

SCHNEIDER ELECTRIC NIGERIA

Merlin Gerin
Square D
Telemecanique



Local capabilities

Schneider
 **Electric**



Summary :

- **Presentation of SE Nigeria (organization, strategy in the country (SEN)**
- **MV and LV market (SEN)**
- **Industrial capabilities in Nigeria (SEN)**
- **Consequence for SE Nigeria on local investment (SEN)**
- **Local contents : description of the rules, our choice of equipments (O&G + E&S)**
- **Olokola : SE best organization to respond to Olokola (O&G)**
- **discussion**



SCHNEIDER ELECTRIC NIGERIA

Our evolution



- Long standing market presence through agents and distributors since 1978 (Telemecanique and Merlin Gerin)
- Schneider Electric Nigeria Limited (SENL) established end of 2002 as a liaison office.
- SENL became a full fledge subsidiary of Schneider Electric France in Jan. 2005





Our Major Markets :

■ Oil & Gas :

- Shell , Chevron Texaco , ExxonMobil , Total ,
- NLNG , EPCs (local and foreign)
- NNPC

■ Power and Energy :

- PHCN (NPPMP and NIPP projects)

■ Building :

- Hotels , office buildings , real estates , hospitals , universities

■ Industry :

- GSAs (Unilever , Nestle , GSK , Procter & gamble , Lafarge , ..)

■ Infrastructures :

- Telecom : GSM operators , ISPs , fixed wireless , fixed wired
- Airports
- water (36 water boards)





Our focus : to leverage on local content to become market leaders



To achieve this strategic goal we develop skills and competencies in Nigeria through :



- Local training : internal , partners , customers , universities
- Tendering
- Global accounts management
- Contract services
- Technical support, sales, after-sales service of LV and MV products and equipments
- Local assembly (today LV switchboards upto 3200 A)





An Experienced Management team

Marcel HOCHET
Managing Director



Management Committee

Support Functions

Sola YUSUF
Human Resources &
Administration



Luc FERRIERE
Finance & IT



Anne EZEH
Communication
(Internal/Corporate)



Babou BAKO
Project Engineering
Center



Denis KOUAKOU
Marketing &
Communication



Bakary KOBENA
Customer Care centre



Business Units

Wale AKINFISOYE
Oil & Gas



Yomi AKINDELE
Distribution



Samson ALAMU
Building & Industry



Ayo LABADE
Infrastructure



Olu ODUNJO
Power





Our local technical support to customers include:

■ Customer Care centre:

- Technical & Commercial service
- Product enquiries & orders
- Customer Information & Complaints management



■ Project Engineering Centre :

- Expert team of Engineers/Technicians
- Project Management
- MV & LV equipment supplies
- MV & LV network engineering and studies
- Site Installation supervision, Equipment testing & commissioning, Protections calibration)
- After Sales service (Audit, Retrofit of component, Re-vamping of electrical installation





Our Partners Network :



■ Authorized Distributors

- 3 Lagos
- 1 Abuja
- 1 Port Harcourt
- 8 approved dealers nationwide



■ Partner Panel-builders

- 13 Lagos
- 1 Abuja
- 1 Port Harcourt



■ Contractors

- Specific Partnership with major contracting companies
(Basscomm ,Rockson Engineering , Lambert Somec, News Engineering,...)

■ Consultants



Few of our references include :

- **Chevron Lagos** : regular projects for HQ and housing
- **Total Port Harcourt and Lagos** : all MV / LV equipments for office building , base camp extension , school , ...
- **Total E & P** : maintenance jobs offshore
- **Eleme refinery Port Harcourt** : retrofit of MV equipments
- **NNPC** : maintenance and after sales services on LV / MV equipments at Warry and Port Harcourt refineries .
- **GSK Agbara**
- **MTN (1000 sites in Nigeria)**
- **Procter & Gamble**
- **Lafarge**
- **Unilever**
- **Nestle foods and Nestle waters**



3200 A LV panels delivered to GSK in August 2007



Further developments / investments of Schneider Electric Nigeria :

- Complete our registration process with all authorities (NNPC , DPR , NAPIMS , etc...)
- Finalize our ISO 9001 certification as a 1st step (End 2007)
- Complete the investments on LV assembly
- Prepare and plan the investments on MV assembly
- Develop skills in automation / SCADA
- Strengthen our teams (recruitment plan for additional 30 people – mainly technicians and engineers - over a period of 6 to 9 month)



