

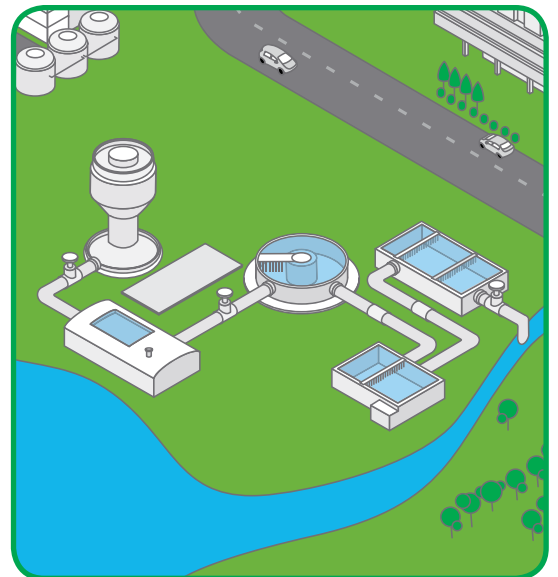
Need reliable pumping solutions for water wastewater applications?



It's time to redefine energy. Beyond power and beyond electricity, we offer solutions partnerships that specifically focus on you and your water wastewater pumping application needs.

Schneider Electric adds value to your business with:

- **Bid/spec** expertise and infrastructure
- Dependable, durable and **complete** product offering
- Tested, validated and documented **control architectures** designed to reduce cost, space and commissioning time
- **Energy efficient** water/wastewater pumping solutions
- Products that are **simple** to use, maintain and service
- **Engineering and design** support
- An **extensive** distributor network
- Start-up and troubleshooting support **around the globe**



Make the most of your energySM

Schneider
Electric



> A Customer's Challenge

A pump OEM lacked the resources and confidence to manage a bid/spec process for a customer. The customer needed to partner with a major drives supplier that was widely accepted in the water wastewater industry. They needed to enhance their offer in response to the increasing trend for consultants to specify pump OEM supply drives.

☑ The Schneider Electric Solution

- Schneider Electric provided dedicated assistance with their bid/spec take off and proposal process.
- Submitted a "Take Off" from Dodge Reports, notified the customer of an active project where they are acceptable and requested a bid proposal.
- Provided a scope letter, documenting a drives bid that the customer could insert into their bid package – ensuring an accurate and timely proposal.

> Another Customer's Challenge

A major pump station manufacturer, in the midst of a product redesign, was searching for several electrical suppliers to provide design options. They were under tight deadlines with a specified budget for migration. They lacked the in-house electrical design experience to create a new design for their market.

☑ The Schneider Electric Solution

- Schneider Electric offered the assistance of the Technology and Solutions Center (TASC) for engineering and design expertise.
- Reviewed the current design with the customer to determine what modifications could be made to optimize the new design.
- The TASC recommended and validated a new control architecture that enhanced performance, reduced cost and time to market.



When you're concerned about energy efficiency, controls functionality or bidding and specification processes, Schneider Electric has resources available to help.

As **energy efficiency** becomes more important in pumping applications, Schneider Electric is on the leading edge of solutions for variable frequency drives to power monitoring/power management systems. Our targeted solutions help optimize the energy efficiency of your application.

Our **HVAC and Pumping Solutions Center** offers a dedicated team of design engineers and technicians that are focused on the design and engineering of high quality energy efficient pumping solutions.

Our **OEM Technology and Solutions Center (TASC)** offers extensive expertise in the pump industry to assist OEMs with control systems design, and in optimizing both control system architectures and product selection.

The **water wastewater Competency Center** promotes acceptance and builds preference for Schneider Electric's solutions in the water wastewater industry. We provide aggressive coverage of both the major consultants that influence job specifications and municipalities facing high growth and expansion.

Our **local application experts** are available to assist with design needs in drives, automation, sensors and relays.

Our **control panel builder team** is a network of trained and experienced control panel builders that can assist you with solution design and cost competitive custom panels.

We offer an **extensive distributor network** that is well trained and easily accessible to ensure readily available product and technical support.

Schneider Electric has a comprehensive product and solution offer for every segment in the pumping market – from the pump OEM to the distribution channel, we strive to provide a scalable solution for energy efficient pumping applications.

Product offering



Variable frequency drives

- Broad variable frequency drive offer
- Wide horsepower range
- Easy to commission
- Energy savings for applications
- Customizable for pump/pumping applications



Enclosed drives

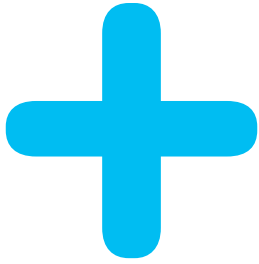
- 18 pulse offer for harmonics reduction
- Service entrance ratings
- Rated for outdoor applications
- Easy to commission
- Bundled plug-and-play solution



Automation

- Full offer from low-end to mid-range solutions
- Software that is well suited for RTU applications
- Networking connectivity, our Ethernet enabled solutions provide access to pump status/information
- Well suited for pump station applications

continued...



Product offering (continued)



Human machine interface (HMI)

- NEMA 4X rated for outdoor applications
- Brilliant high visibility displays
- Well suited for wash-down environments
- Communication options for all major network protocols
- Integrated HMI/PLC to reduce panel space



Motor control

- Both NEMA and IEC rated
- Robust performance
- Enhanced reliability
- Includes communication protocols for network solutions



Surge protection

- Prevents voltage spikes and transient damage to pump systems
- Complete voltage range including, single- and three-phase
- 200 kA air surge rated fusing
- Audible alarms/status indicators



Operator interface

- Complete line of operator interfaces to optimize pump system design
- Modular for quick and easy assembly
- NEMA 4/4X rated
- Super bright LEDs
- Rated for outdoor applications



Relays, timers and terminal blocks

- Comprehensive line
- Alternating relays offer prolonged pump life and increase reliability and longevity
- Measurement relays safeguard your pump to ensure uninterrupted performance




Motor control center (MCC)

- Space effective motor control solutions
- Integrated motor protection including motor control, drives, soft starts and PLCs
- Simple installation and startup

Schneider Electric - North American Operating Division

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