

Session G: Electronics Industry Responding to Regulatory and Markets

APC by Schneider Electric Experience

APC by Schneider Electric
Information Technologies Division

Raymond Lizotte
Director, Environmental Stewardship Office



Who is **APC** by Schneider Electric?

21.6

billion sales in 2009 (in \$)



114,000

Employees



330

Rank in Fortune 500



5%

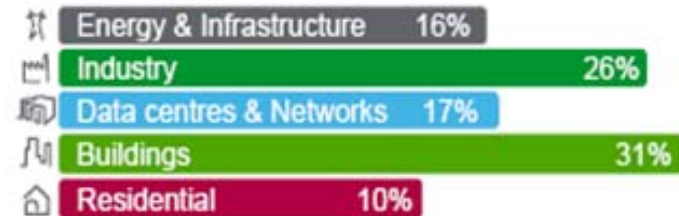
Revenue devoted to R&D



Sales by geography



Sales by End markets



Who is **APC** by Schneider Electric?

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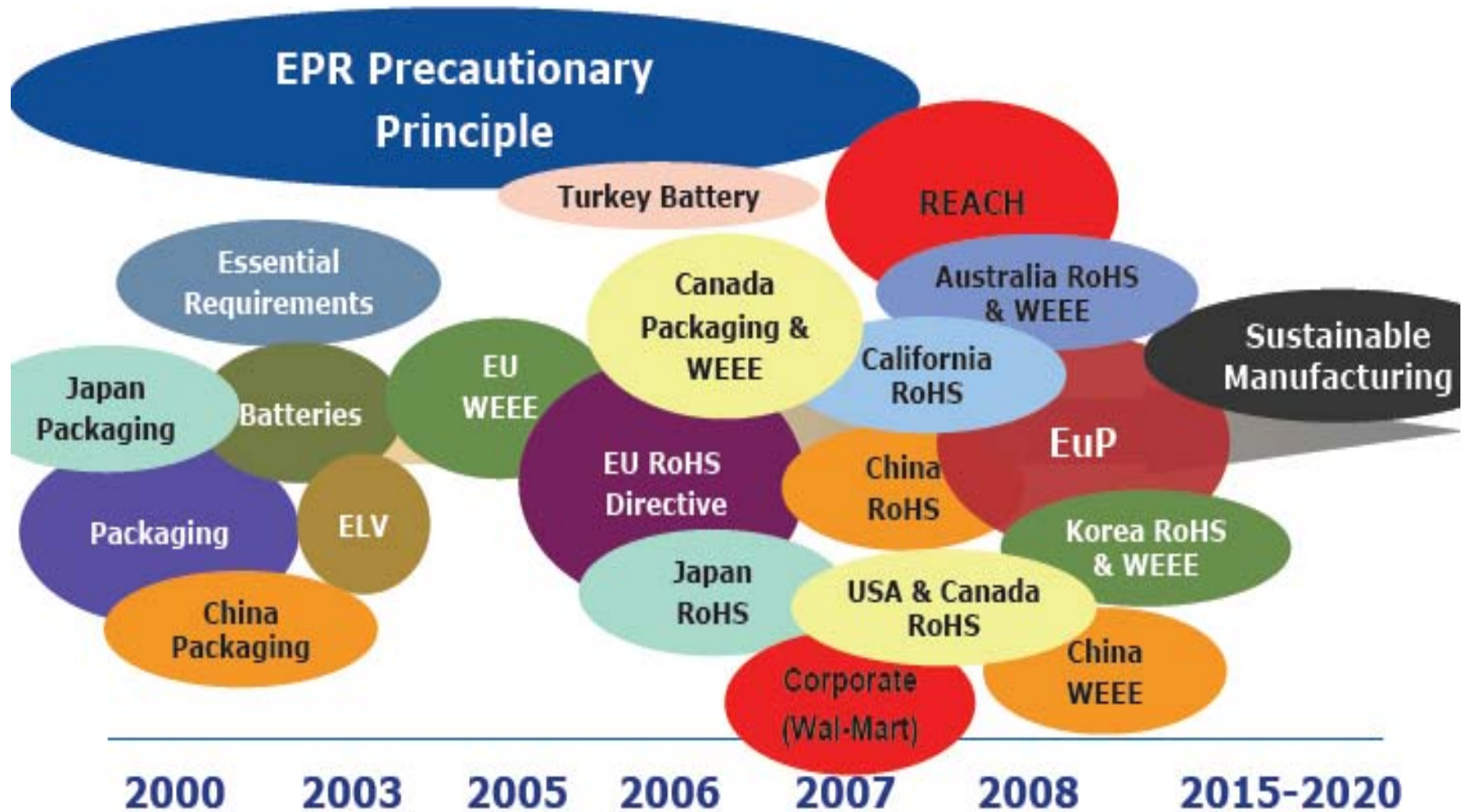
Director, Environmental Stewardship Office
APC by Schneider Electric

Enabling our customers to power, cool, and protect their critical systems in the most simple, reliable, and environmentally friendly way.

Environmental Stewardship Office

- Maintain product compliance
- Establish capable business processes that support achieving environmental requirements.
- Improve company environmental performance

The Emerging (or emerged) Product-focused Regulations and Directives



The Challenge

- **Product-focused** environmental requirements affect APC products and failure to conform would greatly impact the business.
 - Over 2,000 products **at risk** representing **one-third** of APC revenue.
 - Adoption of product focused regulations by other nations and customers affected more than 60% of the APC portfolio. All new products must be designed to conform.
- The emergence of **Product-focused** environmental requirements forced APC to adapt.
 - **Establish capable business processes that support achieving environmental requirements**



The Response

- New Business Processes in Product Design
 - Environmental Design Specifications
 - Collection of Material Content Data from Suppliers.
 - Evaluation of Product Performance against product-focused environmental requirements.
- New Business Process in Product Manufacture
 - New SCAR Category - Noncompliance with Material Substance recognized as major quality defect.
 - Capability to analyze for Material Compliance.
- Customer Communications
 - Environmental Compliance Declarations

Questions.....



Environmental Stewardship Office

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