



# Partnership of the Future: Driving an Ecosystem-Enabled Future for the Channel

Partner Reward Program Launch 2023

July 6<sup>th</sup>, 2023

Life Is On







1

Welcome Speech

2

Business Updates and Program Launch

3

Partner Program

4

mySchneider Rewards

5

EcoStruxure Solutions for Edge

# Welcome Note



## Abhay Anil Ghosalkar

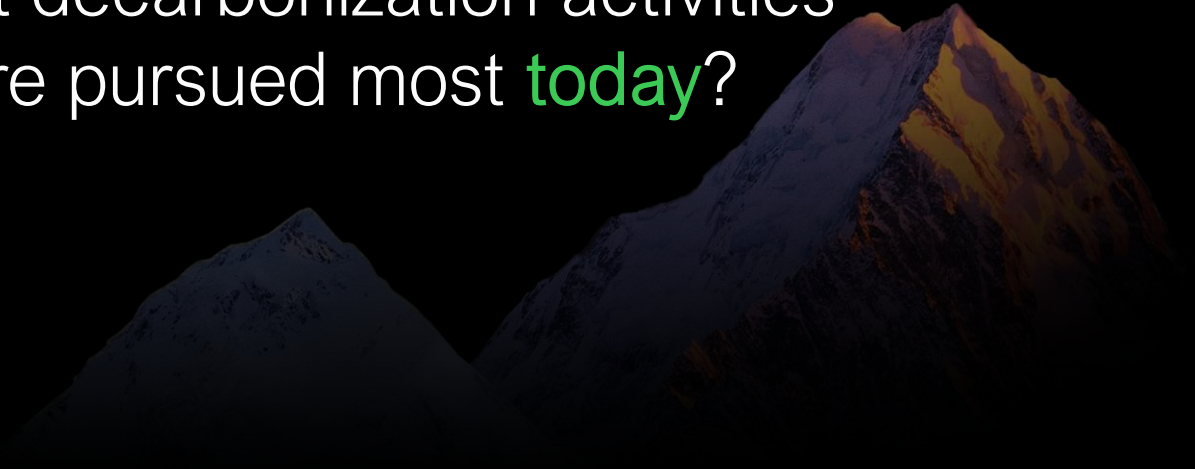
Business Vice President  
Secure Power, Thailand Myanmar Laos  
Schneider Electric

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Electric



What decarbonization activities  
are pursued most **today**?





# What decarbonization activities are pursued most **today**?



**Electrify  
processes**



**Reduce for  
efficiency &  
circularity**

Scope 3



**Replace  
energy  
supply**

Scope 1  
& Scope 2

**54%**

Sustainability  
messaging

**56%**

Purchasing  
Renewables

**51%**

Define ambition  
/ set targets

**42%**

Distributed  
energy  
resources

**44%**

Reducing  
consumption

**40%**

Drive  
circularity

**42%**

Supply chain  
decarbonization

**31%**

Drive  
electrification

**29%**

Drive EVs /  
e-mobility

**Based on CXO Data**

# Leading companies follow an **integrated** approach to reduce for efficiency & circularity

## Strategize

**MEASURE** enterprise baseline  
**CREATE** decarbonization roadmap  
**STRUCTURE** program & governance  
**ENGAGE** ecosystem  
**COMMUNICATE** commitment



## Digitize

**MONITOR** resource usage & emissions  
**IDENTIFY** saving opportunities  
**REPORT** and benchmark progress

## Decarbonize

**REPLACE** energy source  
**ELECTRIFY** operations  
**REDUCE** energy use



The moment is **now to grow  
your business with**



# Business Update



**Atitaya SURAPUNTHU**

Head of Channels,  
Secure Power, Thailand  
Schneider Electric

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# Schneider Electric continues to accelerate our commitment to enable Partners to achieve their Sustainability goals



**Define & Reach**  
Your Sustainability Goals



**Act Now & Leverage**  
Our Portfolio and enablers



**Build a Better Future**  
Co-Creation of Offers & Programs

Sustainable  
Products &  
Solutions

Sustainable  
Operations

Joint Alliance  
Solutions

Offer Roadmap  
Monetization

## 3rd Party Certified Ecolabel Products



Sustainable  
performance,  
by design

> 75% of SE's product  
sales come from **Green  
Premium** products

## Sustainability Operations through Connectivity and Digital Services

### EcoStruxure IT



### Trade Off tools



**DELL** Technologies



**Hewlett Packard  
Enterprise**

Cisco Digital Sustainability  
Challenge:

**1st Place Winners!**

- Energy Procurement & Data Management
- Co-Development

# Bundle offers with Edge Application

APC Smart-UPS 750-3000VA with Network Card and EcoStruxure IT Expert

**Now available in a promotional bundle**



**APC Smart-UPS SRT 1kVa Bundle**  
**220,000THB**

1 x APC Smart-UPS SRT 1kVa RM 230V (Support 13Mins @ 700W Load)

- 1 x NetShelter WX 6U Low-Profile Wallmount Enclosure 230V Fans
- 1 x UPS Network Management Card 3
- 1 x EcoStruxure IT Expert 1 Year Digital 1 node Subscription

1 x HPE Proliant DL160 Gen10 8SFF Xeon S4208 (2.1GHz/8-core/85W)

1 x Aruba HPE 5140 24G 2SFP+ 2XGT EI Switch

**Add To Cart**



**APC Smart-UPS SRT 3kVa Bundle**  
**370,000THB**

1 x APC Smart-UPS SRT 3kVa RM 230V (Support 26Mins @ 700W Load)

- 1 x NetShelter WX 6U Low-Profile Wallmount Enclosure 230V Fans
- 1 x UPS Network Management Card 3
- 1 x EcoStruxure IT Expert 1 Year Digital 1 node Subscription

1 x HPE Proliant DL360 Gen10+ 4309Y (2.8GHz/8-core/105W)

1 x Aruba HPE 5140 24G 2SFP+ 2XGT EI Switch

**Add To Cart**

## Recommend to Bundle

1. Smart UPS 1-3kVA with MNC + ITE

15,000 – 50,000

2. Rack & PDU & Netbotz solution

30,000 – 100,000

3. MDC 6U, CX, up to Easy MDC 24U

30,000 – 500,000

## HPE GreenLake ecosystem

The HPE GreenLake edge-to-cloud platform helps you deliver business outcomes faster with an as-a-service model designed for your top workloads. With a broad portfolio of HPE and partner technologies available, you can quickly procure the services you need – on-premises, in the cloud, or in a colocation facility near you.

### Best fit for these environments



#### Healthcare

Placement in hospitals can enable faster processing of patient data in real time with consistency.



#### Retail Spaces

Supports video management services in capturing CCTV footage, crucial in the event fraudulent credit card transactions.



#### SMB

Business and critical applications now can operate uninterrupted without worrying the impacts of power surge.



