



Building a Sustainable Future Together: 6 Key Strategies to Empower IT Channel Partners

by Schneider Electric



Join the Sustainability School for Partners.

Differentiate your business by [partnering with Schneider Electric](#) on sustainability, guiding your customers to bridge the gap between intention and action.



Learn about Schneider Electric's strong commitment to sustainability and your role.

Schneider is committing to helping our IT channel partners become [trusted advisors for Sustainable IT Solutions](#).



Promote Green Premium™ products.

Grow your revenue with [Green Premium](#) while helping customers achieve their sustainability goals.



Sell EcoCare subscriptions for single-phase UPS.

Optimize your customer's single-phase UPS fleet with [EcoCare lifecycle management services](#).



Help customers minimize their environmental impact with Zeigo Activate.

Help customers track and reduce their carbon emissions with [Zeigo Activate](#).



Promote circular economy practices: reduce waste and simplify recycling with APC services.

Sell [installation and recycling services](#) for single-phase UPS equipment and batteries.

Life Is On



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Learn about Schneider Electric's strong commitment to sustainability and your role.

Sustainability has always been at the core of Schneider Electric's purpose, culture and business. As a company, we have a commitment of reaching Net-Zero carbon emissions by 2050.

Carbon neutral in our operations
(including CO₂ offsets)

2025

Carbon neutral across our entire value chain
(including CO₂ offsets)

2040

2030*

2050*

"Net-Zero" ready in our operations
(90% reduction target and CO₂ removals for residual emissions)
25% absolute reduction across our entire value chain

Net-Zero CO₂ value chain
(90% reduction target and CO₂ removals for residual emissions)

*2030 and 2050 targets are aligned with



SCIENCE BASED TARGETS

Corporate Net-Zero Standard

Here is a sample of our sustainability recognitions:



A List

Climate Champion 12 years in a row



Corporate Knights Global 100

Top 10 for 3 years in a row



Top 100 Most Ethical Company

11 years in a row



Terra Carta Seal

Awarded 2022



AAA

11 years in a row



From 2018

Included since inception



Platinum Rating

Top 1% (Platinum Medal)



Schneider ranks #1 in its industry group, securing inclusion in DJSI World and Europe



Schneider ranks 1st/29 in sector and 11th/4875 worldwide, securing inclusion in all indices (Euronext Vigeo World 120, Europe 120, etc.)

Not only do we have sustainability commitments for our own operations, but we also aim to be the IT channel's #1 global sustainability partner in physical infrastructure and digital services solutions.

What this means for our IT channel partners:



We help you become a sustainability advisor for your customers



You can grow your business with our sustainability enabling products and services

Learn more

2 Promote Green Premium™ products.

Grow your revenue with Green Premium while helping customers achieve their sustainability goals.



Green Premium is a Schneider Electric label for products that meet several sustainability standards. The majority of our portfolio is labeled Green Premium, which provides third-party verified Product Environmental Profiles and end-of-life instructions.

Why Green Premium?



Transparent environmental information available digitally 24/7



Minimal use of hazardous substances in, and beyond, compliance with regulations (RoHS, REACH)



Third-party verified environmental disclosures in all Product Environmental Profile (PEP) reports



Circularity profiles to provide guidance on responsible product end-of-life treatments along with circular value propositions

Examples of some of our products featuring the most sustainable solutions on the market:



APC Smart-UPS™ Modular Ultra

The most sustainable and space-optimized modular UPS of its kind with 65% less weight, 59% less packaging weight, 48% lower embodied carbon, 88% less plastic and 50% lower emissions during use than its Symmetra LX predecessor.

[Learn more](#)



EcoStruxure IT™ Expert Cloud Software

- Track energy use in real time and identify energy waste
- Reduce emissions and inefficiencies related to onsite support
- **Coming in Q3:** Track individual UPS carbon emission usage and power consumption at the equipment level

[Learn all about EIT.](#)



APC Smart-UPS Ultra

Green Operating Mode for over 98% energy efficiency (even at low loads), plus lithium-ion batteries that last 3x longer, reducing waste and offering a 30% lower TCO over 10 years.

[Learn more about UPS challenges resolved.](#)



TradeOff Tools for Data Centers

Check out Schneider Electric's intuitive and easy-to-use TradeOff Tools to modernize your infrastructure and reduce your total carbon footprint. The tool allows you to compare energy efficiencies by UPS models and even CO₂ savings by your entire UPS fleet.

[Learn more](#)

[Learn more](#)

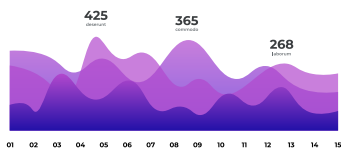
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Help customers minimize their environmental impact with Zeigo Activate.

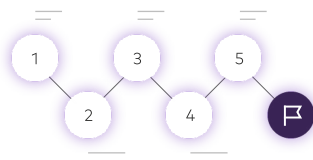


Zeigo Activate is a subscription software-as-a-service (SaaS) that enables small- and medium-sized enterprises (SMEs) to track and reduce their carbon emissions.

With Zeigo Activate your customers can:



Calculate and track energy-related emissions



Build a customized implementation roadmap to reduce carbon emissions



Connect to regional solution providers in energy efficiency, renewable energy and carbon offsets



What's in it for our IT channel partners?

