



EcoXpert™ Program

One Program. One Network. Endless Opportunities.

Speaker Name
Date

Life Is On

Schneider
Electric

An EcoXpert™ is a Schneider Electric **partner company** that is **trained and certified on EcoStruxure™**, our open, interoperable, IoT-enabled system architecture and platform, as well as **on Wiser™**, our connected technology for homes.

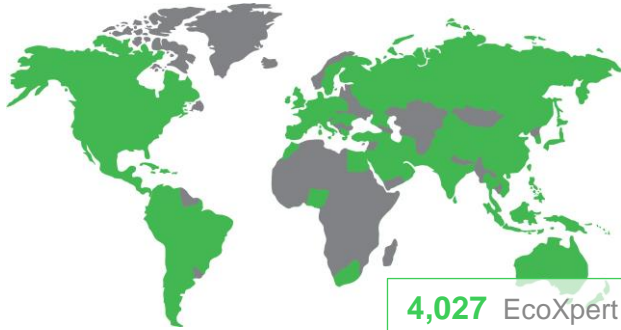


The EcoXpert program enables our certified partners and valued customers to share in the experience of ensuring that **Life Is On** everywhere, for everyone, and at every moment.



A respected partner network of industry-leading expertise

- A global ecosystem delivering **local support**



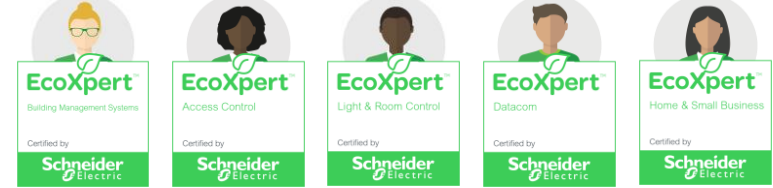
4,027 EcoXpert Partners
79 Countries

- Rapidly **growing** in numbers

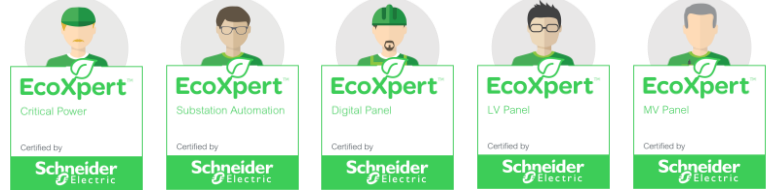
Number of EcoXpert Badges	2015	2016	2017	2018	2019	2020
	2436	3351	3370	3500	4504	4868
						+2,432 (+100%)

- Offering **11** competency **certifications** (badges)

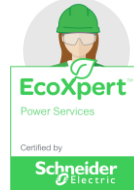
Building & Residential Automation



Power Distribution & Management



Services



- And 6 segment **specializations**



Hotels



Healthcare



Data Centers



Real Estate



Retail



Life Sciences

EcoStruxure™

Innovation At Every Level

EcoStruxure™ Architecture

Building

Data Center

Industry

Infrastructure

End to End
Cybersecurity

Cloud and/or
On Premise

Apps, Analytics & Services

Edge Control

Connected Products

EcoStruxure
Power

EcoStruxure
Building

EcoStruxure
IT

EcoStruxure
Machine

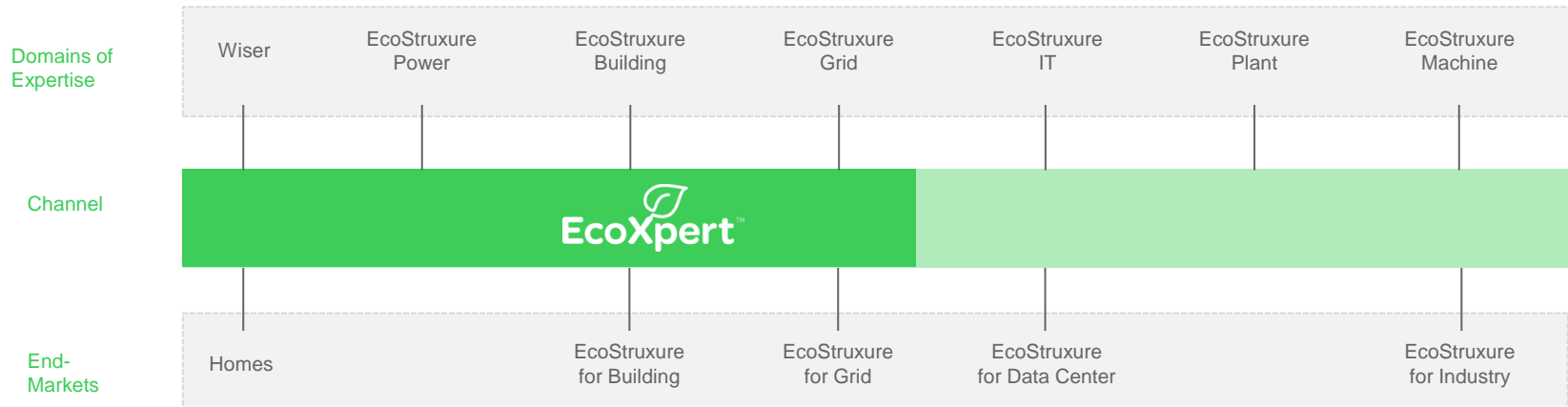
EcoStruxure
Plant

EcoStruxure
Grid

Life Is On

Schneider
Electric

EcoXpert partners are implementation arms of EcoStruxure & Wisernet all over the world.



Unique in its industry, EcoXpert enables ...

Value Proposition



Business growth

- Commercial cooperation
- Leads

Increased profitability

- Pre- and post-sales support
- Minimize engineering and commissioning time
- Engineering efficiency tools

Competitive differentiation in the market

- Success story publications
- Schneider Electric's global partner locator
- Co-branding, co-marketing opportunities

End Users | Specifiers

Reduced risk and cost

- Certified network of experts
- Specialized in segment applications

Worldwide certified network

- A global footprint
- Local of expertise

Lifetime support of assets and projects

- Design, engineering, installation and maintenance
- Connected expertise through global network
- Long-term partnership

... through a **global ecosystem** of **trained and certified expertise** in the installation and integration of EcoStruxure & Wiser.

Choose with confidence

Delivering benefits to our customers



Committed to the longevity of your business

- Best-in-class technologies and solutions
- Trained and certified network of expert partners
- A global footprint with local support
- Reduced risk, peace of mind
- Long-term partnership

Unleash your growth potential

Delivering benefits to our partners

Grow Your Business

- Project leads
- Commercial cooperation
- Co-branding/marketing and partner locator

Increase Profitability

- Minimize engineering and commissioning time
- Pre- and post-sales support
- Exclusive Tested Validated Documented Architectures

Attract Talent

- Boost employee expertise with dedicated training
- Exposure to roadmaps



Duties and expectations

Achieve and maintain EcoXpert status

Competence

- Accreditation of your employees

Loyalty

- Lead with Schneider Electric

Pro-active approach of the market

- Including consultants and end users

Growth

- Minimum turn over per year



THANK YOU!



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www.se.com/ww/en/partners/ecoxpert/