



## **Schneider Electric wins work on a Prime contract with the MoD**

Schneider Electric has won its largest ever contract from the UK Ministry of Defence. Worth £1.3 million, the contract covers the supply of equipment to refurbish the ageing MV and LV electrical distribution installations at 14 military bases within the Defence Estates Regional Prime Contract Central Region.

Tendering against requirements identified by Atkins Defence Asset Management on behalf of prime contractor, CarillionEnterprise, Schneider Electric won the contract in the face of intense competition.

Key elements in the company's success included its clear focus on the defence sector, its reliability of equipment to give long term power supplies to MoD operations and its efficiency in carrying out site and equipment audits in support of the prime contractor.

Other decisive factors were the speed with which the quotations were supplied, the commitment to fast deliveries from all of the Schneider Electric business units involved in the supply of equipment for the project, and the strong relationship established between the Schneider Electric sales organisation and the MoD account management team.

The principal items of equipment which Schneider Electric is supplying to the MoD for this project are GenieEvo MV switchboards, Ringmaster MV distribution products, power transformers insulated with non-flammable Midel, and SAIF fuse-based LV feeder pillars. All of the items have been chosen on the basis of both technical excellence and value for money.

**Ends** – 232 Words

**Schneider Electric:** Giving the best of the New Electric World, to everyone, everywhere, at any time.

Schneider Electric is the world's power and control specialist. Through its world-class brands, Merlin Gerin, Square D and Telemecanique, Schneider Electric manufactures and markets a comprehensive range of products and services for the residential, buildings, industry, and energy and infrastructure markets. Schneider Electric has 10,5000 employees worldwide, operations in 190 countries and recorded sales of €13.7 billion in 2006 through 13,000 sales outlets.

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