# 2023 Innovation & Opportunity

UPS Product

1 Rack Solution

Opportunity from 2,000 to 1,000,000 THB



# Micro Data Center Opportunity

## Key Success to win

1. Partners who focus in 5 target segments
2. Using Strength of Schneider MDC solution
3. Create opportunity & Proper Spec in



## 5 focus segment

1. Education
2. Healthcare
3. Manufacturing
4. Banking & Finance with branch
5. Government with branch office



## Why MDC by Schneider Electric?

1. Available aftersales service across Thailand, especially cooling for MDC
2. Precision Cooling technology inside MDC (30-50% cost of MDC)
3. Cloud software for remote monitor & management
4. Special feature (available IT space, Vertical slot for extend run time,..)
5. Energy saving with Return investment within 3-5 years
6. **Newly launch for Industrial application (R-series)**



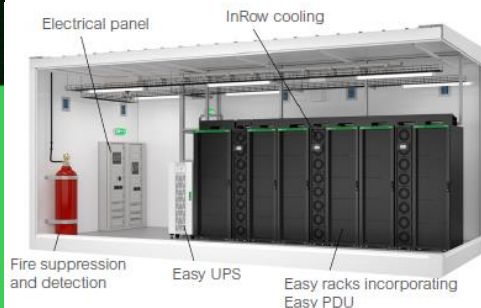
# Requirement to build IT room 1-8 racks

Grab an opportunity by making project registration value (1-8MTHB)



- During this 3 years, we help many of our partner who has no experience selling 3ph UPS & cooling won Data center project.
- Existing IT room of Schneider is design & built within 6 months
- Available stock of small cooling product, ready to deliver & start up within just 1 month

Tradition IT room design & built



- Similar concept as Micro Data Center 1 rack, Row Data Center 2-8 racks has advantage to build IT room faster + cheaper + saving operation cost (electrical cost)
- Prefabricate Data Center, shift the whole IT room from factory to site, with 4 standard options to choose

New modular IT room as move box

# mySchneider IT Partner Program

mySchneider IT Partner Program			
	IT Solution Provider	Software & Services Provider	Data Center Solutions Provider
Elite			
Premier			
Select			
Combine multiple IT specializations			

A partner program that is first in our category, aligns to industry best practices & better enables the partner ecosystem!







# Partner Program




## Rungsimun MEESAWAT

Manager, Channel Marketing & Programs  
East Asia Zone  
Schneider Electric

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# Driving an **Ecosystem-Enabled Future** for the Channel

## Evolution of the mySchneider IT Partner Program 2022- 2023

**Rungsimun Meesawat**

Manager - Channel Marketing & Programs (East Asia Zone)

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# The market expects Partner Programs to serve as the backbone and key enabler for our channel ecosystem

From Top Vendors, Niche Vendors, Competitors, Analysts and Industry Publications:



Partner programs are being challenged to go beyond the traditional expectations to support the ecosystem!



# mySchneider IT Partner Program

Pick the specialization(s) that best matches your business

## mySchneider IT Partner Program

mySchneider IT EcoSystem Membership

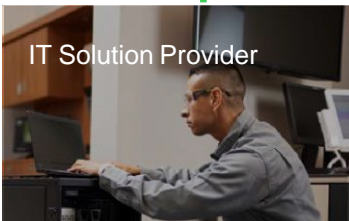
Phase 2.1

PROGRAM:

SPECIALIZATION BY  
BUSINESS TYPE:

BUSINESS MODEL

ENVIRONMENT OR  
DOMAIN OF EXPERTISE



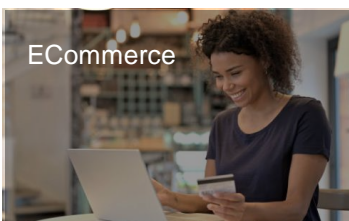
IT Solution Provider

Launched

Enroll if you are a:

- IT Reseller
- System Integrator
- Solution Provider

Ideal for distributed IT/edge computing infrastructures, micro and SMB data centers.



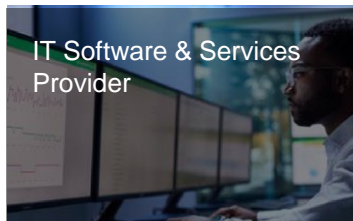
ECommerce

Launching in Q3 '23

Receive an invitation if you are a:

- Online Reseller/IT Reseller
- System Integrator
- Solution Provider

Ideal for distributed IT/edge computing infrastructures, micro and SMB data centers.



IT Software & Services Provider

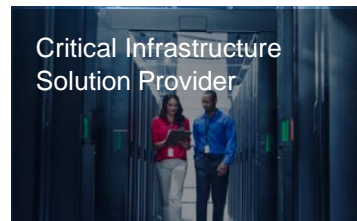
Phase 2.2

Enroll if you are a:

- Managed Service Provider
- Software & Services Provider
- Software & Digital Services Reseller

Perfect for hybrid IT, on and off-premises management and monitoring services.

Upcoming specialization. More updates coming soon!



Critical Infrastructure Solution Provider

Phase 2.1

Receive an invitation if you are a:

- Data Center Provider
- IT Power Partners
- Cooling Partners
- IT Software Partners

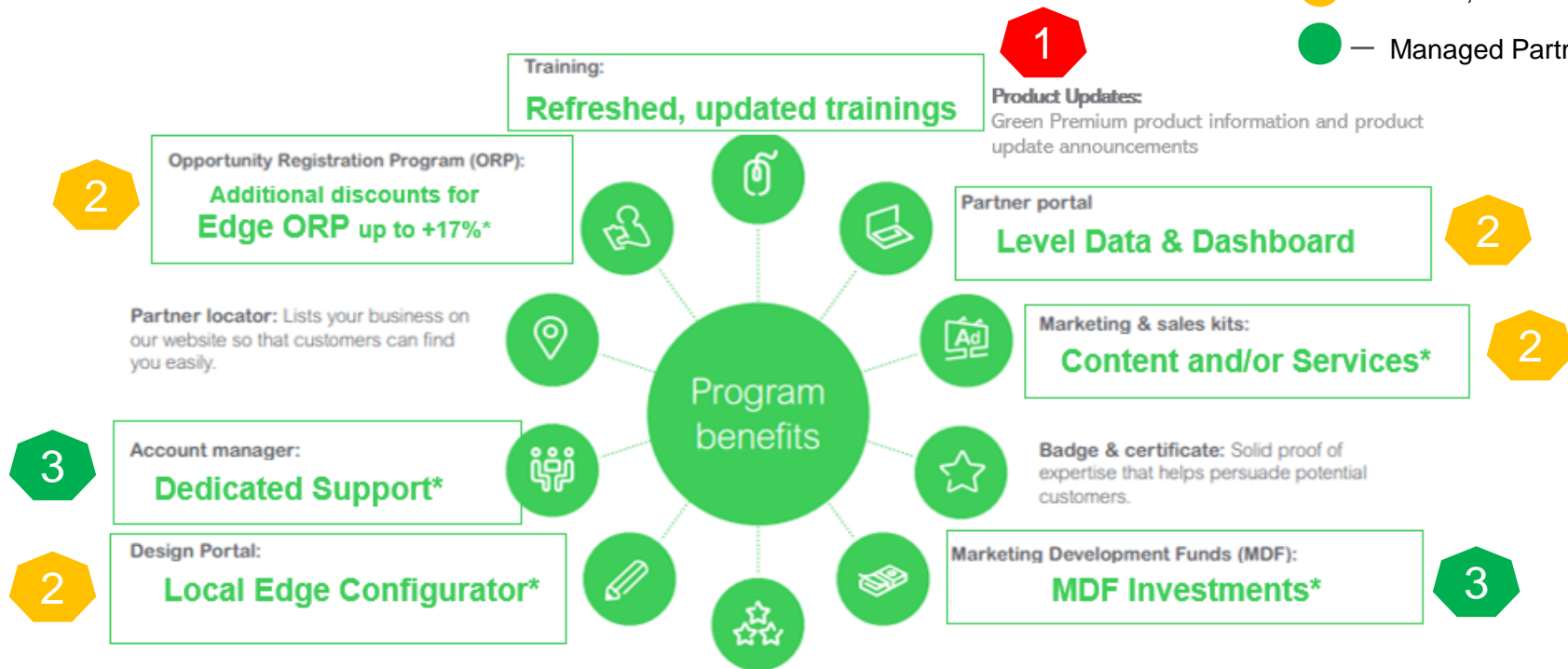
Suitable for regional, including mid/ large enterprise data centers.

Upcoming specialization. To be Launched in Sept 2023!

# IT Solution Provider Specific Benefits

Exclusive access to discounts, tools, rewards and account support!

- — Enrolled
- — Select, Premier, Elite
- — Managed Partner



And....NEW coming Benefits!!!