Schneider equipments involved in projects

- Base camp (compact MV/LV substation)
- Transformers
- MV switchgears (GIS and MCset)
- LV switchgears (Okken)
- LV distribution boards
- UPS
- EMCS electrical management control system
- Busways

Assembling
and Wiring of
LV part

Local
partnership

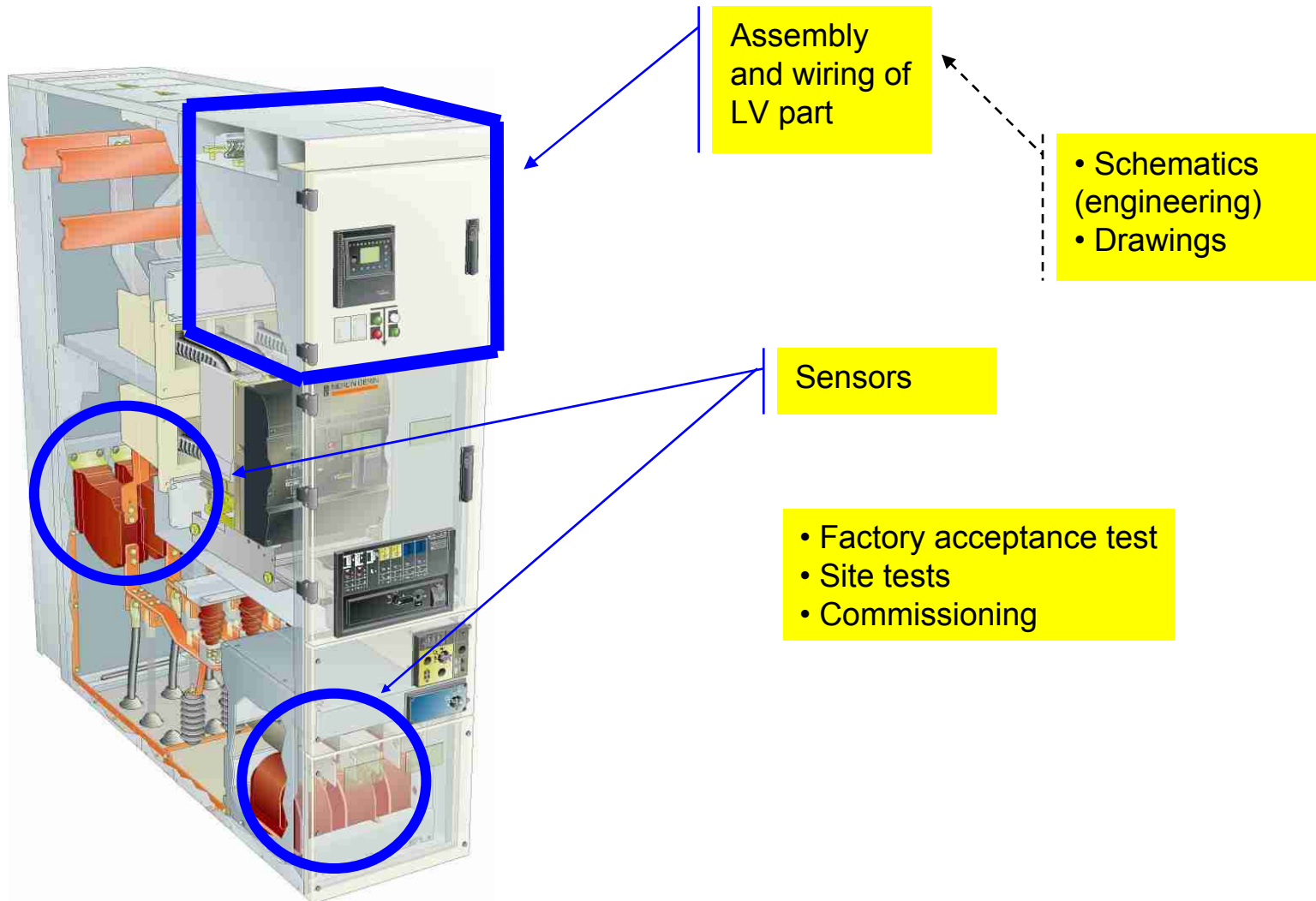


Local contents policy technical target 20%

- Imported (Sourced directly from foreign company) 0%
 - Imported (Sourced through a local company) 5%
 - **Assembly done in Nigeria** **20%**
 - Locally manufactured with < 40% local components 40%
 - Locally manufactured with > 60% local components 100%
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- Most effective ratio between
 - Cost
 - Local skills
 - Quality and risks



