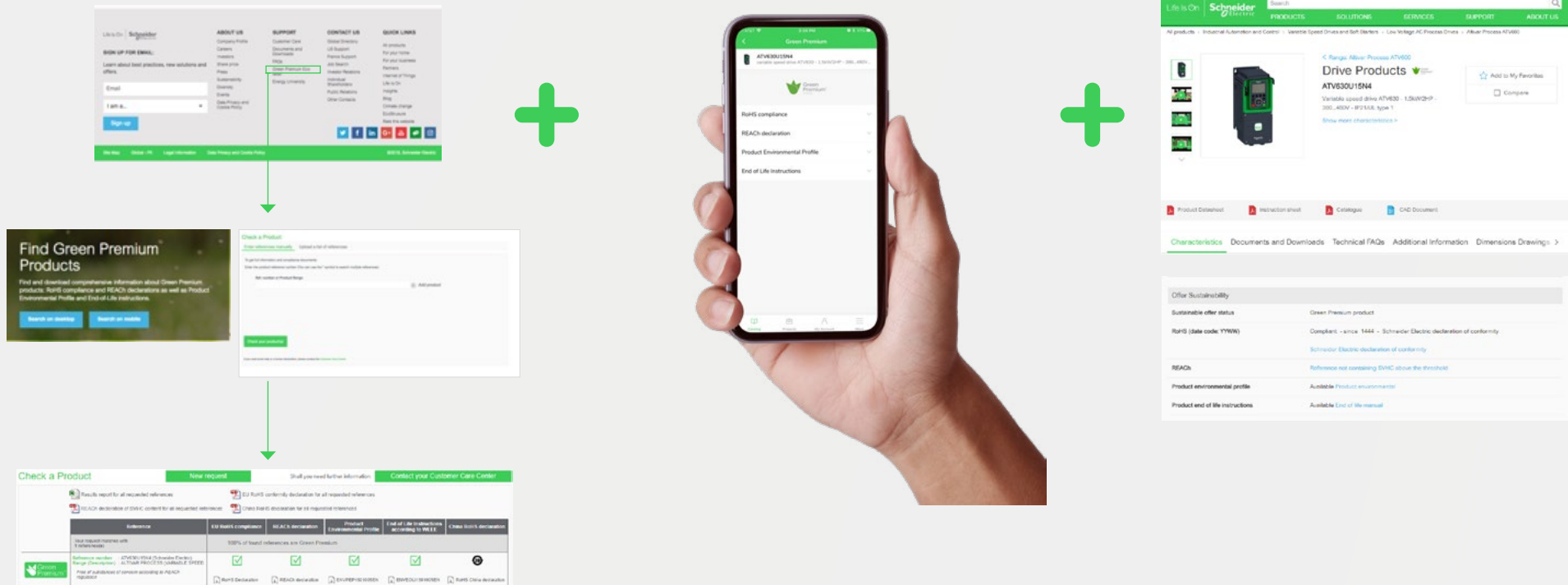
Data Visibility: Act NOW

All environmental information **at your fingertips.**

Check a Product

mySchneider app

Online catalogue





Data Visibility: Act NOW

Connectivity and Digital Services

Save costs – Optimise operations & maintenance – Energy reporting

EcoStruxure IT



Monitoring & Management



IT Expert & Data Centre Expert

- Real-time power consumption
- Reduce on-site visits



Planning & Modelling



IT Advisor

- PUE calculations
- Optimise cooling airflow
- Minimise footprint
- Reduce power consumption of:
 - Servers
 - Cooling



Custom Solutions & Integrations



- GHG emissions
- Reporting & action plan taking

Discover EcoStruxure IT

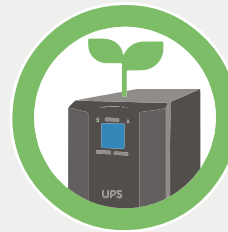


Lifecycle Opportunity: Sustainability as a future reoccurring revenue streams opportunity





Lifecycle Opportunity: Act NOW



Trade-UPS®

Good for the Planet. Good for your Pocket.

With the **APC Trade-UPS Program**, offer a Sustainable, Easy, Cost-Effective solution for your customers



Exchange your old UPS(s) and receive a new and upgraded version. Regardless of its manufacturer or working condition, we'll take it.



Join a Sustainable and Ethical Business Practice



Receive a Personalised Certificate of Recycling



Avoid any shipping or disposal costs

Access Trade UPS via mySchneider**

** Only available to select partners

What to do next?

Starting the Sustainability Journey

- Get familiar with **Green Premium** and the environmental data we provide you – to have the answers for your customer available when you need it.
- Familiarise yourself with **EcoStruxure IT**
- Join the mySchneider IT Solution Provider program and get access to:
 - **Sustainability School for Partners**
 - **Trade UPS**



REACTIVE STATE

Committed & Seeking Partnerships

- Engage with your account manager and identify actionable steps to implementing your own **sustainability goals and actions**, so that you can lead by example and demonstrate your customers that you are committed to sustainability. SE will support you in defining an offer.