# mySchneider Rewards

*Powering your way to new experiences*

Program launch in Thailand in July 2023



# What is the mySchneider Rewards program and who can join?

The **mySchneider Rewards program** is an **exclusive loyalty program** available only to **certified IT Solution Provider partners.**






# What can you redeem for?

**An extensive catalog of rewards\*, which could include popular merchandise, gift cards, vouchers, travel, event tickets, rental cars, hotel, and experiential items**

**There are plenty of rewards\* –  
something for everyone and every budget**

## Be Rewarded

We make it easy to earn, track and use reward points!

-  Merchandise
-  Sports & Entertainment
-  Air Travel
-  Rental Cars
-  Accommodations



(\* based on regional availability)



# Who could earn mySchneider Reward?

## THE FIRST FRONTIER

We will be starting with the IT Solution Provider and across the three tiers: Premier, Select, Elite.

### What does this mean?

To start, Rewards will be available for the IT Solution Provider Specialization only.

We will likely roll out Rewards to the other Specializations in sync with the IT Partner Program releases. (We are still discussing.)

### mySchneider IT Partner Program

IT Solution Provider	
Elite	✓
Premier	✓
Select	✓

# 4+2 Easy way to earn mySchneider Reward

IT PARTNER PROGRAM			
IT Solution Provider Specialization			
mySchneider Rewards	SELECT LEVEL	PREMIER LEVEL	ELITE LEVEL
Approved Opportunities in our Opportunity Registration Program	150 points	150 points	150 points
Program Certifications in mySchneider IT Partner Program AND select in-person training	300 points	300 points	300 points
Approved Configurations in our design portal	150 points	150 points	150 points
Bonus Points When joining	1,000 points	1,000 points	1,000 points
Points for eligible SKUS are available* <small>(*based on type of partner program)</small>			

**Exclusive Participation**  
in special promotions or unique activities\*

\*Unique activities throughout the year that can help you earn more points (e.g., attendance at one of our Webinars). These will be messaged in the mySchneider Rewards portal or communicated via email.

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# Frequently Asked Questions

Though you may have more questions, here are the top three questions people most commonly ask.

1

## **Is there a fee to join mySchneider Rewards?**

No way! As a valuable partner, you have been selected to participate in this exclusive program.

2

## **How do I learn about special promotions or new ways to earn points?**

We may run special promotions with double or even triple points. Be on the lookout for promotional content distributed via email or within the Rewards portal. When you join, you will receive bonus points simply for doing so.

3

## **Do my points expire?**

Yes. Points expire after 18 months from the time they are issued. Total points earned per quarter may be capped. You can review the Terms and Conditions for more details.

# How do you get started?

## 1 Unlock your Rewards access

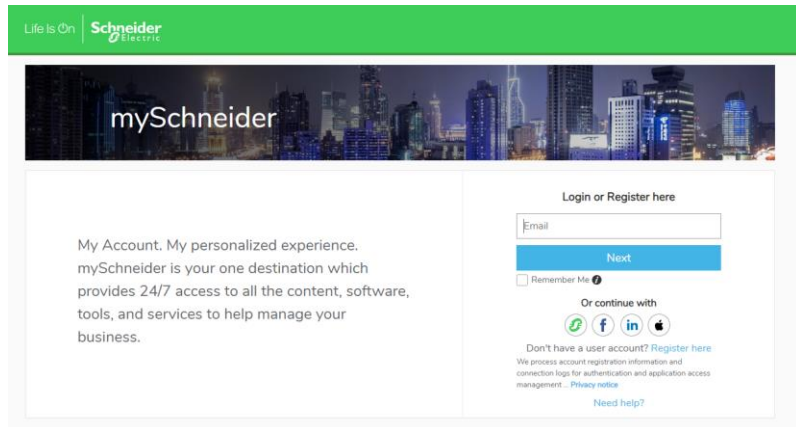
To gain access to Rewards, your company must be a participant in the mySchneider IT Partner Program. The exciting benefits of Rewards start with the IT Solution Provider specialization across Select, Premier, and Elite levels, as shown below. Future Rewards will be tailored to each new respective specialization once those become available.

Ask if your company is currently a participant.

mySchneider IT Partner Program			
	IT Solution Provider	IT Software & Services Provider	Data Center Solution Provider
Elite	✓	✓	✓
Premier	✓	✓	✓
Select	✓	✓	✓
Combine multiple IT specializations			

## 2 Join Rewards from the mySchneider portal

Using Single sign-on, you login to your mySchneider portal, locate the Rewards section\*, and then join! That's it.



The screenshot shows the mySchneider portal interface. At the top is a green header with the Schneider Electric logo and the tagline 'Life Is On'. Below the header is a banner image of a city skyline at night with the 'mySchneider' logo overlaid. The main content area is divided into two columns. The left column contains the text: 'My Account. My personalized experience. mySchneider is your one destination which provides 24/7 access to all the content, software, tools, and services to help manage your business.' The right column contains a 'Login or Register here' section with an email input field, a 'Next' button, a 'Remember Me' checkbox, and social media login options for Google, Facebook, LinkedIn, and Apple. Below these are links for 'Don't have a user account? Register here', 'We process account registration information and connection logs for authentication and application access management... Privacy notice', and 'Need help?'.

\*Rewards will only appear if your company is a participant in the mySchneider IT Partner Program.

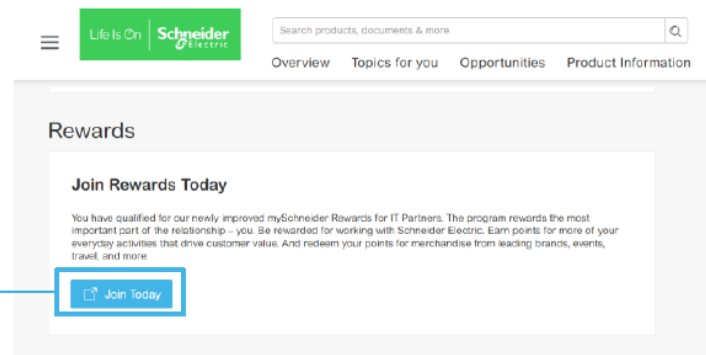
## PROGRAM ACCESSIBILITY

# How to join Rewards

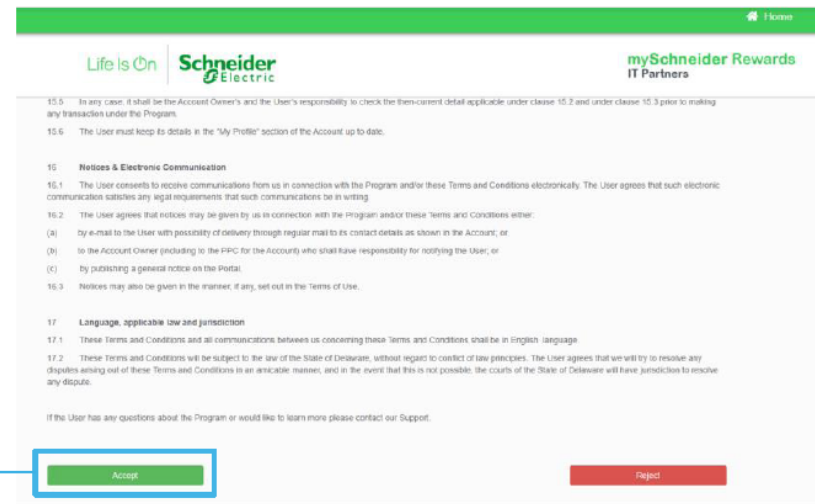
1. Login to the [mySchneider portal](#) and locate the Rewards section\*
2. Click on “Join Today” and then you will be redirected to the mySchneider Rewards portal
3. Read our Terms and Conditions and accept them when ready

\*If you can't see the Rewards section, you may not be eligible for mySchneider Rewards for IT Partners. Check with your account representative to learn more.

Action to Join Rewards



Terms & Conditions Acceptance



Join mySchneider  
IT Solution Provider  
Program



SCAN ME

Sign up and earn  
1,000 points!!!

