

An evolved approach to IT infrastructure management

EcoStruxure™ IT: Building resiliency, security, and sustainability in a changing environment

IT environments are changing fast. They are growing into hybrid, distributed ecosystems that combine on-premise, cloud, and edge assets to support critical applications and real-time, data-driven business decisions. Customers need help managing the transformation and keeping systems safe and up-to-date with the newest technologies.

As an IT solution provider, you build customer resiliency against cyber risks and the flexibility to expand in dynamic markets. And as **the most local of global companies**, Schneider Electric has adapted to market changes to support the IT channel.

For **over 25 years**, we have worked with IT partners to connect and monitor customer data centers, IT infrastructure, and networks. We've helped partners compete and add revenue in the fast-changing world of edge computing with Managed Power Services.

More recently, we have modernized our EcoStruxure IT data center infrastructure management (DCIM) offering, which provides advanced monitoring and management software solutions that improve resiliency, security, and sustainability for distributed infrastructures. It can play a pivotal role in differentiating your offerings and growing your business to meet the needs of an evolving IT landscape.

As we modernize our DCIM solution, we are also digitally transforming our connected devices and EcoStruxure IT Server and Embedded Software used to manage them with a key focus on making them more resilient and secure.

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A license to the future

As customers continue to evolve, Schneider enables you to support them with software licensing and subscription services delivering resiliency, security, and sustainability. With EcoStruxure IT, you can:



Tap new recurring revenue streams



Increase customer intimacy



Add customer value

Subscription services are a new addition to the connected devices and EcoStruxure IT Server and Embedded Software which gives you access to pre- and post-sales support, demand generation, and expertise. The goal with subscription services is the same as the overall objective of our partnering strategy – to help you boost profitability and market reach.

Why licensing?

License and subscription-based models balance low cost of entry with accelerated IT adoption and up-to-date security, enabling partners to monetize new technologies and go to market faster.

Customers face challenges as their environments grow and evolve. Cloud migrations and edge expansion increase the potential of exposure to cyber threats. Addressing these challenges is not the customers' core business. They need you to help them prevent:

1

Unexpected downtime



2

Data corruption



3

Cybersecurity breaches



4

Inefficient energy usage



80%

of data centers without DCIM reported a major outage.¹

#1

Security is the number 1 risk on the Allianz Risk Barometer.²

65%

of tech buyers will prioritize as-a-service IT consumption models to control spending and fill talent gaps by 2026.³

65%

of organizations will purchase only infrastructure solutions that incorporate predictive cyber-resiliency by 2026.³

¹ IDC

² Uptime Institute

³ Allianz Risk Barometer

How Schneider Electric helps IT partners

Through your engagement with customers over the years, you have gained valuable knowledge about their environments, putting you in the perfect position to support them with the evolving challenges they are facing. Schneider Electric offers solutions to help you continue to grow your business and:

Provide essential value

- Generate new recurring revenue streams that offset hardware margin pressure
- Seize opportunities through product, service, and software offerings
- Add managed services for new and existing customers

Realize new recurring revenue to bolster business prospects

- Keep customers' IT infrastructure current with the latest features
- Offer proactive insights to guarantee business continuity
- Deliver easy access to ongoing security updates



Tighten the trusted advisor bond

- Strengthen customer engagement through frequent system and security updates and increased interaction
- Help customers react quickly to changes in dynamic environments
- Deliver best practices in cybersecurity and asset management

Help meet sustainability challenges

- Advise your customers on the first step towards more sustainable infrastructure by connecting and subscribing for better visibility
- Recommend safe and reliable power management solutions that improve customer-server uptime and increase energy efficiency
- Offer best practices and solutions for obtaining, tracking, and reporting power data providing improved transparency into sustainability efforts

All of this translates to providing customers with:



Best-in-class cybersecurity from an industry leader that prioritizes security



Continuous innovation through reliable, predictable access to the latest technology



Peace of mind as IT continues to change rapidly and increase in complexity and risk

Get started now, support the growth and innovation of your customers with our software solutions

Our industry-leading solutions can become a new source of recurring revenue for your business. For your customers, EcoStruxure IT Server and Embedded Software will help them proactively improve resiliency, security, and sustainability for their distributed IT infrastructure.



Network Management Cards

Embedded software that provides capabilities to monitor and control an individual UPS, PDU, or cooling device.

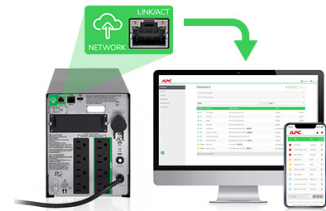
Now available with a new support contract license so that your customers can get rapid cybersecurity updates and new features faster and get access to our advanced technical software support. [Learn more](#)



PowerChute™ Network Shutdown

Server software provides graceful shutdown when power events occur and unattended startup when events clear, ensuring minimal downtime and automated start-up.

Updated version available through a PowerChute license to facilitate certified integrations for Virtual and HCI environments, unattended startup, automated workload migrations, and more. [Learn more](#)



EcoStruxure™ IT SmartConnect

Embedded software for “out-of-the-box” cloud-based monitoring, alarming, and the ability to access and upgrade firmware. Available with plan options for more flexibility for your customers.

Get your customers connected via the built-in SmartConnect Ethernet Port on the APC Smart-UPS™ and enroll them in a free 6-month trial! [Learn more](#)

IT environments will always evolve. Constant change requires IT solution providers to continue supporting customer ecosystems to keep them resilient, secure, and sustainable. In so doing, you can help your customers thrive well into the future. And Schneider Electric will be with you every step of the way.

Learn more about the connected devices digital business transformation by visiting [mySchneider](#).



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Schneider Electric Industries SAS
35, rue Joseph Monier - CS 30323
F92506 Rueil-Malmaison Cedex