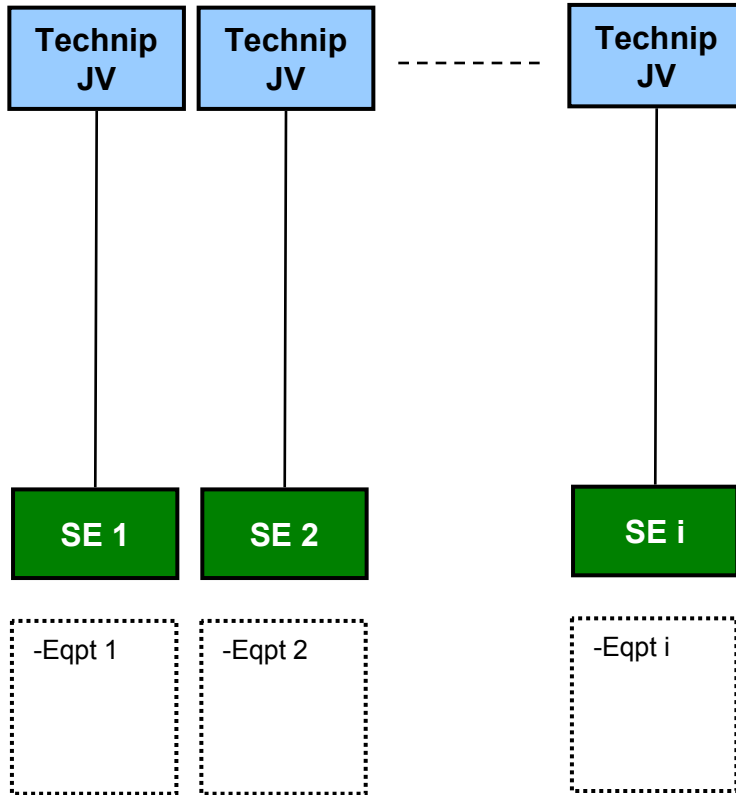
MCset parts



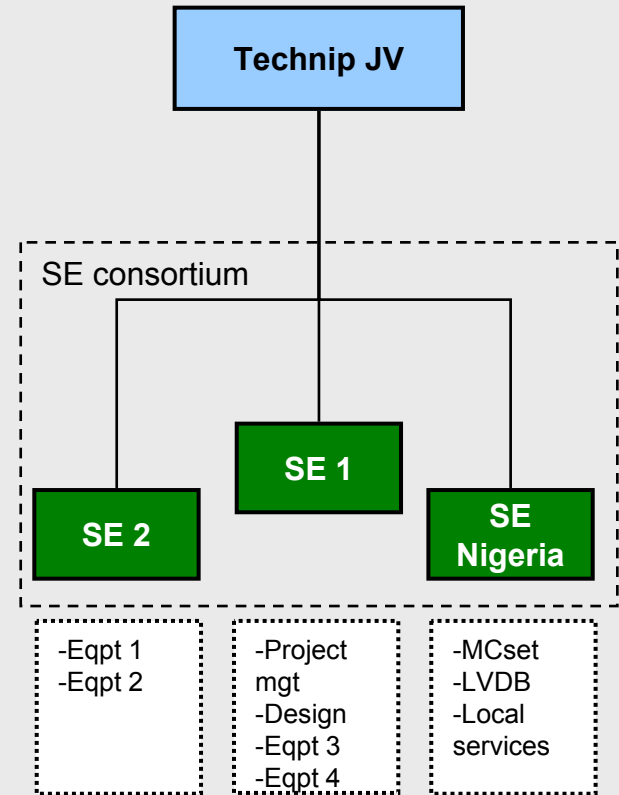


The best answer from Schneider to Technip

split contracts



Global contract





Winning values

■ Technip

- Unique entry point
- Best combination of supplying entities according to the needs
- High level project management
 - ▶ risk reduction
- Optimization of local contents vs risks
- Interface between equipment
- Cost and leadtime reduction

■ Schneider Electric

- More business
- One approach and better knowledge to Technip
- Optimization of each entity's scope
- Improvement of small entities
 - ▶ learning curve



The future
is electric.