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Electric



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Schneider  
Electric

APC

mySchneider Rewards  
has arrived

Powering your way to new experiences

## Earn points and redeem for rewards

Join [mySchneider Rewards](#), an exclusive [loyalty program](#), available only to certified IT Solution Provider partners across Select, Premier, and Elite levels.

Get rewarded on your unique journey and receive points for registering opportunities, taking training, eligible sales and much more.

Your journey to earning points and new experiences is just a click away!

Get started now

Check the guide





แลกของสมนาคุณสุดว้าว  
กับ myReward

สมัคร mySchneider  
IT Solution Partner Program  
ด่วน!!!

by Schneider Electric  
APC

Shopee, Lazada, Nintendo, Samsonite, ARMANI, true money wallet, D&G, SWAROVSKI, GARMIN, JO MALONE, PRADA, TIFFANY & CO., Ray-Ban, Grab, PAPER Gold



# Game Time!

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# Question 1 what is minimum level to be able to register project

in our Opportunity Registration Program (ORP)

1. IT solution provider “Enroll” level
2. IT solution provider “Select” level
3. IT solution provider “Premier” level
4. IT solution provider “Elite” level

## Question 2 which partner level could join mySchneider Reward

To access, your company must be a participant in the mySchneider IT Partner Program

1. IT solution provider “Select” level
2. IT solution provider “Premier” level
3. IT solution provider “Elite” level
4. All 3 level above



# Solutions



## Patphong Phetkaewna

DC Solution Architect  
EAPJ, INDIA, MEA, SAM – Global Customer Projects  
Schneider Electric

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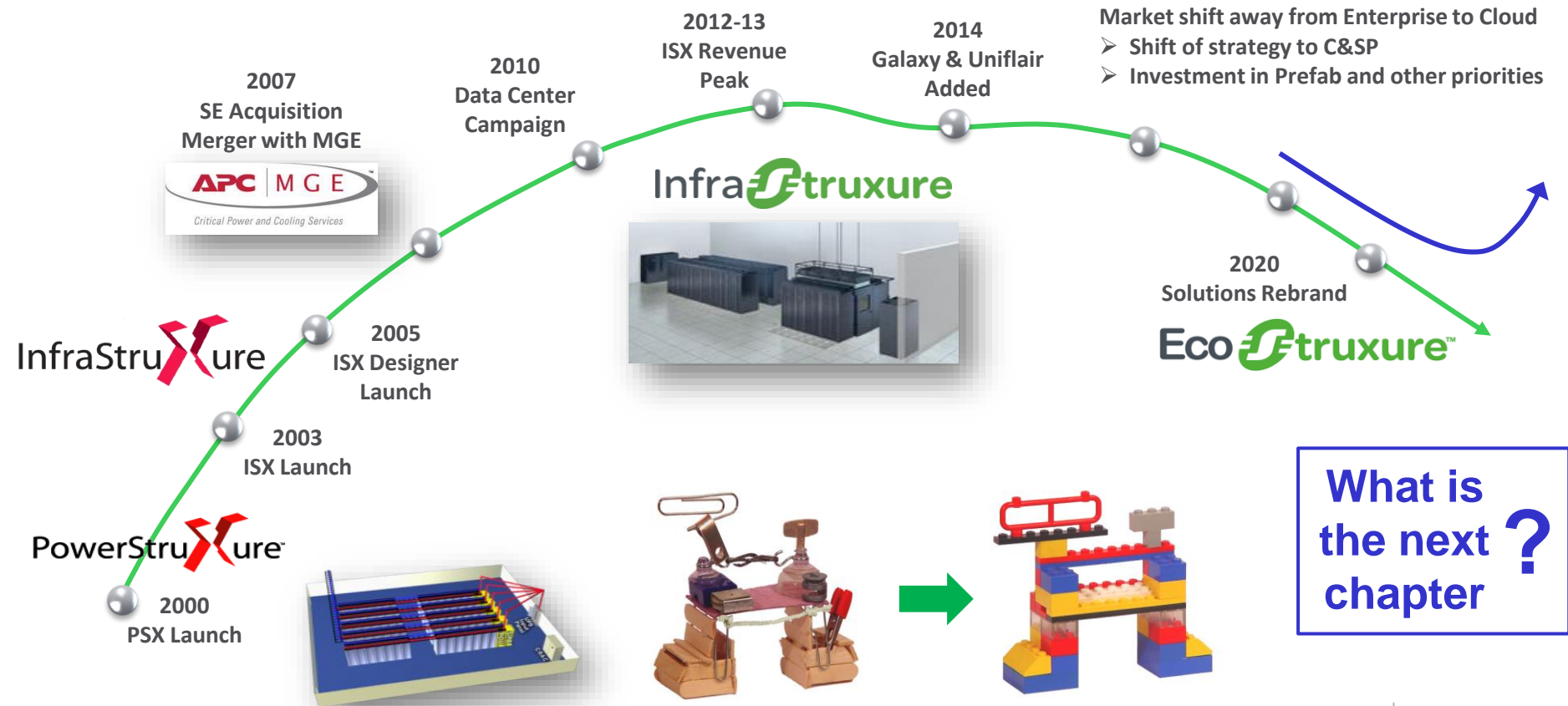
**Schneider**  
Electric



# EcoStruxure Solutions for Edge Deployments

Presented by : Phatphong Phetkaewna  
DC Consulting, Solutions, and PMO & Governance  
EAPJ, INDIA, MEA, SAM – Global Customer Projects

# Our EcoStruxure Solutions for Edge Deployments Story...



# Why launch the new solution?

# Digitization Everywhere

## Content Distribution



Smart  
Retail

Smart  
City

Virtual  
Reality

Digital  
Health

Intelligent  
Traffic

## Internet of Things



Digital  
Factory

Smart  
Utility

Video  
Analytics

Drones

Autonomous  
Cars

## Artificial Intelligence



Developed



Developing



## Digital disrupts Efficiency & Sustainability

**3x IoT**

IoT connections 2018-2025 (\*GSMA)

