

# SOCOMECE Group

## Your energy, our expertise

2014 general presentation for AFTSH Event



# The benefit of a specialist



“

An **independent** manufacturer providing **expert** solutions for the **power performance** of **LV** electrical networks

”



# 4 performance levers

## The vision of a **specialist**

- Solutions focused on customer applications
- Listening to customers' requirements
- Experienced personnel

## The spirit of **innovation**

- Cutting-edge technologies
- Patents policy
- Regular launch of new solutions
- Products and solutions

## The focus on **service**

- Project consulting in design phases
- CIM worldwide organization
- Audits & consulting

## The know-how of a **manufacturer**

- A commitment to quality
- LEAN manufacturing
- The largest UPS manufacturing plant in Europe

# SOCOMEK Group

## Key figures

**92**  
years

**3,100**  
employees

**9**  
production sites

**21**  
subsidiaries

**437**  
M€ turnover

**30,000**  
customers

**18,000**  
product references



# 4 fields of expertise



## Critical Power

Ensuring the availability of high-quality power for critical applications



## Power Control & Safety

Managing power and protecting individuals and property



## Solar Power

Guaranteeing the safety and durability of photovoltaic (PV) facilities



## Energy Efficiency

Improving building and facility energy efficiency



# SOCOMEC Group Critical Power



Uninterruptible power supplies (UPS)

Static transfer systems (STS)

Rectifiers



Energy storage systems



# Critical Power Mission



“

Ensuring the **availability**  
of **high-quality** power  
for **critical applications**

”



© datalock



# Power Control & Safety



Enclosures and systems

Load-break switches

Fuse combination switches  
Fuse disconnects

Changeover switches

Surge protective devices  
Earth leakage relays  
Insulation monitoring





# Power Control & Safety Mission



“

**Managing** power  
and **protecting** individuals  
and property

”



# SOCOMEK Group

## Energy Efficiency



Energy management softwares



Power Factor correction systems



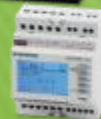
Measuring devices



Network analysers



Energy meters



Multifunction meters



# SOCOMEC Group Solar Power



Solar inverters



Supervision

Switching and isolating  
Protection against overcurrents  
and excess voltage  
Prevention of DC insulation  
degradation



# Services

## Mission

“ Our expertise is dedicated to **optimizing** the performance of your low voltage equipment during its **life cycle** ”



# Key figures

**3,500** hours of technical training deployed per year (product, methodology and safety)



## Technical hotline network

- **+20 local languages** spoken in Socomec technical hotlines
- **3** advanced technical support centers
- **+90,000 incoming calls** handled per year



## On-site service management

- **55,000** service operations per year (mainly preventive visits)
- **99.3%** Service Level Agreement compliance rate
- **94%** First-Time Fix Rate on corrective intervention



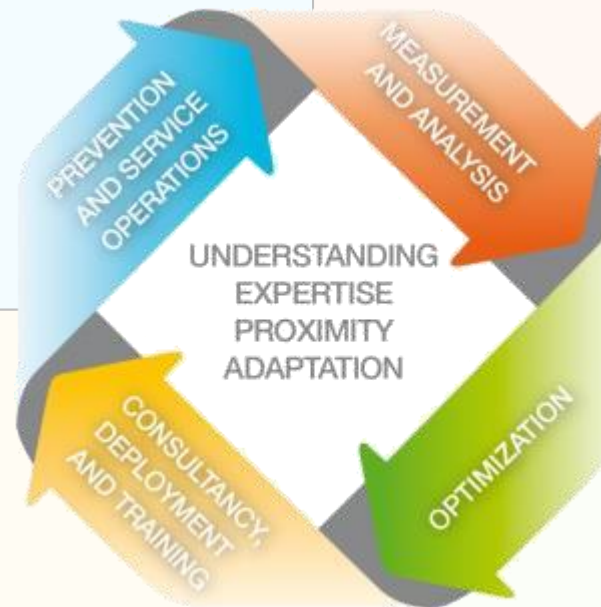
## Life cycle of services

### Prevention and service operations

- Maintenance packages
- Preventive maintenance
- LINK-UPS remote monitoring
- Replacement of consumable parts
- 24/7 on-call emergency - response time guaranteed
- PRISM Availability services for data centers
- Multi-brand support

### Measurement and analysis

- Power Quality Audit
- Thermal imaging
- Insulation control
- Reactive power compensation
- Energy efficiency assessment



- Project consultancy
- Commissioning & on-site test
- Training
- UPS rent
- Commissioning energy efficiency systems

