



Schneider-Electric Innovation @ Edge MIT Startup Workshop

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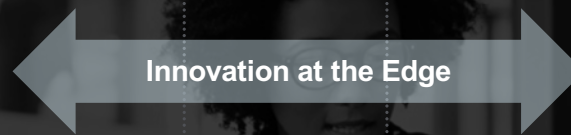
September 2019

Introduction: Schneider Electric

“Innovation at the Edge” Program

Partner with external players with technology bricks and new business models to integrate into the core of SE

1. Scout start-ups
2. Select investments/partners
3. Shape investment & engagement models



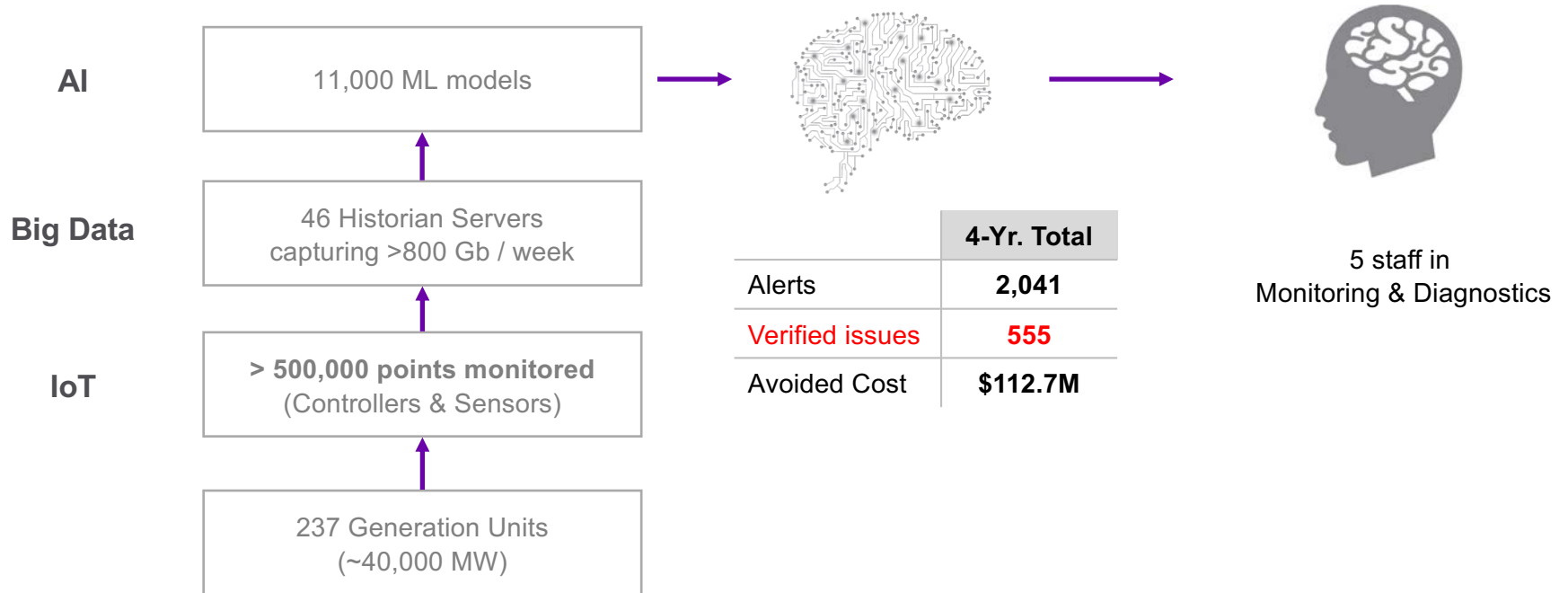
Partner with Schneider Business to run and shape pilots, test technology and create market traction

1. Qualify strategic ROI with Businesses
2. Position value proposition
3. Develop and run pilots
4. Deploy and sell

Proof of Scale



“It is no longer about proof-of-concept – but rather, proof-of-scale.”

