



HM19 | DIGITAL TRANSFORMATION THROUGH CO-CREATION AND CO-INNOVATION

VIDEO TRANSCRIPT

Jean Cabanes:

Hello, I'm with Schneider Electric with Cyril Perducat, EVP. Schneider Electric is a leading energy management and automation company and they've put on the market Schneider Electric Exchange, which is an open community digital platform. Could you tell me more about it?

Cyril Perducat:

Good morning, Jean. So, Schneider Electric Exchange is an open community, we wanted to bring together a community of solvers, people from very different horizons from the traditional landscape of Schneider Electric partners like system integrators, plant managers, facility managers, consultant engineers, but also new type of partners, data scientist, technical companies, start-ups. This community of solvers we want to empower with certain means and tools to co-create and co-innovate on digital solutions. We empower them because we at Schneider Electric Exchange are able to provide them with a community space so that they can collaborate on the different solutions. We provide tools and capabilities, APIs, SDKs, software and other capabilities and we also provide the digital marketplace so that they can market, train and scale their business on Schneider Electric Exchange.

Jean Cabanes:

Thank you, Cyril. So, you say it's a community and it's bringing great things to companies. Do you see other things it could bring to companies in terms of openness, collaboration, or other

examples you can share?

Cyril Perducat:

Yes, we want this to be really helpful for the different partner companies on Exchange to really create, collaborate and scale their

business. We wanted with Schneider Electric Exchange to shift the conversation of innovation from a technology-centric conversation to a real center on people, because innovation comes from people and by having a cross exchange tailored experience and really going through all across the life cycle of innovation, from sharing an idea to realizing this idea, to marketing this idea we want to create value not just for Schneider Electric but we want to create value for the whole ecosystem as we believe having a strong vibrant ecosystem benefit all of us in this ecosystem in terms of business value.

Jean Cabanes:

Okay great, I understood that Accenture is working with you and Schneider Electric Exchange. Could you tell us a bit more about how we are contributing?

Cyril Perducat:

Exactly, Jean. Accenture has been a great partner over the years. We have built our Digital Services Factory with Accenture and this Digital Services Factory is about supporting the different businesses of Schneider Electric to create new innovative digital solutions, digital services and software. And on the journey to Exchange, Accenture is more than that, no



c Accenture is an ecosystem partner, is one of the companies on Exchange providing tools, solutions on engaging with the ecosystem and Accenture has been as well a development partner of Schneider Electric Exchange.

Jean Cabanes:

You gave us a great appetite for Exchange and I'm sure people would like to know more about it. What should they do to get more information?

Cyril Perducat:

We are in Hannover Messe this week so you can find out more about Schneider Electric Exchange at our booth and you will see Schneider Electric Exchange next to all eco-structure solutions, so your relation between Exchange and eco-structure is to really amplify the story of eco-structure with new tools, new innovations on Exchange and you can join us online at [Exchange.se.com](https://exchange.se.com). Feel free to register, engage with the other participants of the platforms and give us feedback. We'd be thrilled to have your feedback and develop the platform based on that. Thank you.

Thank you, Cyril.

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