- Continuous improvement approach
- Product renewal
- End-of-life management

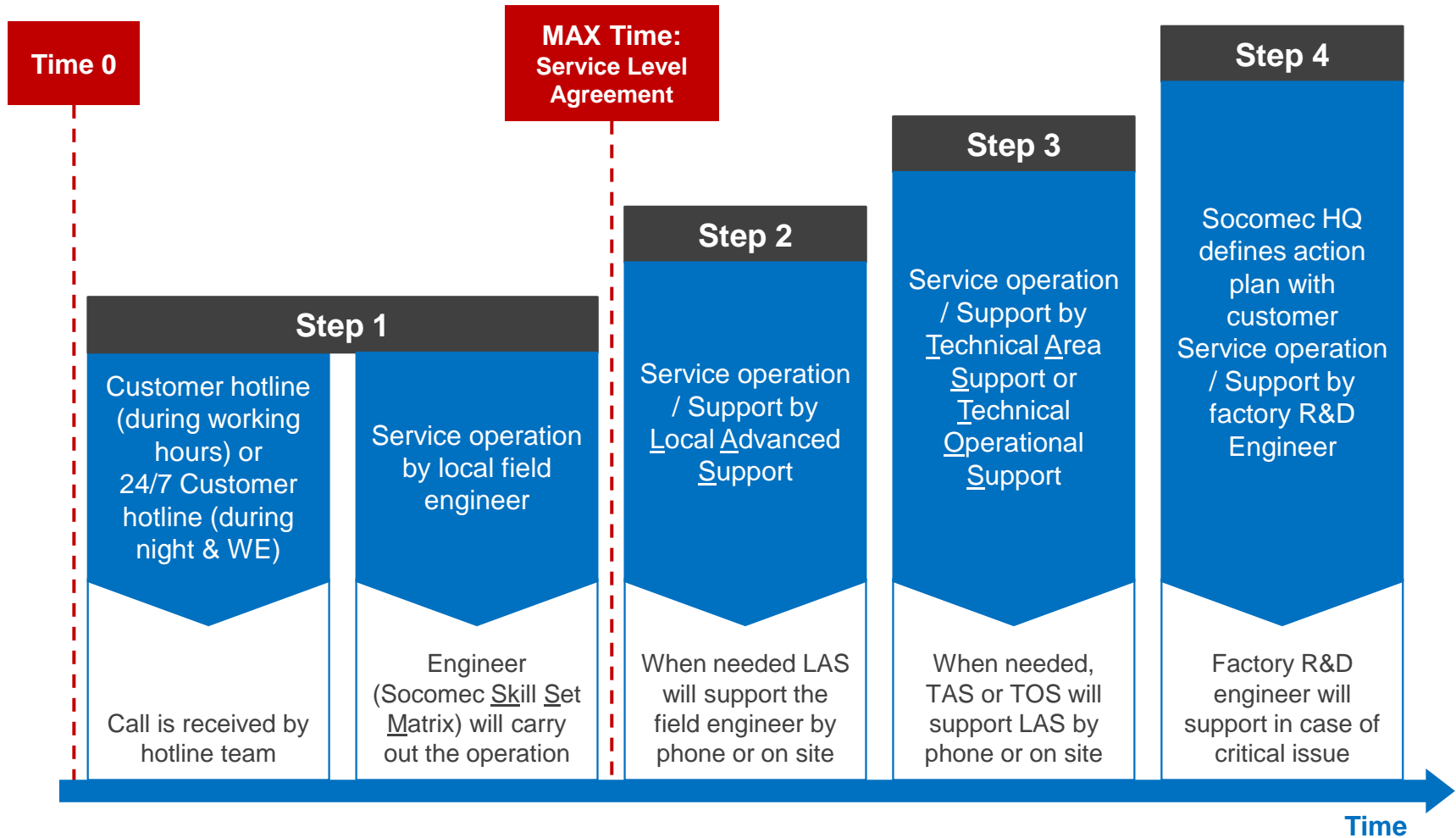
### Consultancy, deployment and training

### Optimization





# Escalation process: High Priority Service



# SOCOMECC Group

## Targeted markets





# SOCOMEK Group

## Targeted markets



Green Power 2.0  
UPS



ATYS automatic and  
remote-controlled  
changeover switches



DIRIS A  
multifunction meter (PMD)

