

# Logistics and Material Handling

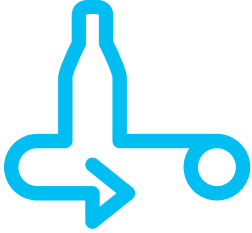
Change how your distribution center operates  
with a trusted partner.



Make the most of your energy<sup>SM</sup>

**Schneider**  
Electric<sup>™</sup>

# Fundamentally change how your **distribution center** operates with **expertise** and global reach from a **trusted partner**.



Logistics and material handling professionals are faced with a myriad of challenges. Operations managers are under pressure to move more product for less money and close the gap between operating targets and theoretical capacity. A lack of analytical tools with real-time and historical data makes it difficult to achieve 100 percent visibility of all operations all the time. Running an energy-efficient distribution center is becoming a requirement instead of an aspiration. Limited capital budgets not only mean no new facilities, but also fewer personnel and spare parts to maintain existing facilities.

To manage in this challenging environment, you need a trusted resource — a true partner — to help you increase your overall operating efficiency with comprehensive solutions customized for your facility.

The specialists at Schneider Electric™ have extensive experience and intimate knowledge of the logistics value chain. This expertise, combined with the unmatched breadth of our offer and global reach, makes us a trusted partner for many in the logistics industry. Our relationship with you is not just about selling world-class power, control, and automation solutions — it's about working with the people in your facility to fundamentally change how your distribution center operates from a machine, personnel, and business perspective. It's about sustainable solutions that allow you to proactively monitor, measure, manage, and maintain equipment to minimize downtime, reduce energy consumption, and increase productivity.

Schneider Electric is helping companies like yours maximize operational efficiency in a challenging and demanding environment — you should expect nothing less from a committed partner.



## Schneider Electric focuses on these seven critical areas of logistics and material handling:



Energy Efficiency & Management



Security & Safety



Automation & Control Solutions



Metrics & Analytics



Asset Management



Personal Productivity & Behavior Change



Maintenance



## Meeting Your Needs Across the Entire Logistics Value Chain

As a global leader, Schneider Electric has the resources and expertise to support the material handling equipment needs across your entire logistics value chain, including original equipment manufacturers (OEMs), system integrators, distributors, and more. We help you navigate the value chain by mitigating risks, lowering costs of ownership through adoption of new technologies, flattening the learning curve, and extending our solutions in your business. The breadth of our offer is unmatched and allows us to provide solutions to global leaders in retail, logistics, and distribution. In addition, with operations in 102 countries and 13,000 sales outlets and manufacturers, our customers can contact us worldwide. Our commitment to you assures local support from a Schneider Electric representative near you.

### > Inside Schneider Electric

#### Intelligent Building Solutions

Reduce your energy costs and carbon emissions while increasing the security of your people, property, and data. Support corporate social responsibility and sustainability goals, lower capital investments, reduce ongoing operating costs, and improve your business performance.

#### Video and Security Systems

Schneider Electric acquired Pelco™, a world leader in the design, development, and manufacturing of video and security systems and equipment ideal for any industry. Through a long and prestigious history of offering high-quality products and exceptional customer service, Schneider Electric has expanded its breadth of offerings to become the most sought-after product supplier in the security industry.

#### Supervisory Control and Data Acquisition (SCADA)

As a global provider of world-class industrial automation software solutions, Schneider Electric is renowned for the development and application of SCADA and human machine interface (HMI) offerings. Our solutions provide a central connection to multiple plant and business systems enabling organizations with critical information to improve their overall business performance. A Schneider Electric SCADA system can also enable visualization and control of multiple vendor disparate systems.

#### Critical Power

Providing protection against some of the leading causes of downtime, data loss, and hardware damage: power problems and temperature. As a global leader in network-critical physical infrastructure (NCPI) solutions, Schneider Electric sets the standard in the industry for quality, innovation, and support. Our comprehensive solutions, which are designed for both home and corporate environments, improve the manageability, availability, and performance of sensitive electronic, network, communications, and industrial equipment of all sizes.

#### Lighting

Setting the standard for innovation in architectural-grade lighting products for residential, retail, and commercial applications for more than 20 years.



# Energy Efficiency & Management

Energy efficiency and proper energy management are not passing fads. Every day, facility managers and corporate executives are charged with decreasing energy costs and consumption at their facilities. And energy management extends beyond the basics of efficient conveying equipment. It includes everything from forklift batteries, to lighting products, to software.

A typical distribution center can achieve approximately 30 percent energy savings through installation of efficient devices (10 – 15 percent), automation that optimizes device usage (5 – 15 percent), and monitoring and maintenance (2 – 8 percent). Additionally, providing the key performance indicator (KPI) of “Energy cost per case shipped” will help determine the actions needed to obtain operational and energy efficiencies.

