



Training & Certification Program

Use energy management
to expand your business horizons



Make the most of your energySM

Schneider
Electric[™]

Creating sales opportunities through **energy efficiency** and **renewable energy** solutions



Developed to help electrical contractors grow their business and increase revenue. The Schneider Electric EcoXpert™ certification program helps you to **advise, sell and install** a broad range of pre-engineered energy solutions across commercial, industrial and high-end residential applications.

Program benefits:

- > **Accreditation** – certification in application paths provides specialized knowledge and skills to improve your professional recognition and marketability
- > **Pre-engineered solutions** – ability to sell a full range of energy efficient and renewable energy solutions that provide customers safe, reliable, efficient and greener operations
- > **Training** – ongoing technical, installation and best practices curriculum to increase selling and servicing competencies via online or instructor-led courses
- > **Communication strategies** – learn effective communication techniques to improve sales effectiveness for each training path, including: how to sell, who to speak to, key question to ask, and much more
- > **Marketing collateral** – free access to customizable marketing materials that enhance your ability to market your business and improve customer relations
- > **Technical expertise** – tools to help facilitate site assessments and ROI estimates
- > **Online resources** – a dedicated Web site with a full range of tools, resources, FAQs and more
- > **Extended warranty*** – exclusive ability to offer extended warranties to customers from 12 to 24 months after installation

*Extended warranty is only offered on select Schneider Electric solutions and products.

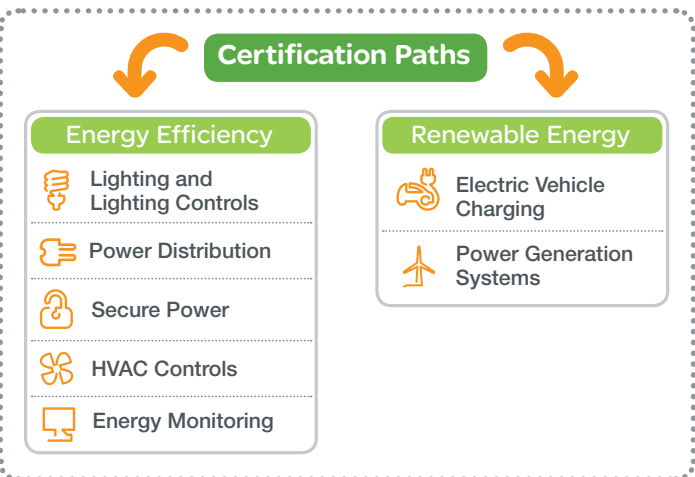
Energy Efficiency and



Solutions that enable and sustain energy efficiency

Schneider Electric's specialized EcoXpert™ training program demonstrates our commitment to a more sustainable future by providing contractors with the tools and expertise to meet the growing market need for energy efficiency and renewable energy solutions.

Our learning paths will help position you as an energy expert, with the ability to provide a full suite of Schneider Electric energy management solutions to your customers.



Renewable Solutions f

EcoXpert™ Certifications

Energy Efficiency



Lighting and Lighting Controls

Lighting is one of the largest culprits of energy waste in commercial buildings. Through this training path, you will gain the expertise to help customers use efficient lighting and lighting controls to help reduce energy consumption and demand while providing years of sustainable savings.



Power Distribution

Some technologies designed to lower energy costs can actually cause unexpected power quality issues or give rise to unwanted harmonics that can have negative impacts on customer operations. In this path, you will learn the issues involved and how to apply Schneider Electric power factor correction and harmonic filtering solutions to enhance returns on system operations and ensure energy efficiency improvements.



Secure Power

Mission critical businesses can't always trust the power grid to supply energy, and need to achieve a proper balance between reliability, efficiency and safety. This training path outlines how Schneider Electric solutions can guarantee a reliable supply of power for critical power applications.



HVAC Controls

Many variables inside and outside of a building can influence HVAC system operation. You will learn how incorporating Schneider Electric electronic motor control solutions such as AC drives and soft starts can increase occupant comfort, lower energy consumption, and cut overall operating costs.



Energy Monitoring

Volatile energy prices and stringent emissions standards have made it more challenging for businesses to control operational costs. Learn how to implement Schneider Electric energy and power management systems to help reduce energy-related costs, optimize equipment utilization, and increase equipment/process reliability for customers.

from a Trusted Leader

Renewable Energy



Electric Vehicle Charging

Electric vehicles (EV) are becoming a future force in transportation, with as many as one million charging stations projected to be needed by 2015.* Get into the fast lane with Schneider Electric to become a certified EV charging station installer to support the growing demand for electric vehicle infrastructure with a solution that is quick to install, easy to use, and provides your customers a greener, more economical mode of transportation.

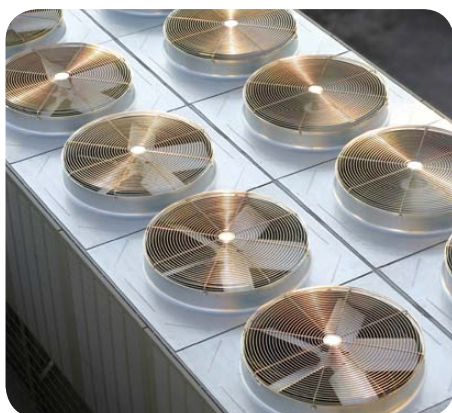


Power Generation Systems

With the world's increasing demand for energy, alternative power sources provide a viable source for future revenue. Schneider Electric is a leader in delivering renewable energy solutions across multiple market segments and you will learn how to tap into our resources and solutions to support power generation needs from photovoltaic, wind, and other alternative energy sources.



30%
energy savings
is feasible now
with today's
technologies



* Pike Research Study



EcoXpertTM

Expand your energy management business by taking advantage of the **EcoXpert Contractor Program** to diversify your offering through pre-engineered and proven solutions from Schneider Electric.

For more information, contact Schneider Electric by phone at **1-888-778-2733** or visit **www.schneider-electric.us**.



Get started!

Visit **www.SEreply.com**
and enter keycode **b767v**

Schneider Electric USA, Inc.

1415 S. Roselle Road
Palatine, IL 60067
Tel: 847-397-2600
Fax: 847-925-7500

www.schneider-electric.us