



Press Release

Schneider Electric and KROHNE Announce Partnership to Offer a Complete Automation and Instrumentation Solution

Rueil-Malmaison (France), May 16th, 2012 – Schneider Electric, a global specialist in energy management, and KROHNE, a world-leading manufacturer and supplier of solutions in industrial process instrumentation, today announced a partnership to provide customers with a complete solution including Schneider Electric's PlantStruxure™ process automation architecture and KROHNE's instrumentation offer. Schneider Electric's open system architecture and KROHNE's customized instrumentation offer allows for easy integration of the complete solution, which enables customers to achieve increased energy efficiency, productivity, and process optimization.

"We are building this partnership on the shared values of search for simplicity, drive for innovation and Voice of the Customer oriented developments. I am confident that the partnership of Schneider Electric's global expertise in energy management and process automation, coupled with KROHNE's world class expertise and engineering capabilities on both standard and customized Instrumentation solutions, will prove to be a winning combination for our customers," says Cyril Perducat CTO of Schneider Electric Industry Business.

David Orgaz, Vice President, Process Automation Systems of Schneider Electric, adds: "The integration of KROHNE's best in class instrumentation offer with Schneider Electric's PlantStruxure offer will deliver some great synergies and superior customer benefits and is very much in line with what we hear in terms of what our customers need to cope with the evolving challenges in process and energy management."

Michael Dubbick, co-CEO of the KROHNE Group, adds: "The collaboration agreement with Schneider Electric is a strategic partnership of high importance for KROHNE worldwide. We have already worked together on several major projects in the past. Based on this experience, we strongly believe that the combined engineering experience of our two global companies, together with the Schneider Electric PlantStruxure system for plant automation and energy management, will become a real success story.

Press Contact:
Schneider Electric
NAME

Phone: PHONE
EMAIL

Press Contact:
KROHNE
Jörg Holtmann, PR Manager

Phone: +49 203 301 4511
j.holtmann@krohne.com



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This collaboration is in accordance with our company strategy and supports our goal to grow sustainably by establishing long-term relationships with our business partners.”

Stephan Neuburger, co-CEO of the KROHNE group, says: “The customers of Schneider Electric will benefit from our highly skilled sales and service staff. We look forward to contributing our engineering and application knowledge to projects in different industry segments such as Oil&Gas, Water&Wastewater, Food&Beverage as well as Metals, Minerals and Mining. In these vertical sectors, KROHNE has already proven its unique level of expertise by not only resolving standard applications but also those which demand innovative, customised instrumentation solutions.”

Schneider Electric’s PlantStruxure process automation architecture helps customers achieve energy and productivity improvement objectives by creating a single environment to measure energy use, process data, asset utilization and machine performance. To achieve this, KROHNE delivers matching and integrated measurement solutions for flow, level, pressure and temperature measurements as well as analytical tasks, providing the necessary information to monitor and optimize plant processes that involve liquid, gaseous or solid mediums.

About Schneider Electric

As a global specialist in energy management with operations in more than 100 countries, Schneider Electric offers integrated solutions across multiple market segments, including leadership positions in Utilities & Infrastructures, Industries & Machine Manufacturers, Non-residential Buildings, Data Centres & Networks and in Residential. Focused on making energy safe, reliable, efficient, productive and green, the Group’s 130,000 plus employees achieved sales of 22.4 billion euros in 2011, through an active commitment to help individuals and organizations make the most of their energy.

www.schneider-electric.com

About KROHNE

KROHNE is a full-service provider for process measuring technology for the measurement of flow, mass flow, level, pressure and temperature as well as analytical tasks. Founded in 1921 and headquartered in Duisburg, Germany, the company employs over 2,700 people all over the world and is present on all continents. KROHNE stands for innovation and maximum product quality and is one of the market leaders in industrial process measuring technology.

www.krohne.com

Press Contact:
Schneider Electric
NAME

Phone: **PHONE**
EMAIL

Press Contact:
KROHNE
Jörg Holtmann, PR Manager

Phone: +49 203 301 4511
j.holtmann@krohne.com