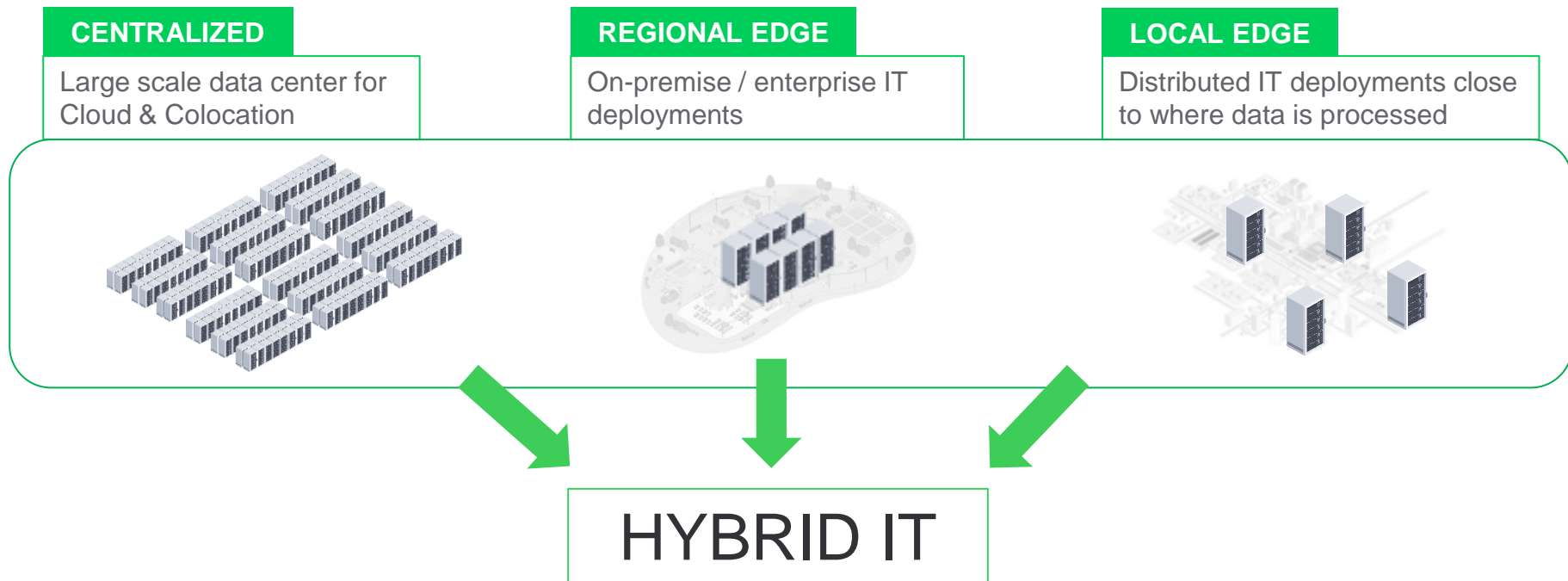
**>5x Big Data**

generated data from 33 ZBs today to 175 ZBs by 2025 (\*IDC, 2018)

**6x AI**

worldwide spending on cognitive and AI systems btw 2017 & 2022 (International data corporation)

# Data Center Market Evolution



90% of enterprises rely on hybrid IT architectures for their infrastructure needs\*

\* IDC study

# Data Center Market Evolution

## CENTRALIZED

Large scale data center for  
Cloud & Colocation



## REGIONAL EDGE

On-premise / enterprise IT  
deployments

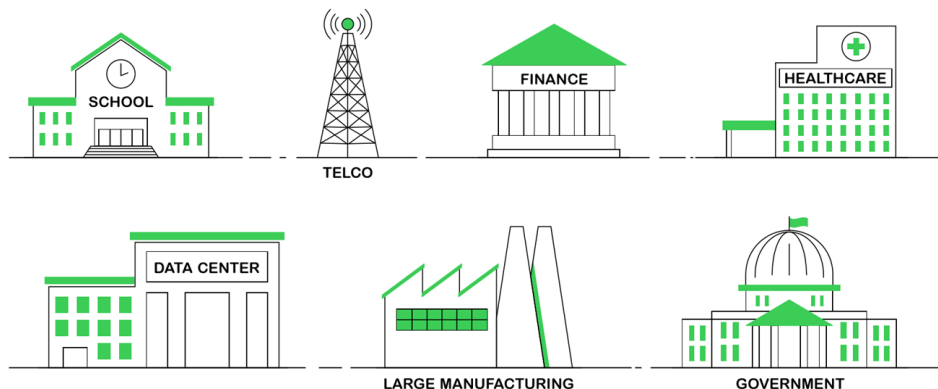


## LOCAL EDGE

Distributed IT deployments close  
to where data is processed



# EcoStruxure Data Center for the evolving hybrid IT world



## Deploying IT at the Edge?

EcoStruxure Data Center simplifies how you build and manage your multi-rack deployments throughout your network, whether that's a regional data center or other edge environments.

## Starting a new or retrofit project?

The flexible MDC and row-based architecture is adaptable and simplifies planning, design, and deployment of your IT.

## Modernizing your existing IT deployment?

The modular nature of Data Center minimizes the cost and complexity of modernizing infrastructure. Starting a new or retrofit project?

## Deploying converged IT?

Row Data Center allows you to deploy physical infrastructure at speeds in line with Converged IT.

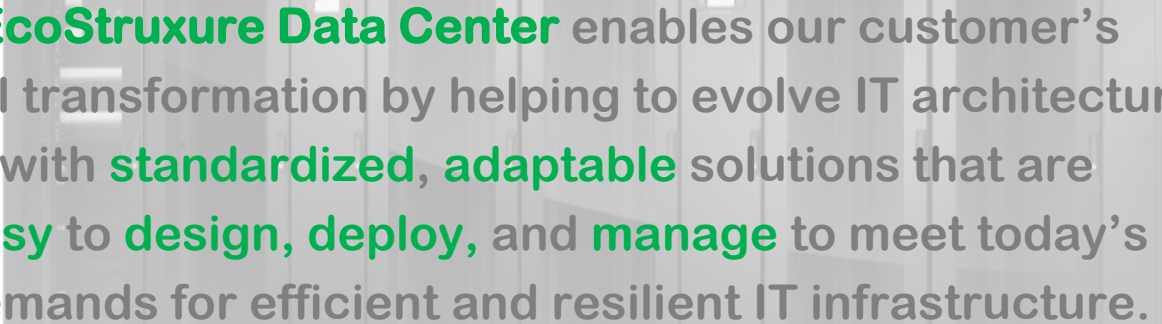
## Outsourcing or consolidating?

Protect and secure your remaining IT while easily monitoring and managing all of your assets across all locations from one dashboard using the EcoStruxure IT software suite.

## Expanding capacity?

Scale fast with pre-engineered, modular Row Data Center components.

# Schneider Electric EcoStruxure Data Center



**EcoStruxure Data Center** enables our customer's digital transformation by helping to evolve IT architectures with **standardized, adaptable** solutions that are **easy to design, deploy, and manage** to meet today's demands for efficient and resilient IT infrastructure.



Rack Systems



Power



Cooling



Management



Security



Services



# EcoStruxure Micro Data Center C-Series 6U Wall Mount offers general introduction



# Introducing the Innovative, low profile, wall mounted EcoStruxure Micro Data Center (6U)

**Segments:** Retail, Banking, Education, Healthcare, Industrial

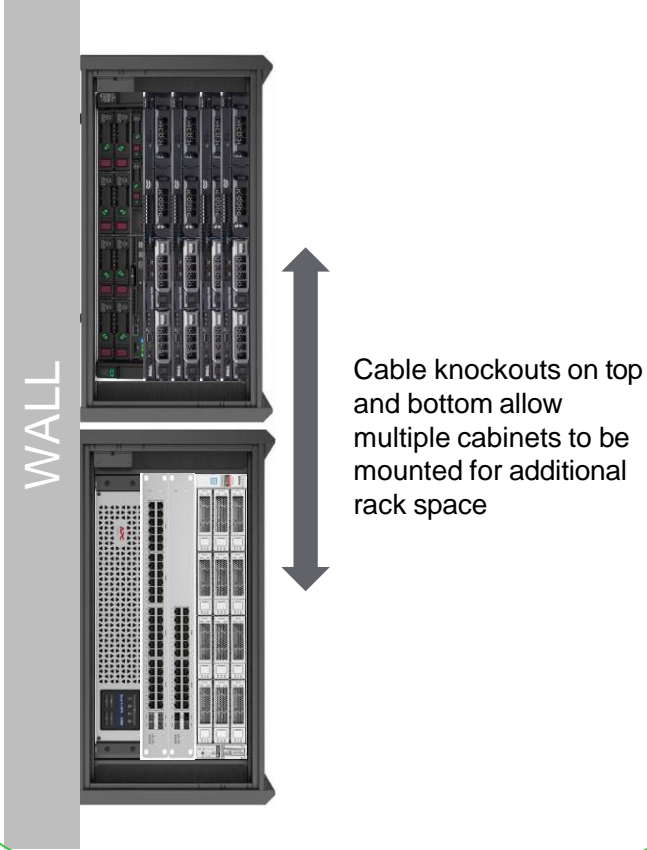
**Common Applications:** Network Closets, Retail Space, Branch Office, Hospital Rooms, Industrial Control Rooms, Warehouse Floors

- **Compact, Wallmount** form factor takes up no floor space and stays out of reach of security threats
- **Unique low-profile design** to handle latest generation Edge servers and networking equipment
- Full **Micro Data Center solution** with remote management, security, and UPS compatibility
- Pre-Integration capability for **standardized rollouts**
- Filtration and Ventilation to handle **dusty and light industrial environments (not IP rated/sealed!)**
- **Cloud-based remote monitoring** platform to manage all distributed sites from a centralized location