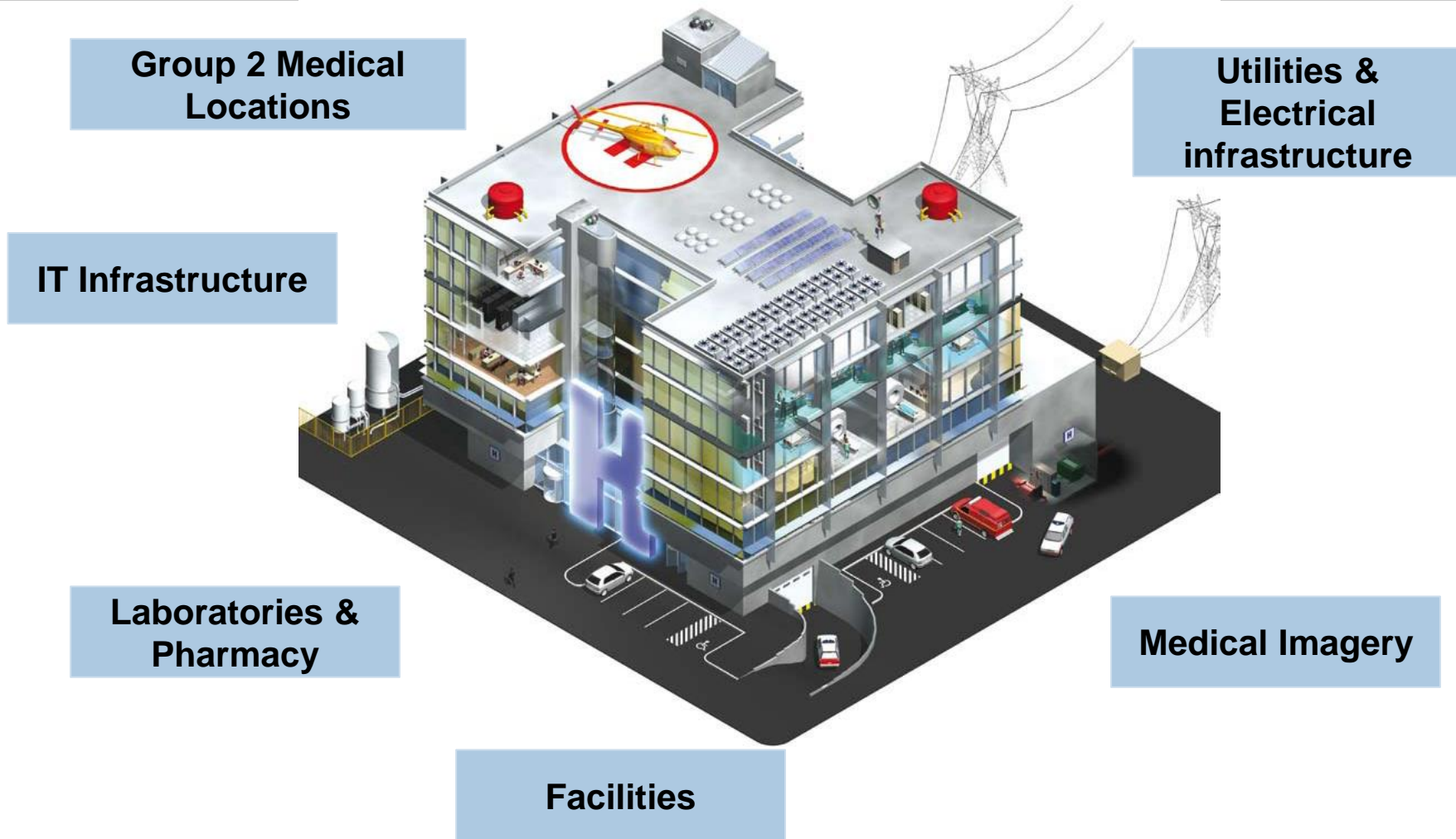


**MEDICAL  
FACILITIES**

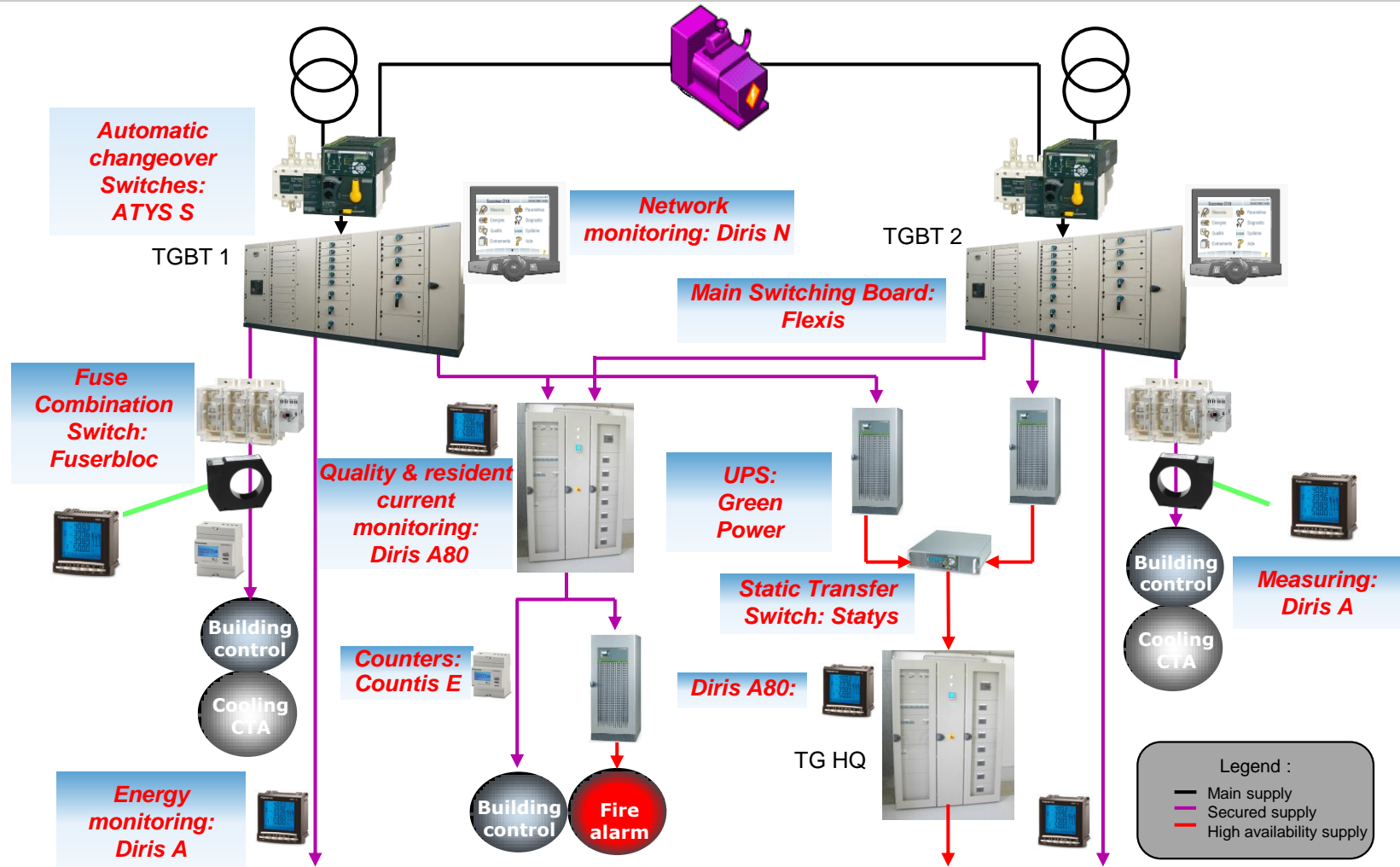
**Assuring patient safety  
and the energy  
performance of  
your hospital**

