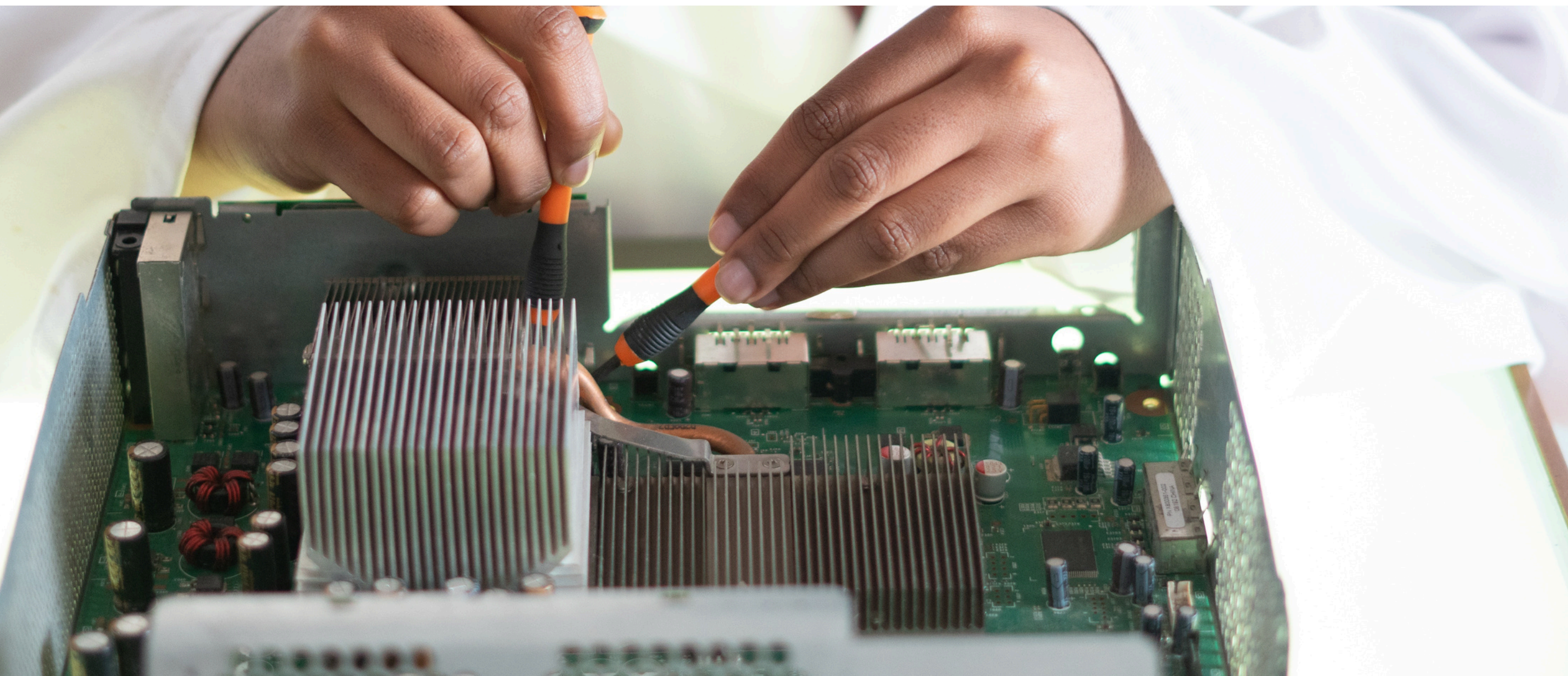


## CASE STUDY : SCHNEIDER ELECTRIC

“MANAGE BUSINESS RISK MORE  
PREDICTIVELY”



Founded in the 19th century, Schneider Electric began as a major player in the steel and machinery sector, before rapidly moving into the emerging electricity market. Today, the French company is an international group specializing in digital transformation, energy management and automation.

**THEIR NEED :**  
A tailor-made global risk management program

 [Read their testimony](#)



"A RELATIONSHIP OF TRUST AND  
TRANSPARENT  
COLLABORATION".



Schneider Electric (SE) & Coface have been partners for **many decades**, dating back to the days when Coface insured the risks of French exporters. SE is one of Coface's most loyal customers. Its **internationalization** has been a key factor in Coface's **global expansion**.

“This relationship based on trust allows us to **work seamlessly** with the credit managers in the **different regions**, particularly when it comes to explaining our decisions and approach. This ongoing dialogue between the teams helps us to **manage risks dynamically**. We have a better understanding of their business model and we know their clients better so that we can deliver the most **appropriate credit recommendations** as quickly as possible.”



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## "A CUSTOMIZED GLOBAL ORGANIZATION AND A STRONG LOCAL PRESENCE"

Alongside its broker AON, SE uses Coface Global Solutions (CGS) for multinational companies. CGS offers a dedicated credit risk management structure, combining a global and local approach. This enables a simplified and detailed management of exposures, optimizing the performance of commercial risks in different regions.

“We work with Coface to secure credit risk with our clients in various geographies. Its global organisation combined with its extensive local presence fits well with the model we are looking for. In particular, we can access local risk underwriters and benefit from their assessments in underwriting decisions. The alignment between the local teams and those at Group level is fluid and facilitates rapid decision-making.”



## "ENHANCING OUR DATA ON KEY ACTIVITIES FOR OUR PARTNERS"



Schneider Electric, a key element in industrial digital transformation, is investing in new services that are distinct from its traditional activities. Pioneering the use of APIs for commercial risk management, SE seeks to better anticipate the risk of non-payment and payment behavior. As one of the City's "Super 7", SE relies on data and new technologies to achieve these goals.

"These are two essential levers for better anticipating risks, particularly sectoral risks. We are looking to enhance our data base, for example on company mergers or on activities that could have an impact on our commercial partners."



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