- Annual subscription plan for recurring revenue
- Become a trusted sustainability partner for your customers

Coming soon: Available for all channel partners through Ingram Micro CloudBlue Marketplace (part number SFTWZABASICA-DIGI).

Visit Zeigo

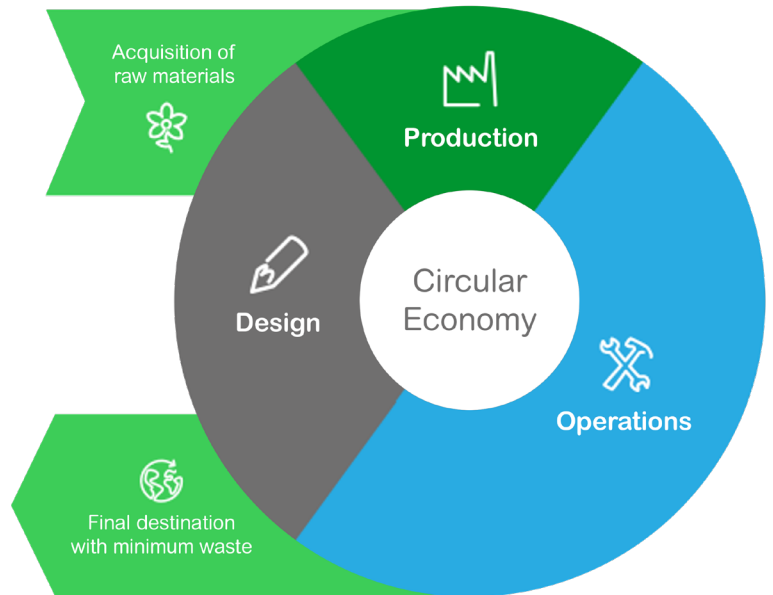
Learn more about Zeigo Activate in [their latest White Paper](#).

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Promote circular economy practices: reduce waste and simplify recycling with APC services.

APC solutions can enhance your customer’s environmental performance, allowing them to reduce resources, increase energy efficiency and optimize the total cost of ownership. Our green and circular approach has been considered at every phase of our products’ lifecycle:

- Design (materials, modularity and energy usage)
- **Production** (green energy factories and packaging)
- **Operation** (long-duration, asset management and services)




There are several ways to extend the operational lifetime of UPS equipment, reduce waste and simplify UPS recycling with APC services.

 **Option 1: Rip, Replace & Recycle Services**

Receive a quote from APC to do a white glove complete removal of the old equipment and installation of new UPS, including recycling.

 **Option 2: Free Return of APC Battery Cartridge (RBC)**

APC’s RBCs are eligible for free returns and eco-friendly disposal using our online form. [Print out your free recycling shipping label here.](#)

 **Option 3: Return & Recycle**

R2 Certification and sustainability data collection for IT waste metrics (US & Canada only). [Find an R2 certified facility here](#). [Certifications information](#)

Trade-UPS® **Option 4: Trade-UPS**

Your customers can trade in their old UPS (any brand) for a discount on a new APC UPS and have their old UPS recycled in a sustainable manner, free of charge. Reseller discounted Trade-UPS pricing available. [Learn more](#)

Check with your Schneider Electric local country representative for all recycling options in your country.

[Learn more](#)

5 Sell EcoCare subscriptions for single-phase UPS.

What is EcoCare?

Membership service offering our customers exclusive priority access to our experts and support, combined with 24/7 monitoring of single-phase UPS units and PDUs with on-site remediation.



Sustainability benefits for customers:



Extend UPS life by up to 25% and reduce carbon emissions by using remote monitoring to optimize on-site maintenance activities



Increase UPS lifecycle uptime and optimize overall maintenance activities through innovative digital capabilities reducing on-site services by up to 40%



Minimize downtime with proactive monitoring across UPS fleet

[Learn more](#)

6 Attain your Certification in Schneider Electric's Sustainability School.

Differentiate your business by partnering with Schneider Electric on sustainability, guiding your customers to bridge the gap between intention and action.

Schneider Electric offers three modules available globally in six languages, with online certification upon completion.



[Learn more](#)

Resources

[mySchneider IT Partner Program](#)

Increase profitability and grow with industry-leading tools, training and support.

[Design Portal](#)

Supports you in designing, configuring and quoting APC products and solutions efficiently.

[Green Premium Offer Lookup Tool](#)

Find and download comprehensive information about APC and Schneider Electric's Green Premium offers, including information about regulatory compliance (RoHS and REACH), environmental product declarations and circularity attributes.

[Data Center TradeOff Tools](#)

Schneider Electric's Energy Management Research Center has developed simple, interactive calculators backed by science to enable exploration of "what if" scenarios to achieve optimal data center and edge infrastructure designs.

- Example: [Single-phase UPS Efficiency Comparison Calculator](#)
- [IT Partner Sustainability Page](#)

[Zeigo Sustainability Software](#)

Software as a service (SaaS) to help your customers become more sustainable.

[Schneider Electric Sustainability Partner Awards](#)

Our Sustainability Impact Awards celebrate partners who embrace sustainability.

Contact us with questions or to learn more.

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