

BOLD AMBITION

Maximizing US infrastructure investments to transform and modernize energy management

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Life Is On

Schneider
Electric

Schneider Electric in US: 17,400+ employees strong in the US

In 2021

\$2.7B

Schneider Electric spend for the US Business.

In 2021-2022

\$6.6M

US charitable giving SE Employees, SE financial and product donations

US Investment

2021 - \$40M reshoring of manufacturing in Nebraska and Kentucky Plants.

2022 - New 160,000 sq ft plant in El Paso, TX

Sustainability – Ranked #4 Most Sustainable Corporation by Corporate Knights Global 100 for 2022

Sustainability – Lexington, KY facility among First in the World to be Named a Sustainability Lighthouse by World Economic Forum

People - Ranked 20th in the World's Top 100 for Gender Equality

Life is On: Touching lives everyday



1 M+

buildings



50%

of the world's
data centers



10

of the world's top
electric utilities



40%

of the world's
hospitals



Top4

hyper-scale
cloud providers



40k

water & wastewater
installations in 150 countries



3 out of 5

of the top
hotel chains



14

largest city metro
in 14 countries



10

of the world's
largest airports

Historical Opportunity to Accelerate Infrastructure

Legislative Acts Passed 2021-2022
American Rescue Plan
Infrastructure Investment and Jobs Act

In negotiation
Build Back Better Act



Infrastructure Investment and Jobs Act (IIJA) Highlights



1 Electrifying transportation and critical infrastructure

2 Grid modernization and resilience

3 Sustainability and Climate

Electric and Digital is the recipe
for a more **sustainable** and **resilient** world

Electric

Makes energy **Green**



Digital

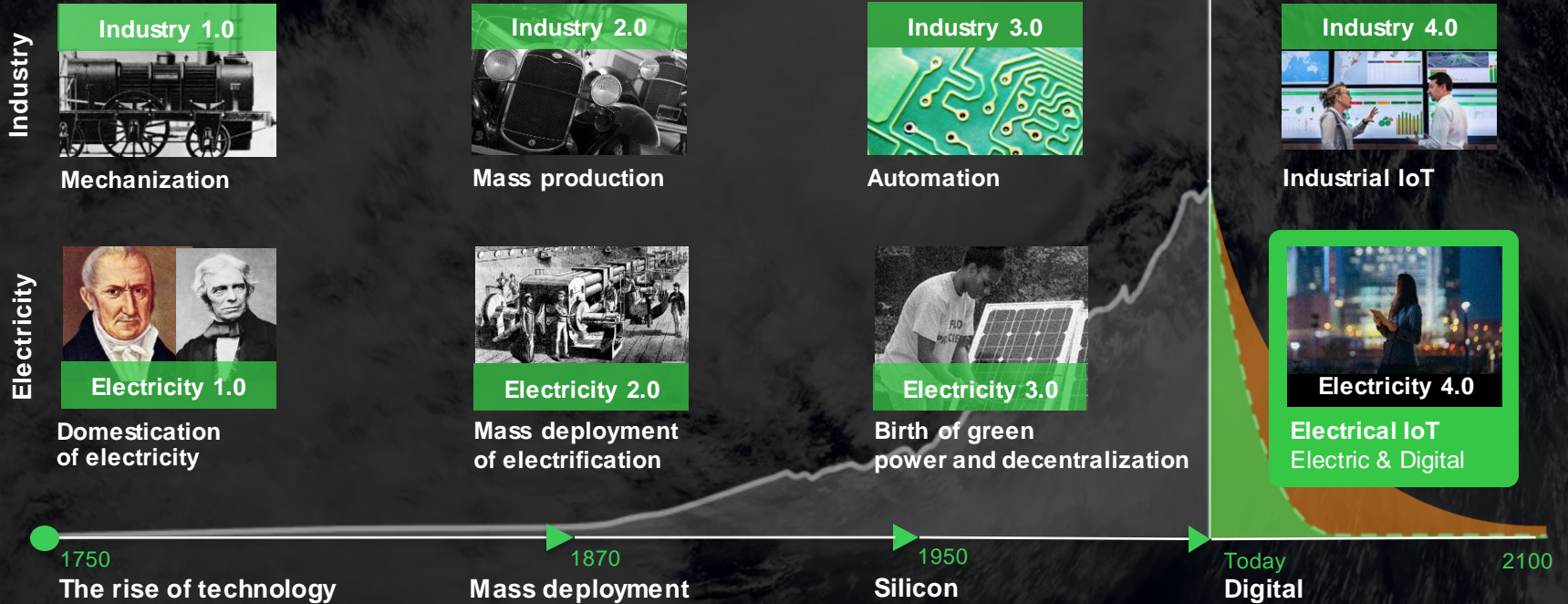
Builds a **Smart** future

Electricity is the most **efficient energy** and the
best vector of **decarbonization**



Digital makes the invisible visible, eliminating
waste and driving **efficiency**

Over the last 250 years, the world has gone through four technology-driven revolutions



and **Technology** exists

Why Digital? What can Digital do that Analog doesn't do?

