

Acquisition of ASCO by Schneider Electric

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1. Why is Schneider Electric purchasing ASCO?

- As the market leader in power source management for critical buildings, ASCO will immediately enhance Schneider Electric's EcoStruxure Power capabilities – the most advanced solutions and technologies for critical buildings.
- Complementary to Schneider Electric's core business, ASCO's leadership in Automatic Transfer Switches delivers critical technology and value to customers in Healthcare, Financial services, Data Centers and other Critical Buildings.

2. Can I continue buying products from ASCO?

- You can continue purchasing products from ASCO and will continue to receive premium service and support from ASCO representatives.

- 3. Will Schneider Electric start selling ASCO products?**
 - ASCO products will not be sold by Schneider Electric representatives.

- 4. Will I need to buy ASCO and Schneider Electric products together?**
 - You will continue to have the choice to purchase ASCO product and Schneider Electric products independently and integrate them with other vendors as needed.

- 5. Can I continue purchasing from my current distributor?**
 - Schneider Electric and ASCO products will continue to be sold through their current sales and distribution channels.

- 6. What can I expect in terms of new products?**
 - Starting in 2018, Schneider Electric and ASCO engineers will work to improve the customer experience for energy management systems through tight integration of SE and ASCO products. This will include common digital interfaces, improved compatibility, and ASCO's source management expertise.

- 7. Who do I contact for support?**
 - For Schneider Electric products you should contact your Schneider Electric rep; For ASCO products you should contact your ASCO rep.

- 8. Will I get the same pricing and terms from both companies?**
 - Current pricing and terms will remain in place following the acquisition.

- 9. Will Schneider Electric now become my largest competitor in Paralleling?**
 - ASCO and Schneider Electric will conduct business as two separate business units, our relationship will not change with you. We will continuously provide you the best offers to build your own solution.

- 10. How will the purchase of ASCO affect my local or technical support?**
 - Your support staff will remain unchanged.

- 11. How will the purchase of ASCO affect my pricing?**
 - Current pricing and terms will remain in place following the acquisition

- 12. How will this acquisition affect the long-term design?**
 - Starting in 2018, Schneider Electric and ASCO engineers will work to improve the customer experience for energy management systems through tight integration of Schneider Electric and ASCO products. This will include common digital interfaces, improved compatibility, and ASCO's source management expertise.

13. Will the ASCO offer be available on QuoteFast & SE Advantage?

- The Schneider Electric sales organization will not sell ASCO products. The ASCO offer will be available thru ASCO channels.