

From: Schneider Electric USA, Inc.

Date: March 31, 2022

To: Partners

Offer Rationalization Announcement

Dear Valued Partner,

To simplify our offers and better serve our customers, Schneider Electric has made the decision to continue the Offer Rationalization initiative throughout 2023. We are formally announcing the obsolescence of 19,747 SKUs and the price up of 474 SKUs (APC by Schneider Only). The SKUs moving to obsolescence will be **unavailable to purchase after June 30, 2023**.

Communications and Next Steps:

- **March 31, 2023:** 19,747 SKU's for Obsolescence status change to "End of Commercialization – Announced" and available for review at: [SharePoint](#) and mySchneider
- **May 15, 2023:** Price files delivered for SKUs receiving price increase (APC by Schneider Only)
- **June 30, 2023: Obsolescence on 19,747 SKU's and Price Increase on 474 APC by Schneider SKUs effective**

What does Offer Rationalization accomplish?

The US currently manages over 100,000 SKUs, creating volume inefficiencies in our distribution centers and plants. Each impacted SKU generated less than \$10K in sales in North America over the past 3 years. Reducing our SKU count enables Schneider to:

- Simplify inventory management to increase supply chain efficiency
- Reduce cost for Schneider Electric & our Partners
- Move closer to our carbon neutral and sustainability goals

What should I do with this information?

The impacted SKU list has been provided to your Account Manager, loaded onto [SharePoint](#), and on MySchneider. Our teams are working closely together to ensure minimal impact to our partners and customers. If you have any questions or require additional information, please contact your Schneider Electric Account Manager directly.

Sincerely,



Charles Buckley
SVP, National Sales
Schneider Electric USA, Inc



Mike Montanari
VP, Channel Development
Schneider Electric USA, Inc

Schneider Electric

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Affected PN	Affected PN	Affected PN	Affected PN
TVS120XR50S	APJ3485	9001K92L	70-750EL11-1
3107440038	9050JCK25V14	9080GMG6	XB6DD233B
9001KR8GH25	170R122	ZBW933	XB6DF1B1B
110R601	3107440049	3003302753	8011306801
9001KT3R6	ZB4BW7L37417	9001SKN201	8910DPA23V09
TVS1HWA80X	9001K1L1GH5	ZB5AH63	XB6DA42B
3104140042	LPJ30SP	XB6DA25B	NSYEBAP12611
NSYEBAP27628	9001K13M	9001B263	XB6DW5B1B
3109641615	8910DPA34V09Y392	4056314701	XB6DW4G5B
FRSR5	9070T50D1SF41	4056603101	SSP1A475M7
LR9D08KITD09G7	FRNR35	ACP3034BC	LR9D32KITD18G7
ZB6DW9	9001KS45B	SSP1A4125M7	