End users applications

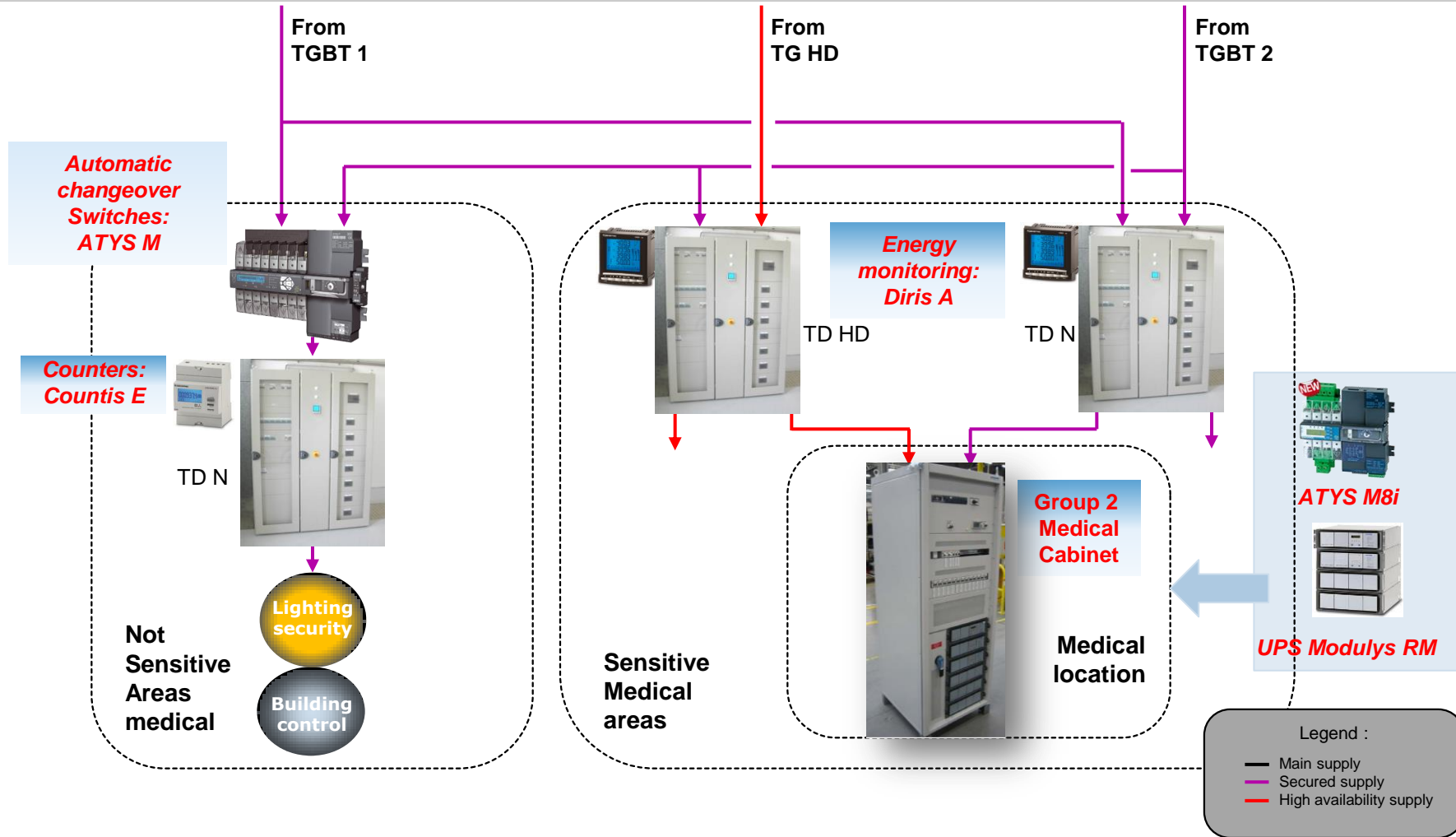
# Medical facilities critical applications