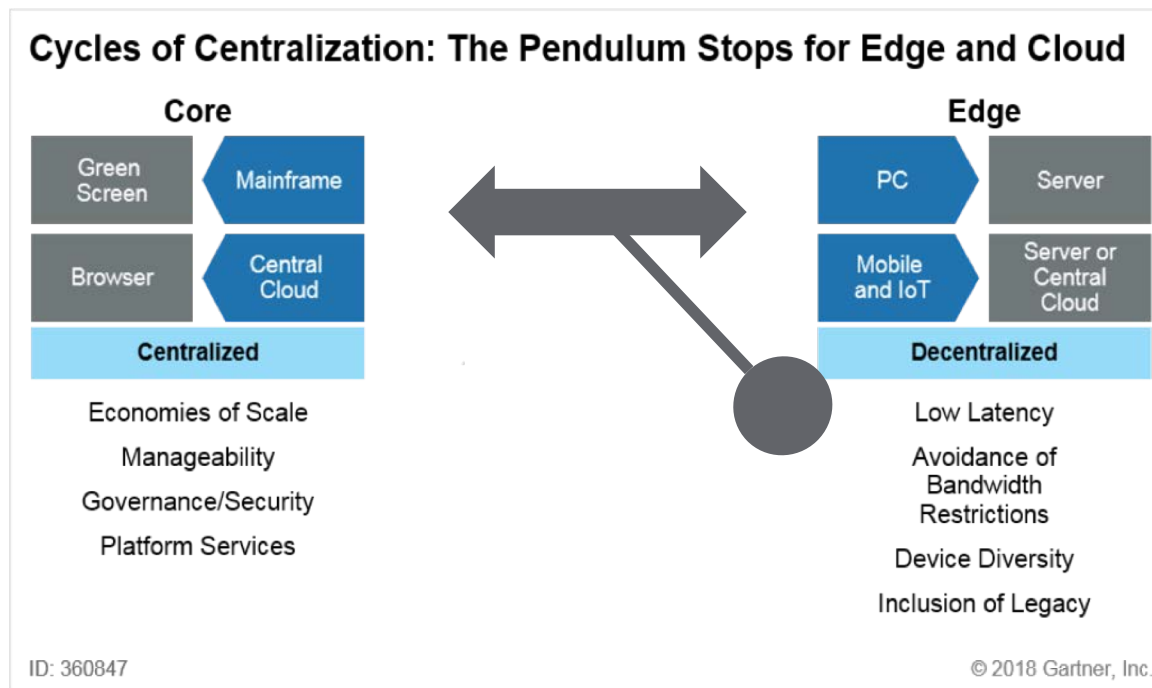




Future Proof Digital Architecture

The future: Edge and Cloud co-exist

“I need to future-proof my digital architecture for the next 10 years.”



Using closed-loop to get to outcomes

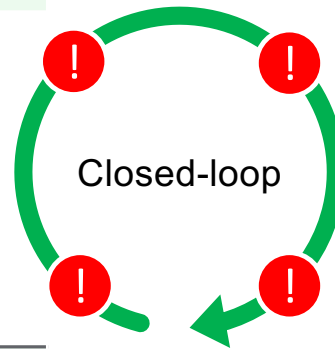
“I need ecosystem partners to take on more responsibility for outcomes.”

You got an alert – but unable to make a decision

- You don't have all the necessary information
- You are overwhelmed with (wrong) information
- You lack the authority to do something
- You did not get the alert in time – and its too late

You are unaware that there is a problem

- Model / sensor was not sophisticated enough
- It was detected but the asset had no connectivity



You made a decision – but not sure it got executed

- The instruction was not given to the right person
- They received it but got lost “in the noise”
- It was not clearly understood by the recipient

Action taken – but no means to learn & improve

- There is no means to verify it was done correctly
- There is no means for continuous improvement
- There is no means to codify the learning

Working with Schneider Electric

How we help startups

Implications

Evaluate opportunities to create edge computing solutions that provide a **ready-to-deploy software and hardware stack** with minimal requirements for customization.

Enable distributed processing throughout the solution – **design for incorporating analytics solutions at various stages** (edge, streaming, cloud) of the stack and across organization silos.

Plan for a smarter edge – aim for cloud services to also be deployable at the edge as managed software or services running on local servers, gateways and edge devices .

Why Schneider Electric?

External

- Client access
- Integrated vision & Platform (Ecostruxure)

Internal

- Validation
- Context
- SMEs
- Cybersecurity
- Etc.