# Automation & Control Solutions

You can improve your facility’s overall operating efficiency by optimizing your conveying application costs. World-class automation and control products from Schneider Electric can help reduce your time to market and total machine cost. Achieve up to a 50 percent savings in the design and start-up operation costs of your solutions by using simple, validated, safety-compliant, tested, and documented function blocks that enable mechanical modularity, predefined CAD panel designs, and wiring diagrams that minimize design time and improve system consistency. Schneider Electric is ready to leverage the collective knowledge of its industry specialists and more than 100 applications engineers to optimize your machine design.

# Asset Management

Your operating budgets are being slashed and you have fewer funds for personnel and spare parts to maintain your facilities. You’re an exceptional logistics company — do you really want to be in the business of maintaining your assets, or would you rather leave that to someone who focuses on asset management?

Schneider Electric specializes in complete coverage of your automation and control equipment and systems, including 24x7 emergency dispatch, equipment repairs on over 120,000 products from more than 2,500 manufacturers, and an equipment life planning process that prolongs the life of installed automation equipment and helps you plan for future upgrades or changes.

A Schneider Electric Consultancy Team also can prepare an in-depth, on-site, one- to three-year action plan of your installed base and support skills inventory to help you plan for the most cost-effective life of your current, critical assets.

A maintenance, modernization, and consulting audit, or M2C, final report includes recommendations that can help you:

- > Identify how to reduce risks associated with all types of automation equipment
- > Maintain the most appropriate spare parts to support your equipment and make the best use of capital
- > Plan preventive maintenance for minimum downtime
- > Develop plans to proactively address obsolescence
- > Optimize equipment design to ensure maximum productivity and reliability
- > Keep up with the latest standards and technological advances
- > Tie operating expenses to immediate benefits to assist with business justification
- > Raise productivity to world-class levels



Schneider Electric material handling solutions help you accelerate your return on investment, improve machine performance, and reduce machine costs.



# You Can't Manage What You Don't Measure.

The only way to gain a true picture of your energy savings capabilities is to measure energy usage and partner with an enterprise energy management company that will provide recommendations for measureable energy savings and increased power quality that will reduce downtime.

Partnering with the Schneider Electric Total Energy Control group to produce a short-, medium-, and long-term energy action plan means you will have employable energy monitoring and management solutions. In addition, successful implementation of enterprise energy management software will give you sustainable results and benchmarks for your facilities individually and in aggregate.



## Maintenance & Operations

Further reduce your operating and maintenance costs by deploying a centralized SCADA system from Schneider Electric. A SCADA system supplies operations and maintenance personnel with the right hardware and software tools to monitor and measure downtime causes — allowing continuous efficiency improvements to the maintenance process, decreasing maintenance spend, and ultimately, increasing production.

In addition, a SCADA system adds operational efficiency by enabling monitoring of equipment for all locations through a centralized interface, resulting in increased operator effectiveness. It also decreases maintenance and training costs because fewer maintenance trips are required. The system easily can be integrated with existing SCADA, Historian, and Enterprise Resource Planning systems.

The Schneider Electric automation and control equipment is engineered with state-of-the-art remote monitoring functionality for predictive maintenance.

## Security & Safety

Protect your people, property, and data with the global leader in security solutions. Schneider Electric, along with its companies TAC™ and Pelco, provides integrated security systems that help you reduce risk, comply with security regulations, and protect your bottom line. An integrated system helps reduce installation, training, maintenance, and manned guarding costs, while giving you a single-seat view of all your systems.

A building automation system (BAS) from Schneider Electric can provide:

- > Fire and life safety
- > Intrusion detection
- > Access control
- > Video surveillance and analytics
- > Digital video management

## Personnel Productivity & Behavior Change

After working with operators, supervisors, and management to better define your KPIs and their supporting metrics, Schneider Electric can design and implement a meeting management system to blend all aspects of continuous improvement for your people, processes, and technology. By working closely with your people, day by day, we will help you identify and decrease non-value add activities.



We have  
just the right  
solution for  
your application  
requirement.



## Worldwide Support for a Global Industry

Schneider Electric is a world leader in logistics and material handling solutions. We offer our customers local support and product availability in more than 130 countries around the world. With more than 120,000 employees worldwide, we are ready to assist you as your logistics partner, anywhere, at any time.

## Put Our Experience to Work for You

Contact your local Schneider Electric representative to learn more about our logistics and material handling solutions.

For more information, visit  
[www.schneider-electric.com/us](http://www.schneider-electric.com/us)  
and enter key code **t932v**.

Enter key code

> OK



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