# Solutions: main architecture

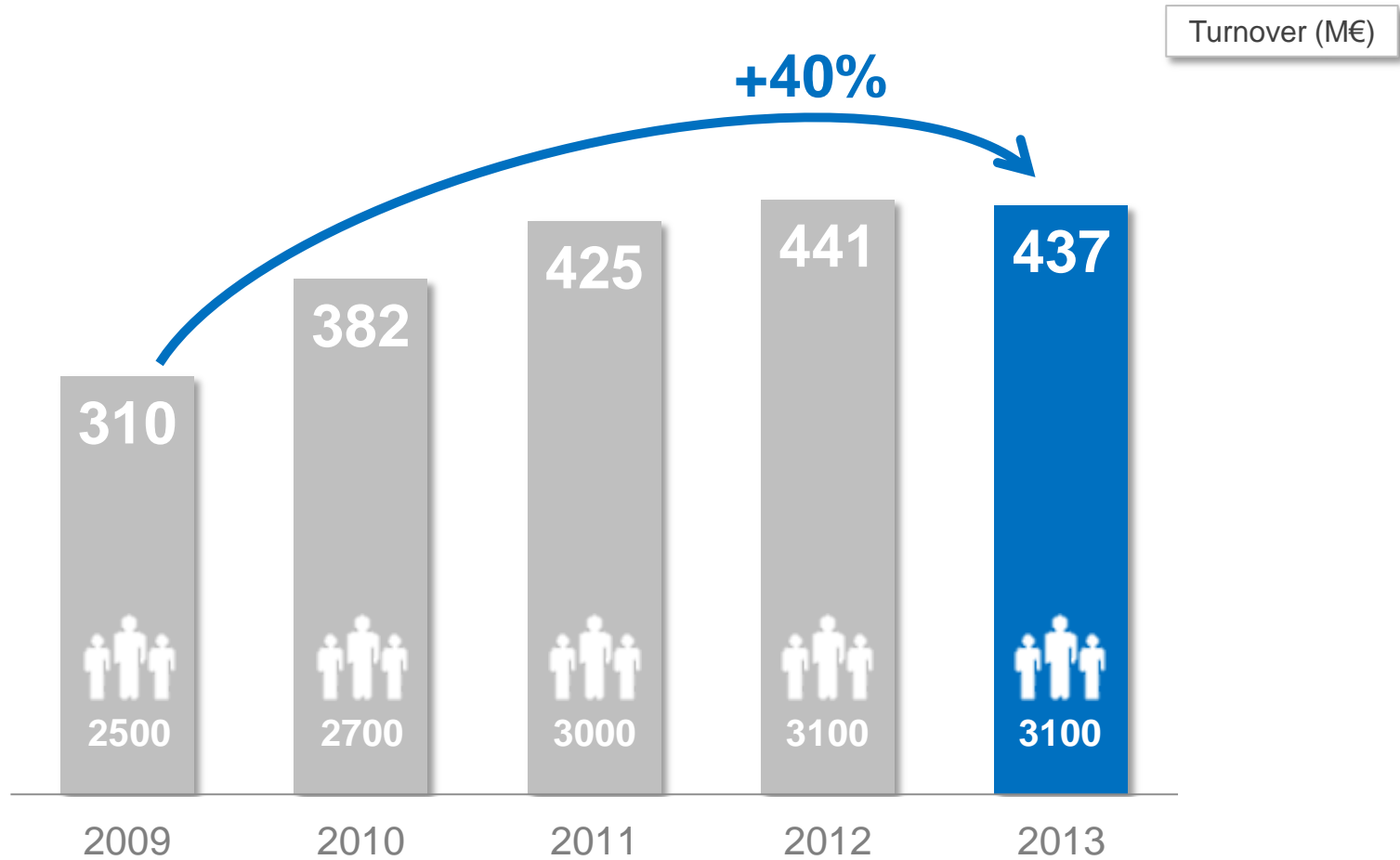


# Solutions: secondary architecture



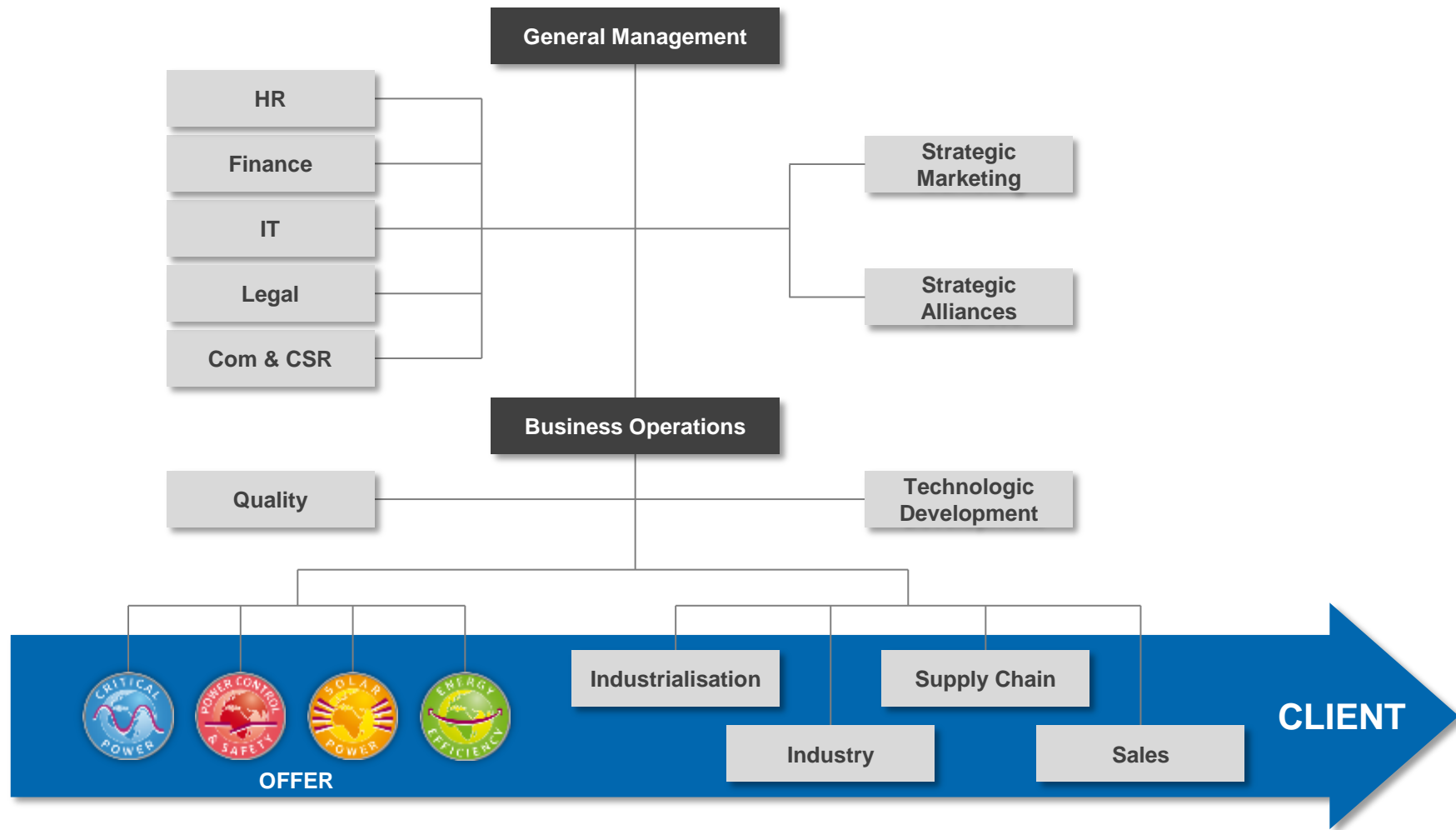
# SOCOMEK Group

## A steady growth

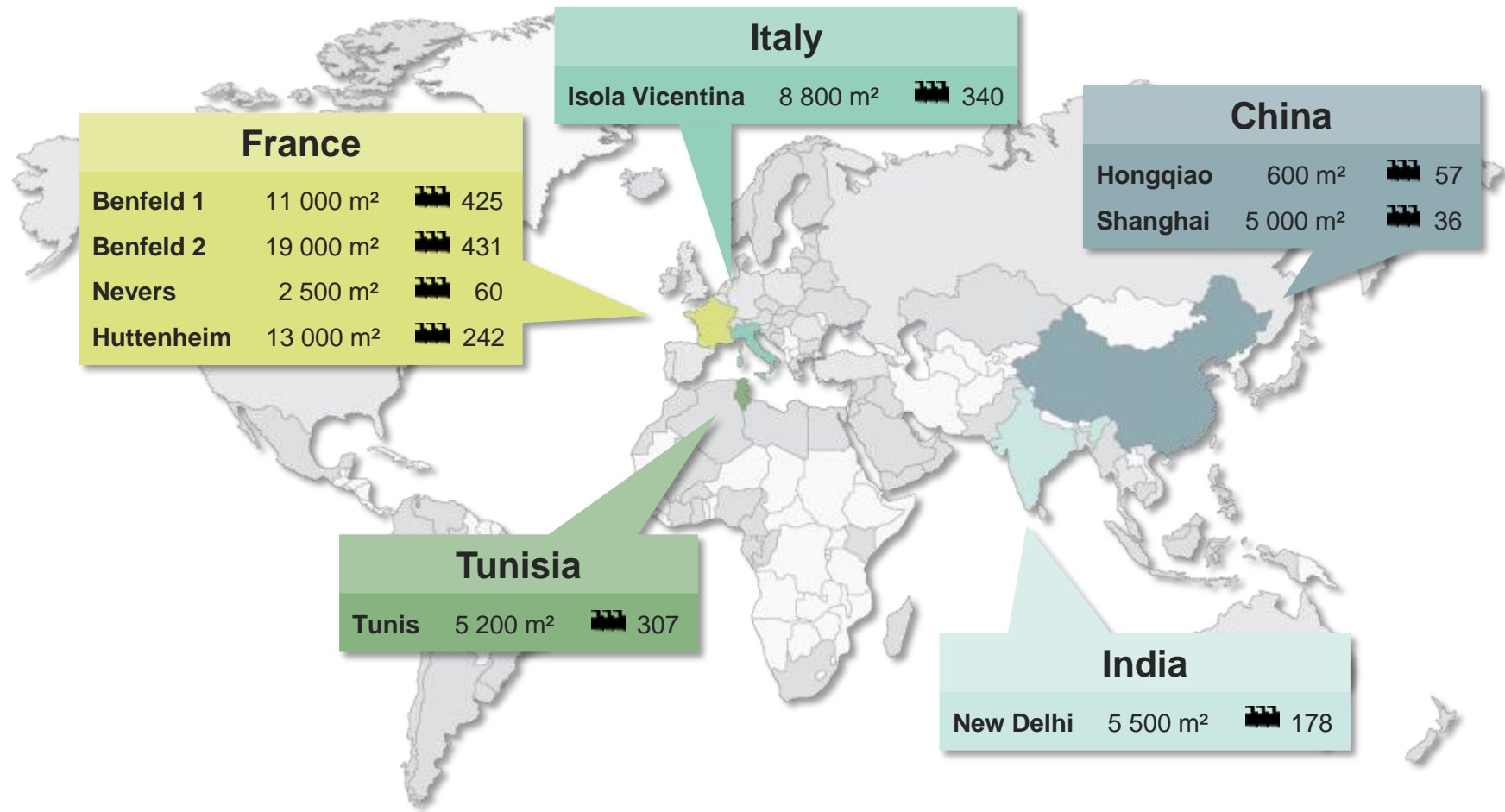


# SOCOMECC Group

## An adapted organization



# An international production



# The sales network - Europe

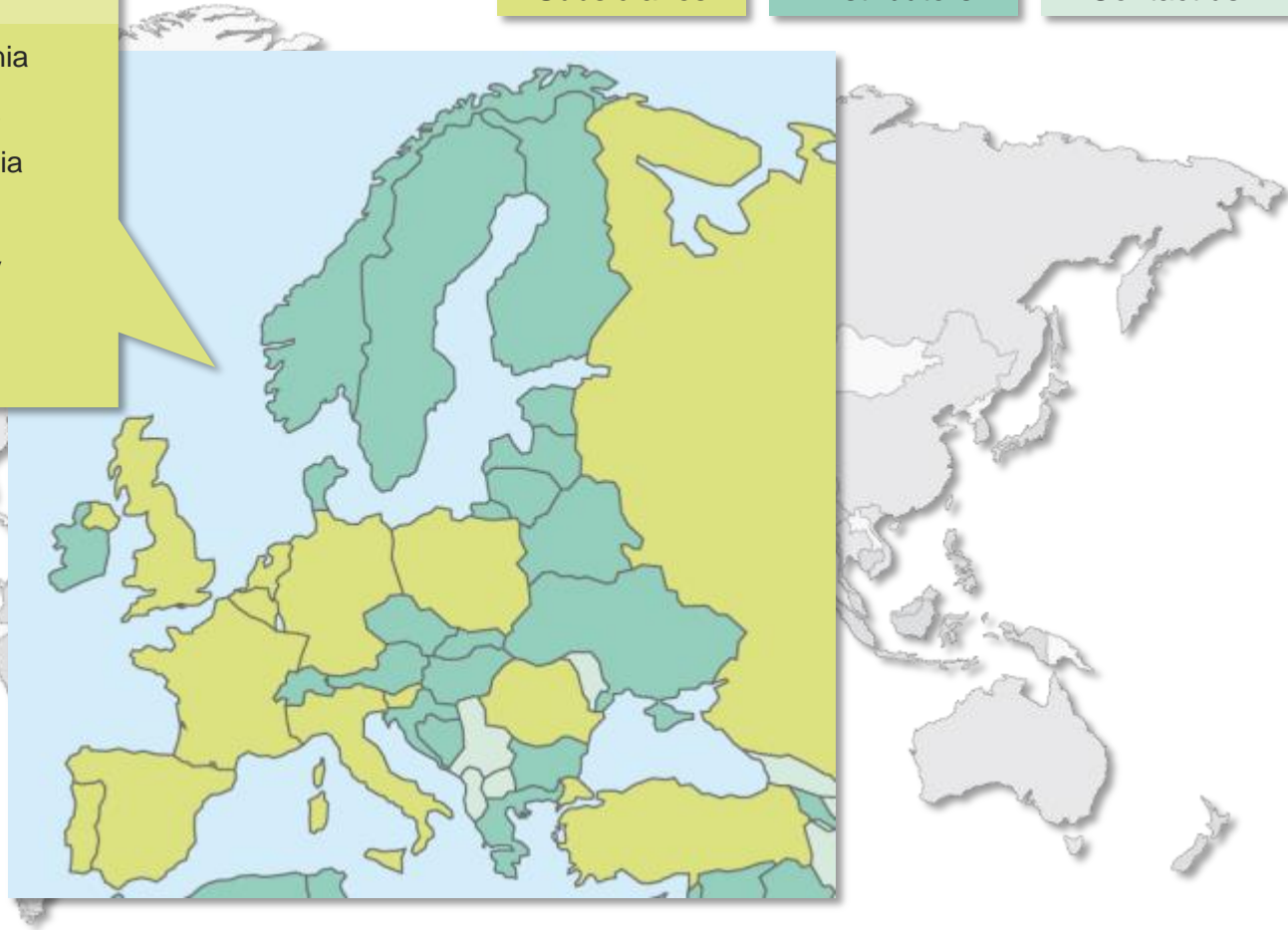
## Europe

- Belgium
- France (HQ)
- Germany
- Italy
- Netherlands
- Poland
- Portugal
- Romania
- Russia
- Slovenia
- Spain
- Turkey
- UK

Subsidiaries

Distributors

Contact us





# SOCOMEK Group

## Integrated test facilities



### 3 test platforms

with the latest high-performance equipment (Benfeld, Huttenheim and Isola Vicentina)

### 3500 m<sup>2</sup> surface area

exclusively reserved for test operations

### 50 test specialists

providing reliability and conformity of products and solutions

### A vast range of tests

performed in complete independence

### Numerous certifications

that meet both national and international standards

### Customised test services

available for our customers and partners

# SOCOMECC Group

## The Pierre Siat test lab



### High-performance test equipment

- France's 2nd largest power testing lab
- One 100 kA 1s rms short circuit platform
- Three 10 kA overload and withstand platforms

### Recognized expertise

- Accredited by COFRAC
- Member of ASEFA and LOVAG
- International certification bodies partner: KEMA, GOST, UL, CSA, etc.

