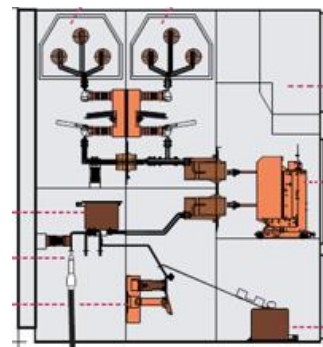


Schneider Electric
Power Systems / Medium Voltage Offer

To : Italy, Germany, Kameroon, UK, France, Finland,
Austria, Netherlands, Norway, South Africa,
Latin America, Lybia, Tunesia. Australia,
Newzealand, Algeria, ROW.

N/A : North America / China.

date : 12th March 2020
v.réf : PIX 2B
n.réf :
tel : +91 (80) 4554 0000
fax :
e-mail : Amar.wategaonkar@se.com
Josef.Eberl@se.com



Internal Communication:

Withdrawal notice of PIX Double Bus Bar (PIX 2B) offer from all markets
Except Belgium frame contract where we have signed contract.

The Power System Business Unit launched projects to streamline the MV product offers.

In the frame of this project, please be informed that it has been decided to withdraw the PIX 2B offer, launched in **2014**

12 – 17.5kV, up to 3150A, 50/60Hz, 31.5kA 3s

Variants	Rated Current	Width	Phase Distance
Feeder	800A / 1250A	600mm	165mm
Incomer with disconnector	1250A	600mm	165mm
Incomer with disconnector	2500A	1000mm	250mm
Direct incomer	2500A / 3150A	1000mm	250mm
Bus coupler	2500A / 3150A	1000mm	250mm
Busbar VT and earthing		800mm	210mm
Bus connection	3150A	1000mm	250mm

There will be **NO substitution** for this range.

Note: For Belgium utility Frame contract – Schneider will continue to support until end of Frame contract – Nov'2023. Hence Belgium utility is out of scope of this PWP.

We plan:

- The **customer announcement** by mid of April **2020**.
- No Orders will be accepted starting post internal communication (Mar'2020).

We kindly ask you to analyze your **ongoing opportunities** and inform us in case you have

- Quotations still valid / alive after the last order date
- or coming orders not possible to be booked for analysis purpose.
- Frame contracts still valid – e.g. Belgium utility where there is commitment from =S=

To manage this withdrawal process properly and to coordinate all necessary actions an operational PWP (Product Withdrawal Process) team involving MVO (Medium Voltage Offer) Activity and Energy Field Services organisation has been set up.

This team is in charge to define and/or to confirm:

- the **evaluation of Services business**
- the **spare part offer** that will be maintained for a minimum of 10 years to support the Installed Base of PIX 2B.
- the **Services Ecofit Centre** that will support Front Offices and Field Services engineers.
- the **customer communication** (we will come back to you with the appropriate communication content for external customers).

This project/process is splitted into 2 steps

- Stop of commercialisation to all countries apart from Belgium
- Full PWP after the end of the Belgium frame contract in 2023

One of the key success factors of this withdrawal is the support and the involvement of the Front Offices in the process.

Thus, we kindly ask for your help to **nominate a local contact person** in your country/region who the PWP team can work with and who will lead related activities, including preparation of customer communication.

We would appreciate your reply within **31st of Mar 2020**, please revert back to offer simplification manager (amar.wategaonkar@se.com) or Global Product Manager (josef.eberl@se.com).

Be assure of the full support of MVO Activity in this PWP, do not hesitate to revert to your day to day contact (Business Development) or to request support / information.

We will keep you aware of this Product Withdrawal Project progress in the coming weeks.

Yours Faithfully,

Amar WATEGAONKAR
MVO - Offer Simplification Manager



Josef EBERL
Global Product Manager
(Medium Voltage Equipment's)

