

## Access to Experts



**Alistair Pim**

Vice President of Global Strategic Alliances  
Schneider Electric North America

Mr. Pim is vice president of global strategic alliances for Schneider Electric. In this role Mr. Pim is responsible for Alliance strategy and process across all Schneider Business Units, including forming alliances in the Energy Management field. Prior to this role, Mr. Pim was the VP for global strategic alliances for APC by Schneider Electric, overseeing joint solution development, marketing and sales with Alliances partners including IBM, CISCO, Microsoft and VMWare. Prior to that, Mr. Pim was VP for the IT Cluster at Schneider Electric, managing a team of global account managers, and before that director of the IBM Alliance at APC. From 1999 to 2003 Mr. Pim held various posts with SynQor Inc., including general manager for European operations, and VP WW Sales. Mr. Pim is a Board member and on the Executive Council of ASAP (Association of Strategic Alliance Professionals), and a Certified Strategic Alliance Professional (CSAP).

Contact Carol Courter, Manager, Corporate Communications, +1 212 339 0232, [courter@conferenceboard.org](mailto:courter@conferenceboard.org)

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