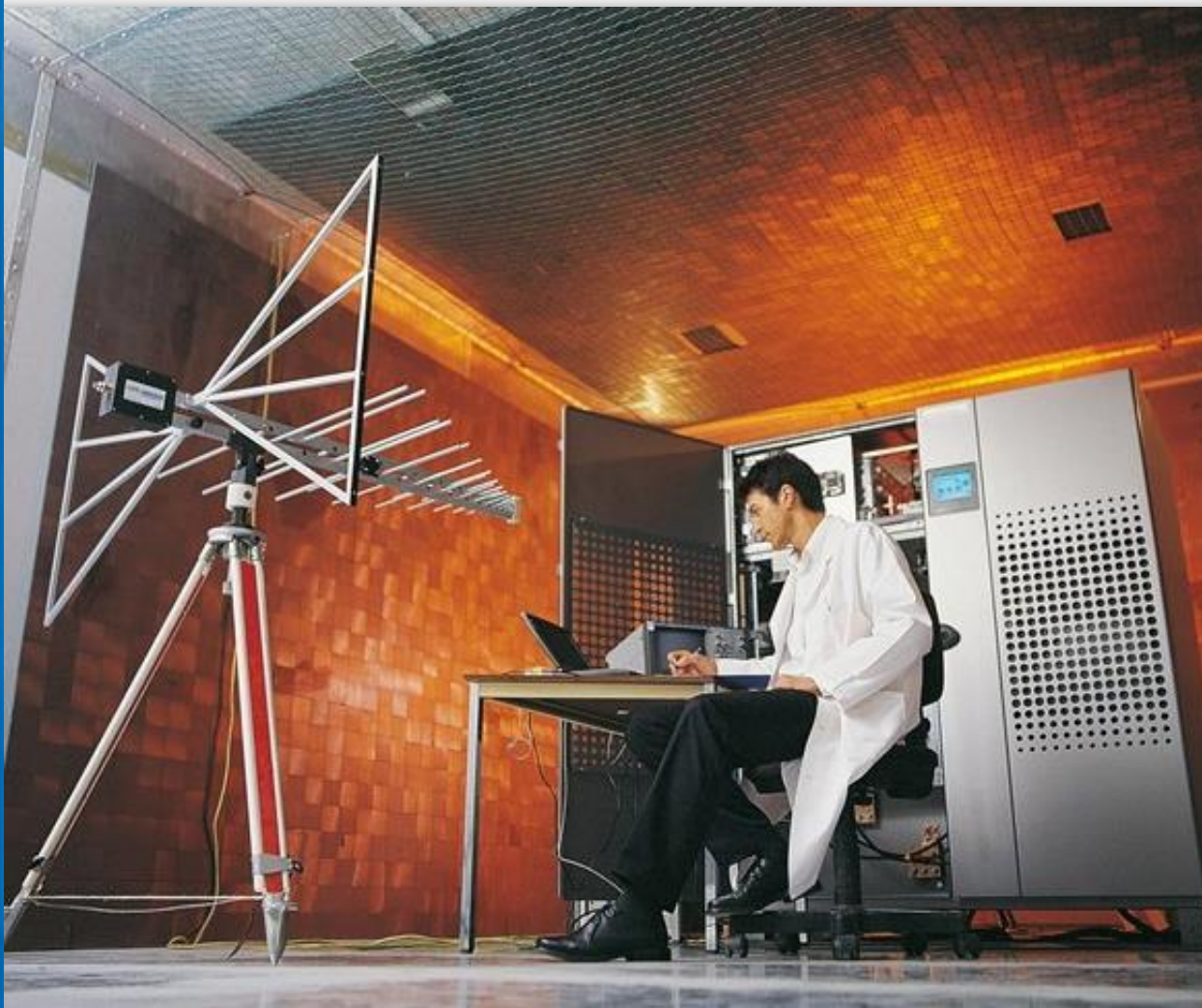


### A variety of tests

- Temperature rise, environmental, dielectric, DC, mechanical, insulation, etc.
- For international standards such as IEC 61439, IEC 60947-3, IEC 60947-6-1, etc.

# SOCOMECC Group

## UPS test platforms



### A complete test system

- Routine tests carried out on each product and solution
- Customised pre-sales demonstrations and qualification testing
- Customer witness tests

### High level testing capacities

- 4 MVA power station
- System tests of up to 8 x 500 kVA
- Thermal and acoustic test area
- EMC testing area (Faraday cage)

### High activity

- Over 300 days/year of tests carried out with customers present

# SOCOMEK Group

## History



**1922**

Foundation by Joseph Siat

**1945**

1<sup>st</sup> industrial changeover switches

**1948**

Creation of the Works Council and collective productivity bonus

**1953**

Creation of a Trade Union branch

**1960**

Representative office in Paris / Pierre Siat becomes the Chairman & CEO

**1968**

1<sup>st</sup> UPS systems

**1974**

Launch of the SIRCO switch / 1<sup>st</sup> European sales subsidiary in Belgium

**1979**

Maurice Siat becomes the Chairman & CEO

**1990**

Bernard Steyert becomes the Chairman & CEO

**1992**

Launch of the DIRIS measuring unit

**1998**

Sicon (Italian low voltage UPS manufacturer) merges with the Socomec Group

**2007**

New logo

**2008**

TCT (Tores Composants Technologies) merges with the Socomec Group

**2009**

New Solar division is opened

**2010**

New Energy Efficiency division is opened / Ivan Steyert becomes the Chairman & CEO / Socomec 2020 project

**2013**

New Group organization



# History > An open and responsible company



## Since 1991

Support for NGO “Humanitarian sharing” initiatives for micro projects in sub-Saharan Africa

## 2003

Signatory to the UN’s Global Compact

## 2006-2009

Corporate sponsorship of Strasbourg cathedral

## 2009

ISO 14001 certification for production sites at Huttenheim (France) and Isola (Italy)

## 2010

Publication of the responsible commitments of the Chairman & CEO / Isola production center’s photovoltaic facilities (Italy)

## 2010-2014

Corporate sponsorship of the University of Strasbourg Foundation

## 2011

1<sup>st</sup> Green Day / Publication of the company’s health, safety and environmental policy / Publication of Code of ethics / Sustainable purchasing charter / 1<sup>st</sup> prize ‘Sole ownership and family-owned businesses’ award

## 2012

1<sup>st</sup> in-house employee satisfaction survey / 1<sup>st</sup> product environmental profiles / Business trip plan (and car pooling site) / Dangerous substances policy / 1<sup>st</sup> greenhouse gas emissions report

## 2013

Eco-design policy / Photovoltaic equipment for sites in Alsace / Implementation of CSR indicators in all departments



# History > An award winning manufacturer



**1926**

Gold Medal at the Basle trade fair

**1928**

Gold Medal at the Strasbourg trade fair

**1996**

'Champion of growth' trophy awarded by leading industry magazine L'Usine Nouvelle

**1997**

Strasbourg Chamber of Commerce & Industry (CCI) regional exporter prize-winner / Visit by Jean Arthuis, French Minister of the economy

**1998**

INPI (National Industrial Property Institute) prize-winner

**2000 & 2003**

CRAM 'Security' prize-winner

**2004**

Frost&Sullivan award for customer service

**2006**

F&S award for innovation / Visit by Hervé Novelli, Junior Minister for businesses and export trade

**2008**

Janus industrial design award

**2010**

The 3<sup>rd</sup> most attractive company in East France

**2011**

Sole owner and family-owned company 1<sup>st</sup> prize / Strasbourg CCI export trophy

**2012**

F&S 'Best technology' award Green Power range of UPS / 'Excellent Service Provider' award and 'Customer Satisfaction' brand award in China

**2013**

"Hidden champion of industry" special report by leading industry magazine L'Usine Nouvelle



# History > Technologically in advance

**1945**

1<sup>st</sup> industrial changeover switches

**1965**

Creation of a testing lab

**1968**

1<sup>st</sup> UPS systems

**1974**

Launch of the SIRCO switch

**1979**

Co-founder of ASEFA (French electrical equipment certification body)

**1992**

Launch of the DIRIS measuring unit

**1994**

1<sup>st</sup> UPS with IGBT technology

**2000**

Launch of the DELPHYS DS UPS system and ATyS changeover switch

**2008**

Launch of the Green Power UPS range

**2009**

New Solar division is opened

**2010**

New Energy Efficiency division is opened

**2012**

1<sup>st</sup> range of UPS with 96% output and with Power Factor 1

**2013**

1<sup>st</sup> energy storage systems

**2014**

Launch of the Digiware range



thank you **SO** much!