



Press
Release

MEDIA RELATIONS

Ph. +39 06 83055699 - Fax +39 06 83053771

e-mail: ufficiostampa@enel.com

enel.com

ENEL ENERGIA AND SCHNEIDER ELECTRIC TEAM UP TO PROVIDE JOINT SOLUTIONS FOR ENERGY AND ENERGY EFFICIENCY

- *Go-ahead for new energy supply offers to businesses with remote monitoring of the service.*
- *Enel Energia customers will be able to manage their own consumption independently and reduce waste by up to 30%.*

Rome/Stezzano (BG), Aprile 23rd, 2012 – Energy efficiency is one of the main challenges for the sustainable development of the planet, with real benefits not only for household, business and government budgets, but also for emissions harmful to the environment.

For this reason, Enel Energia and Schneider Electric have signed an agreement aimed at enhancing and diversifying their range of offers through the integration of their energy sales and products as well as services for energy efficiency.

Thanks to this agreement, Enel Energia customers will be able to reap the benefits of high-tech solutions designed for the self management of their energy consumption, with an increase in efficiency of up to 30%.

The agreement provides for the introduction into the market of a new added-value offer, dedicated to business customers, for the supply of energy combined with remote monitoring of consumption. The goal is to contribute to raising awareness of the dynamics of electricity, gas and water consumption thanks to the setting of specific benchmark values and the identification of possible anomalies as well as areas in need of improved efficiency.

Another offer has been added for public administration offices, providing government departments with new tools and solutions to help them achieve the environmental sustainability and energy saving goals set by current legislation, while at the same time playing their part in support of the green economy as a whole.

This partnership will also include high-tech solutions for submetering, the automation and monitoring of the primary energy loads, such as lighting and air-conditioning. These services will enable customers to analyse in detail the way their own consumption is structured, offering them smart energy management solutions.

“The partnership with Schneider Electric provides Enel Energia with a golden opportunity,” states Gianfilippo Mancini, General Manager of the Enel Market Division. “Energy efficiency is a key factor in business competitiveness and, in this context, the



Press
Release

agreement between Enel Energia and Schneider Electric opens the way for the development of tailor-made, high-tech solutions capable of meeting the needs of both business and public-sector customers with innovative and economically advantageous products and offers.”

“Thanks to this partnership, we will be able to help businesses and consumers to measure, monitor and optimise their energy use, while at the same time achieving environmental sustainability goals,” said Aldo Colombi, Chairman and CEO of Schneider Electric SpA.

The achievement of the objectives in the agreement between Enel Energia and Schneider Electric, which provides for the large-scale launch of the first products as early as the second part of 2012, will be guaranteed thanks to both a plan to develop specialist know-how involving Enel Energia’s over 150 Key Account Managers (KAM) in these weeks, as well as the widespread technical and sales support from the Enel Energia and Schneider Electric sales networks.

Enel Energia

Enel is Italy’s largest power company, and one of the Europe’s primary listed utilities. Today, the Group operates in 40 countries throughout the world, with a net installed capacity of over 97,000 MW, and sells electricity and gas on the free-market in Italy, where it is the market leader with over 7 million customers. The Group offers integrated products and services for companies and families through an extensive network of sales personnel and retail locations throughout the territory.

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