# Additional Applications and Features

## “Modular”



## Floor-Standing



Add casters to the bottom of the unit to allow floor-standing applications

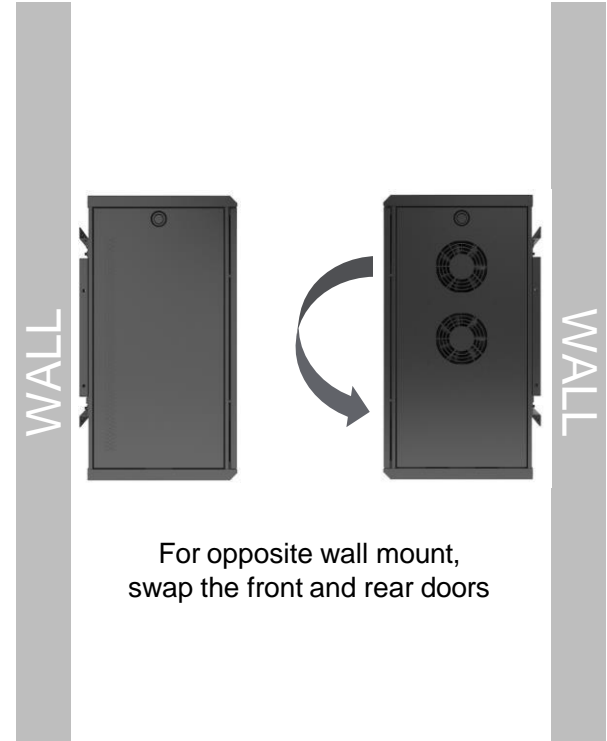
# Additional Applications and Features

## Desk Mount



Lay unit on pedestal or desk in traditional horizontal orientation

## Opposite Mount





# EcoStruxure Row Data Center offers general introduction

# What is new of this Row DC solution?

## 1. All-in-one 15 – 40kW “system cabinet”

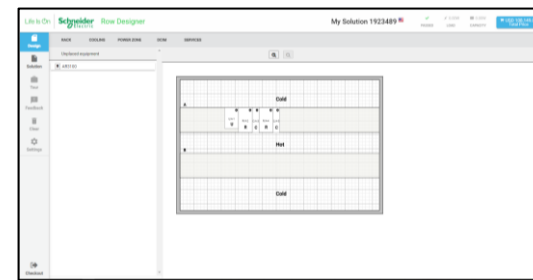
- New rack mountable power distribution
- Enable configurations with rack mountable UPS

## 2. Fully contained row solution

- New adaptors for Easy Racks & InRow Cooling
- Glass front doors & metal back doors

## 3. New Row Data Center Designer tool

- Simplified process for configuring solutions with Easy offers



# EcoStruxure Row Data Center

## Now offering more:

### 1. VALUE

- Additional options to integrate with System Cabinet and Easy offers for a more cost-effective solution

### 2. CONFIGURABILITY

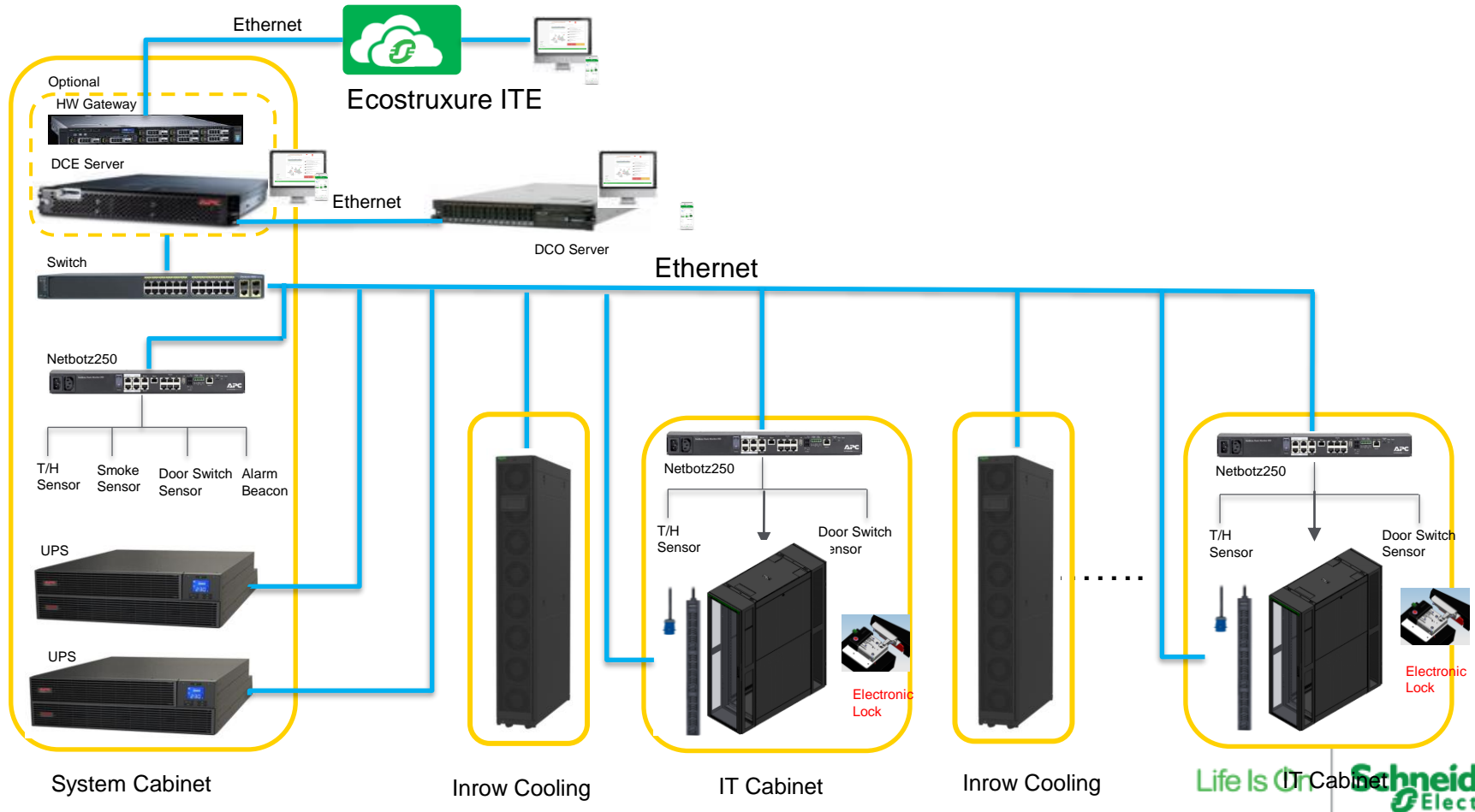
- New UPS and containment options all configurable through our new simplified Row Designer tool

### 3. ADAPTABILITY

- Fully contained solution gives option to deploy outside traditional data center spaces



# Solution Architecture



# EcoStruxure Row Data Center S Series (without containment)



## System Cabinet

Easy Rack with configurable  
rack mounted UPS & PDPs



## InRow Cooling

DX Options (ACRD101 or 301)  
Easy CW Option (ERC301CW)



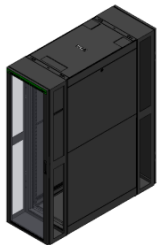
## IT Cabinets (2 – 8)

Easy Rack 42U  
Width = 600 or 800mm  
Depth = 1100mm



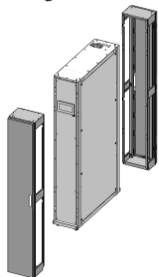


# EcoStruxure Row Data Center C Series (with containment)



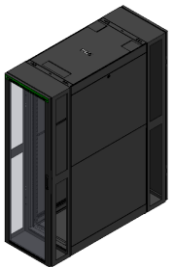
## Contained System Cabinet

Easy Rack with adaptors and configurable rack mounted UPS & PDPs



## Contained InRow Cooling

DX + Adaptors (ACRD101 or 301)  
Easy CW + Adaptors (ERC301CW)