PROACTIVE STATE

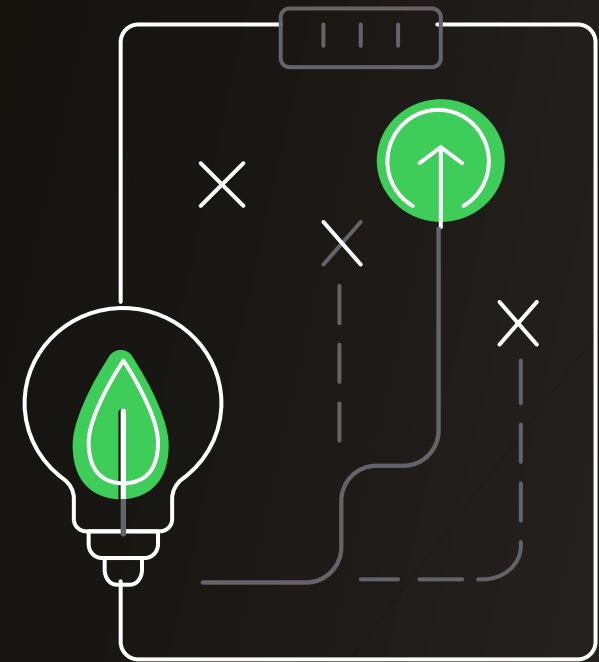
Co-Creation

- Engage with your account manager and identify opportunities to **co-create with Schneider Electric** to extend sustainability in the DNA of your operations.



ADVANCE STATE

Why Schneider Electric?



Schneider
Electric™

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

We are committed to address the biggest challenges of our time, **Climate change and Social inequality**

Environment

Accelerate transition to net zero in line with 1.5°C trajectory (SBTi) and achieve no net biodiversity loss in our operations by 2030

Social

Empower people across generations & regions and offer equal opportunities

Governance

Earn the trust of all stakeholders by living up to our principles

IMPACT
Company



Employees

| Investors

| Suppliers

| Customers & partners

| Local communities & institutions

Sustainability legacy @SE over the last 15 years

Purpose & Mission

Building a new electric world

Make the most of your energy

We empower all to **make the most of our energy and resources**, ensuring **Life Is On** everywhere, for everyone, at every moment.

2005 - 2008

2009 - 2015

2015 - Current

Sustainability Barometer (SSI)

2005 - 2008
10 KPIs
8 out of 10

2009 - 2011
13 KPIs
9.38 out of 10

2009 - 2011
13 KPIs
9.38 out of 10

2015 - 2017
16 KPIs
9.58 out of 10

2018 - 2020
21 KPIs
9.32 out of 10

2021 - 2025
11+1 KPIs
(ahead of schedule)

Strong recognition of our commitment

Life is On | Schneider Electric



Corporate Knights Global 100

12 years in a row



Terra Carta Seal

Awarded 2022



A List

(Climate) 12 years in a row



AAA

11 years in a row



From 2018

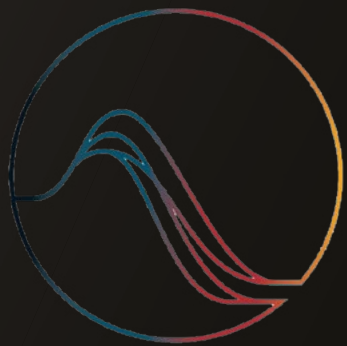
Included since inception



**Top 100
Most Ethical Company**

11 years in a row

Milestones to Net-Zero commitment by 2050



SCIENCE
BASED
TARGETS

DRIVING AMBITIOUS CORPORATE CLIMATE ACTION

2025



Carbon neutrality in our operations
(with CO₂ offsets)

2030



25% absolute reduction across our value chain
'Net-Zero ready' in our operations
(90% reduction target and CO₂ removals for residual emissions)

2040



End-to-end carbon neutral value chain
(with CO₂ offsets)

2050



Net-Zero CO₂ emissions on all our value chain
(aligned with SBTi Corporate Net-Zero Standard)

We deliver Electricity 4.0 with a unique **integrated approach**

Strategise

MEASURE enterprise baseline
CREATE decarbonisation roadmap
STRUCTURE program & governance
ENGAGE ecosystem
COMMUNICATE commitment



Digitise

MONITOR resource usage & emissions
IDENTIFY saving opportunities
REPORT and benchmark progress

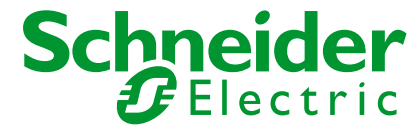
Decarbonise

REPLACE energy source
ELECTRIFY operations
REDUCE energy use

The moment is now



Life Is On



Contact your Schneider Electric representative for more information.

se.com/au

apc.com/au



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