Schneider Electric: New Energy Landscape

Getting from Here to There: The New Role of Distributed Energy in Transportation

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Schneider Electric Microgrids Business

- Transportation Change is un-stoppable
- Infrastructure Needs are complex
- Business Models emerging – P3’s
- Microgrids for Supply Side Imperative
EV commercial fleet adoption is real

The aim of Schneider Electric is to provide sustainable, resilient, and economical Energy for commercial, private fleets.
New Energy Landscape in 2019

Successful microgrid activation showcases innovation; supports reliable, efficient, clean energy at Montgomery County, Md., critical facilities

Schneider Electric Building Microgrid at Port of Long Beach

Schneider Electric announced Wednesday that it has a $5.2 million contract to design, engineer and build a new microgrid at the Port of Long Beach in southern California. The port also is going to get...

JFK Airport Terminal One Redevelopment, will leverage Schneider Electric’s solutions to improve the sustainability of the terminal and enhance the reliability of the airport’s energy supply through a state-of-the-art microgrid.

Lone Star Ports Harbor Island Crude Export Terminal – SE providing prime power and sustainable energy in a unique public private partnership
Demand Side Digitization

Historically passive consumers are thinking about energy in new ways

**Cost**
- Lower / More Predictable Energy Costs
- Energy / Fuel Source Arbitrage
- Flexibility drives savings / incremental revenue

**Resilience**
- Serve loads during times of grid stability
- Oasis for employees / customers – shelter in place
- Protect power sensitive / critical assets from poor power quality

**Sustainability**
- Reduce carbon footprint
- Improve brand image
- Attract / Service carbon sensitive customers
BUT IT CAN BE COMPLICATED – MUCH OF THE EXISTING INFRASTRUCTURE IS UNABLE TO SUPPORT THE NEW ENERGY NEEDS
Energy Control Center
Simplifying implementation of microgrids and integrating DER’s

CTO - Configured to Order
ETO - Engineered to Order

“Microgrid in a Box”
Our solution to simplify Optimization and Control of On-site Distributed Energy Resources

Pathway to resilience, sustainability and efficiency
"Best-in-Class" Alliances

- Utility Partnerships
- City
- Surrounding Venues
- Local EPC Partners

**Investor / Owner**

**Host Site**

**Value Proposition**

- Higher reliability and resilience
- Flexible Capital (No Capex)
- Increased sustainability
- Infrastructure Improvements
- More predictable energy costs
- PPP Business Model

**Capital Availability**

- The Carlyle Group’s stability ($205 billion AUM & 30 years) underpins the ability to provide strategic capital
- Willing to put significant capital at risk to fund energy infrastructure initiatives

**Structuring Capabilities**

- Complex deal structuring with long term view in mind
- Flexible, innovative structuring approaches to meet all stakeholder's objectives

**Performance Standards**

- Features incorporated in funding programs to align interests of project participants while holding DEN and Schneider Electric accountable for performance

**Industry Expertise**

- Schneider’s experience and expertise facilitates a unique ability to understand the needs of all project constituents