## Contained IT Cabinets (2 – 8)

Easy Rack 42U  
Width = 600 or 800mm  
Depth = 1100mm + Adaptors

Front

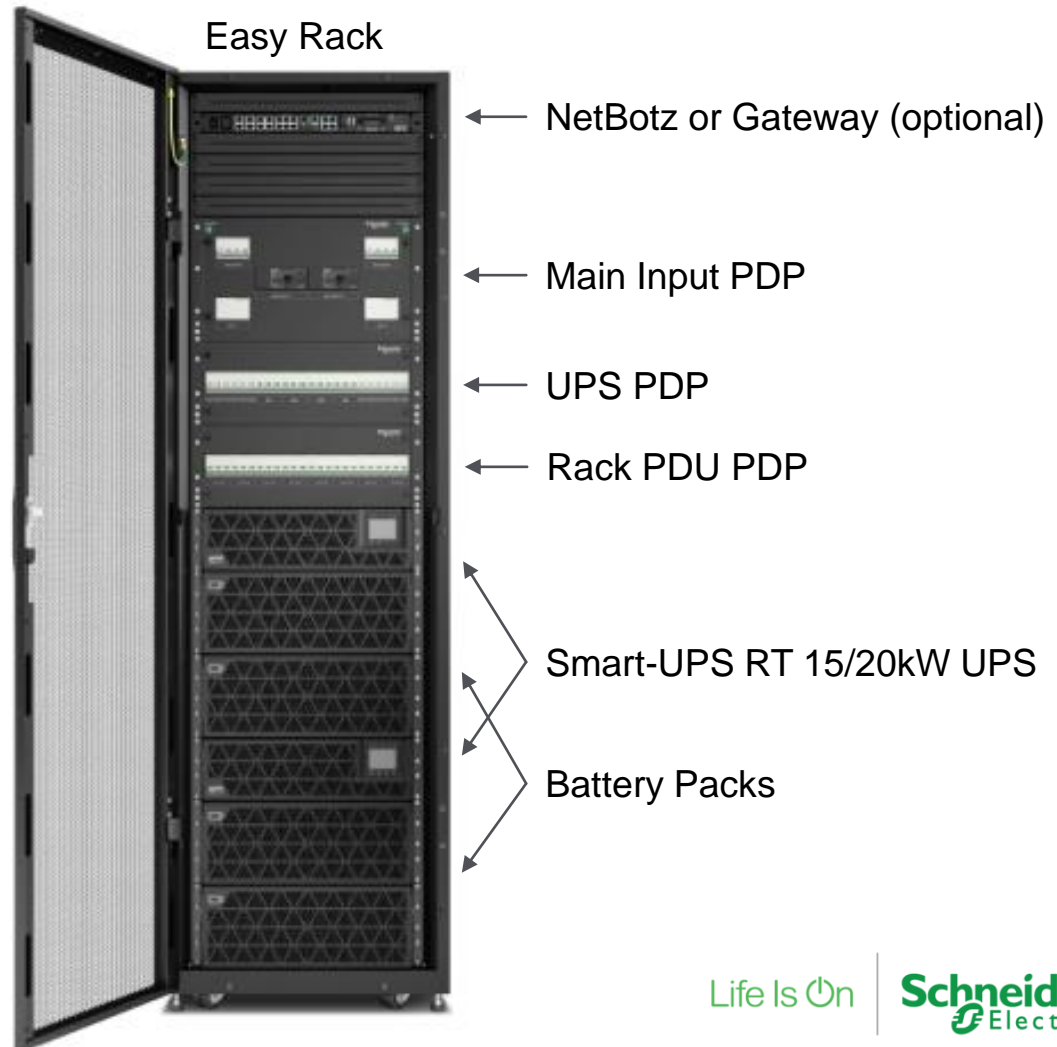


Rear



# System Cabinet Overview

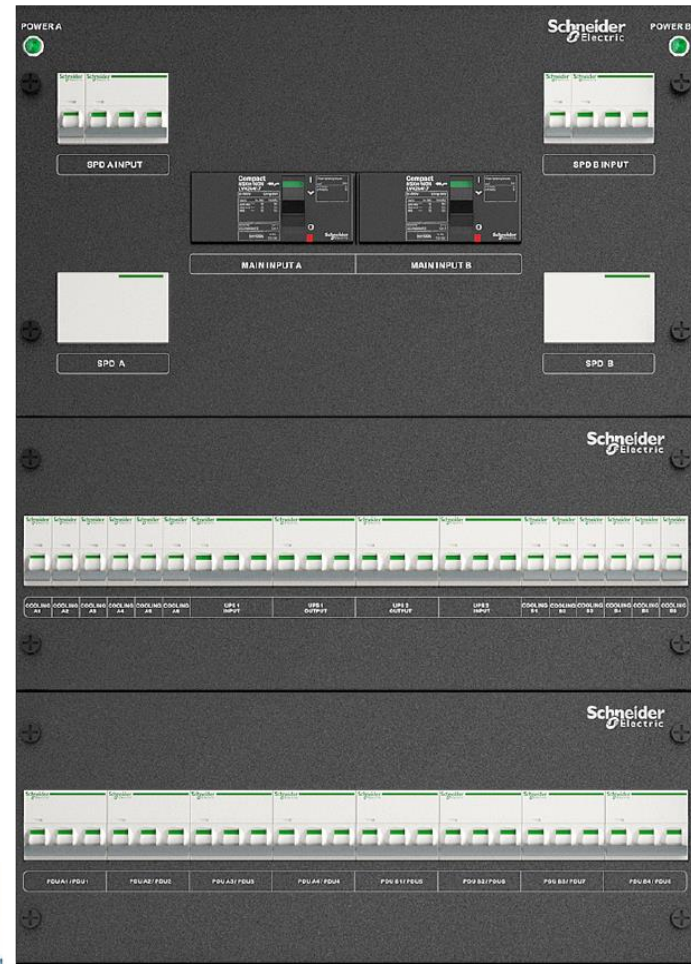
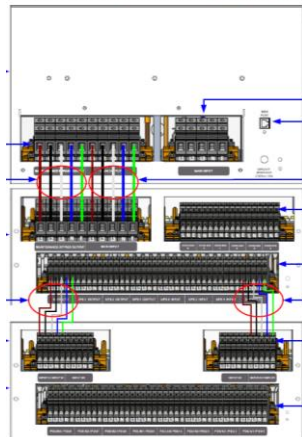
- Configurable from 15 – 40kW
- Made up of rack mounted equipment in an Easy Rack
- Utilizes 15 – 20kW Smart-UPS RT UPS & Batteries
- New Power Distribution Panels (PDP)
- Additional space available to mount Gateway or NetBotz appliance



# New Power Distribution Panels

- 3 Phase power distribution panels to distribute power from rack mounted UPS for Row solutions
- 3 types of PDPs:
  1. Main Input PDP with maintenance bypass
  2. UPS PDP
  3. Rack PDU PDP
- Utilizes Schneider Electric Acti9 Circuit Breakers