Digital

Deployed sensors collect data and communicate to machine learning software that produces real time data analytics to ensure the most efficient, resilient and sustainable infrastructure available today.

Digitization

Delivers planned, predictive, preventive and personal (4 Ps) outcomes that enable tracking and remotely monitoring critical infrastructure operations in our communities.

Predicting failures before they occur and deploying real-time fixes protect our investments and optimizes the work of our people.

Electricity 4.0: Powering the New Electric World

We connect the dots between everything, everywhere



Grids of the Future

- Sustainable
- Resilient
- Efficient
- Flexible



Homes of the Future

- Sustainable
- Resilient
- Hyper-efficient
- More personal



Buildings of the Future

- Sustainable
- Resilient
- Hyper-efficient
- People-centric



Data Centers of the Future

- Sustainable
- Resilient
- Hyper-efficient
- Adaptive



Industries of the Future

- Sustainable
- Efficient & Resilient
- People-centric
- Next Generation



Infrastructure of the Future

- Sustainable
- Resilient
- Efficient
- People-centric

Considerations today that affect tomorrow

Future Proofing

How do I anticipate demand for electricity to change in the next **10 years, 15 years, or 20 years**?

Will current legislative guidance and budget rules facilitate **digital v. analog** projects?

Digitization

Have I leveraged the technological solutions available to me today to ensure my investments create more **“digitized infrastructure”**?

Is this project maximizing the **community’s goals for sustainability** in a measurable way?

Resiliency

How can I direct state energy offices and regulatory commissions to create a more resilient and **modernized power grid**?

Does the project incorporate **technology and software** solutions that enable us to predict failures before they occur?

What are the Solutions to build more digital infrastructure

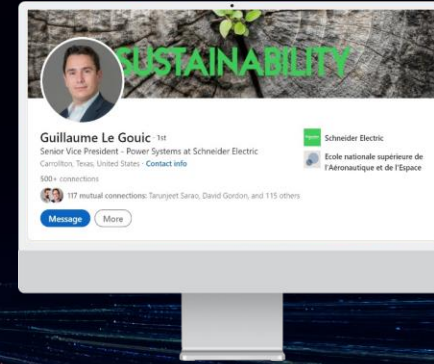
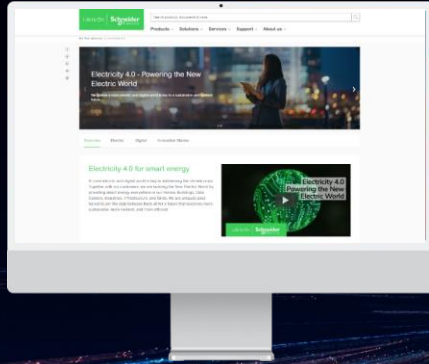
Shift the Focus - Most State and Local procurement laws are focused on lowest Capital Expenditure (CAPEX). The sensor and communication elements of a digitized system cost more up front, digital rarely is lowest cost choice when looking at CAPEX. Here are two solutions that are consistent with lowest costs for taxpayers for infrastructure.

1. Pass a law or budget provision that requires all new infrastructure to be digitized or digitally transformed. (We have a paper in the back with two definitions of digital for your consideration.)
2. Change your state's procurement process from "lowest cost" to "lowest lifecycle cost." This considers cradle-to-grave costs that include the operating expense (OPEX) over the lifetime of that infrastructure as well as decommissioning.

Three Policy Changes to Unleash a Resilient, Modernized Grid:

1. Any money spent for electric grid modernization should focus on distribution utilities that are digitizing circuits between distribution substations and customers.
2. Direct regulated and public utilities to develop technology-neutral retail rate signals to work organized Distributed Energy Resources (DERs).
3. Direct the PUC to adopt performance-based regulations for distribution utilities to earn a return.

Thank You – Any Questions?



Find out more

Electricity 4.0

Landing page



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