1N 40KW PDP ASSEMBLY & WIRING

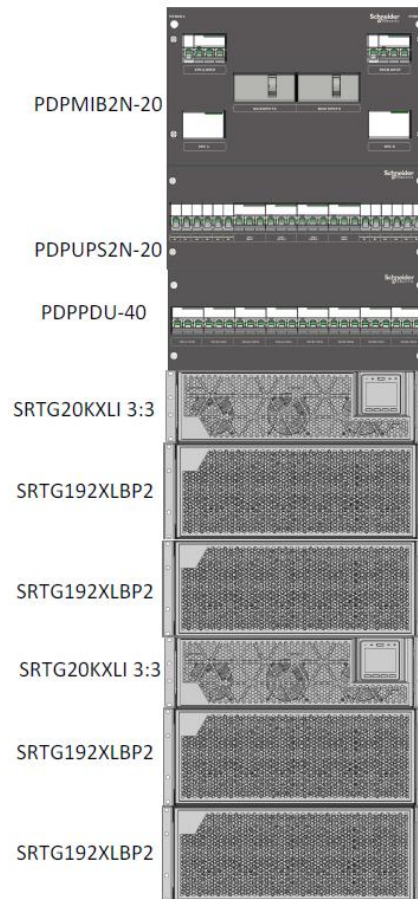


# System Cabinet Configuration Options

- 5 Power Distribution Panels configurable for different power and redundancy levels through new Row Data Center Designer tool:

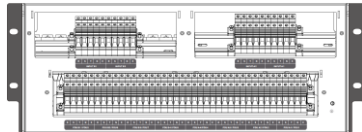
PDP SKU	DESCRIPTION
PDPMIB1N-40	Main Input PDP 1N Single Input 3PH 30 or 40kW
PDPMIB2N-20	Main Input PDP 2N Dual Input 3PH 20kW
PDPUPS1N-40	UPS PDP 1N N+1 20 to 40kW
PDPUPS2N-20	UPS PDP 2N 20 to 40kW
PDPDU-40	PDU Rack PDP 1N to 2N 20 to 40kW

- Configuration options:
  - 15kW, 20kW with N, N+1 Redundancy (1 cabinet)
  - 15kW, 20kW with 2N Redundancy (1 cabinet)
  - 30kW, 40kW with N, N+1 Redundancy (1 or 2 cabinets) >> 2 UPSs in parallel mode
  - 30kW, 40kW with 2N Redundancy (2 cabinets) >> 2 UPSs in parallel mode



# Power Cable Kits for Row Data Center with System Cabinet

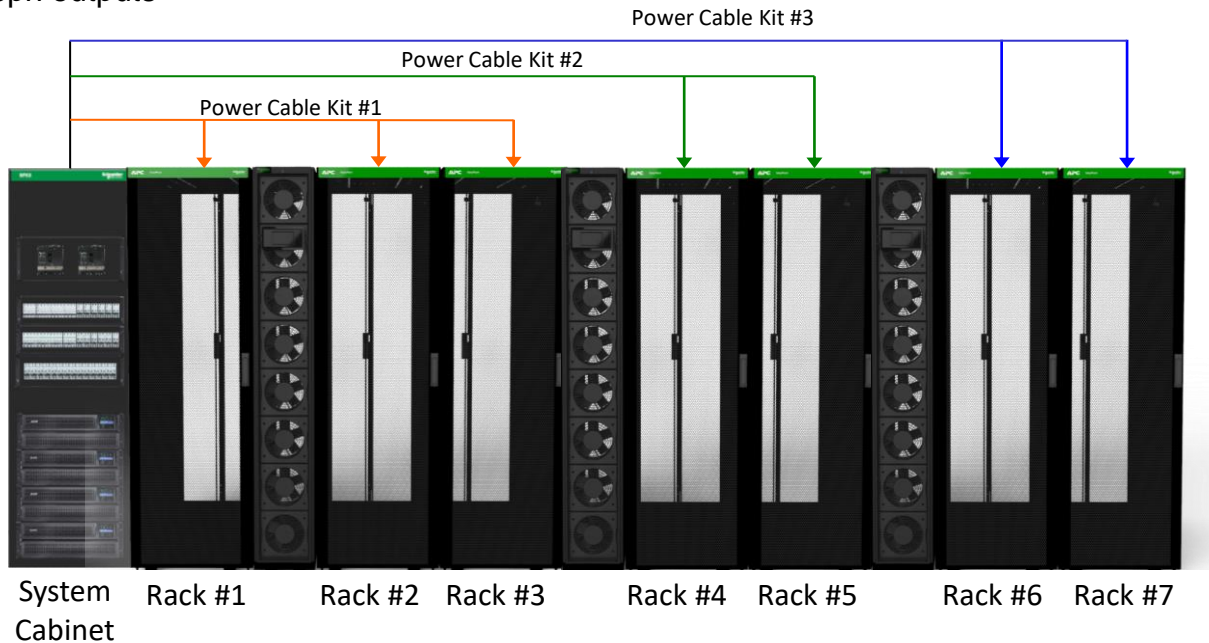
PDPPDU-40



Supports 8 \* 3ph outputs

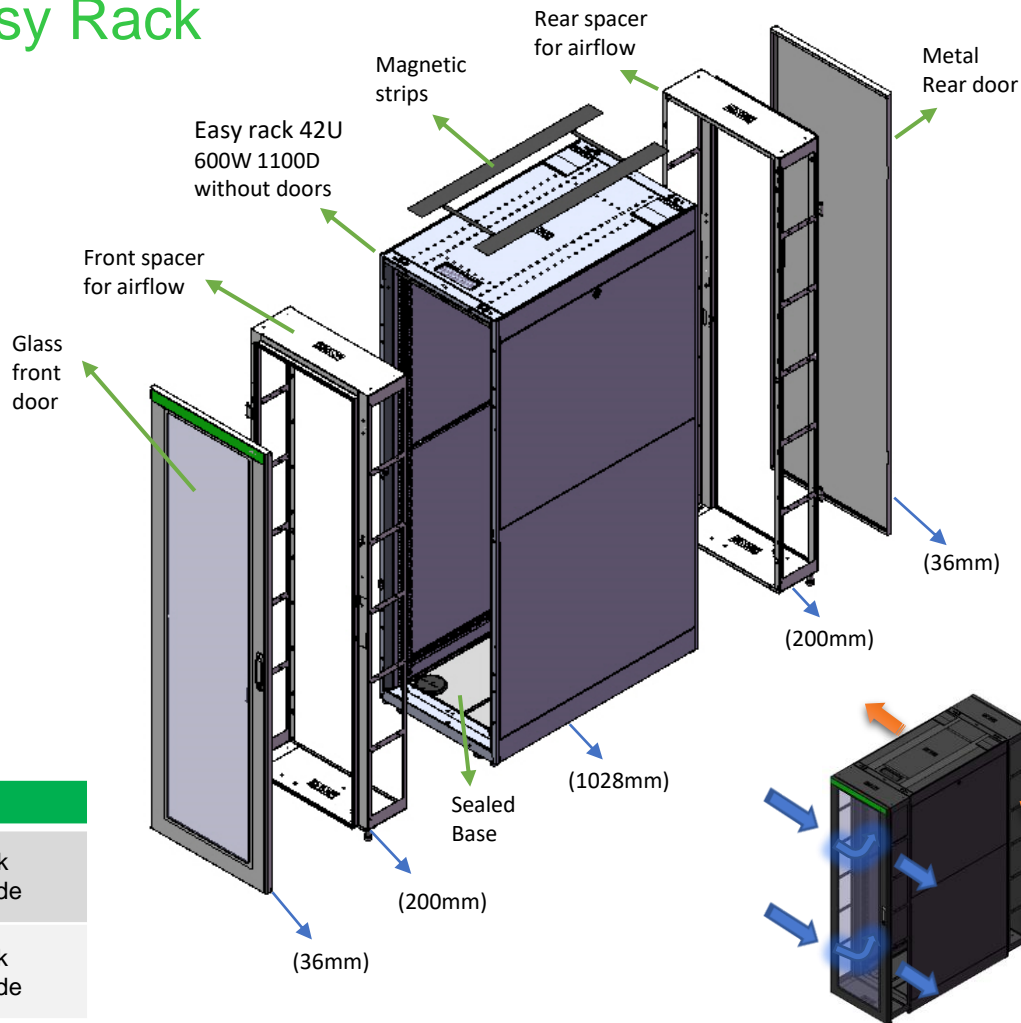
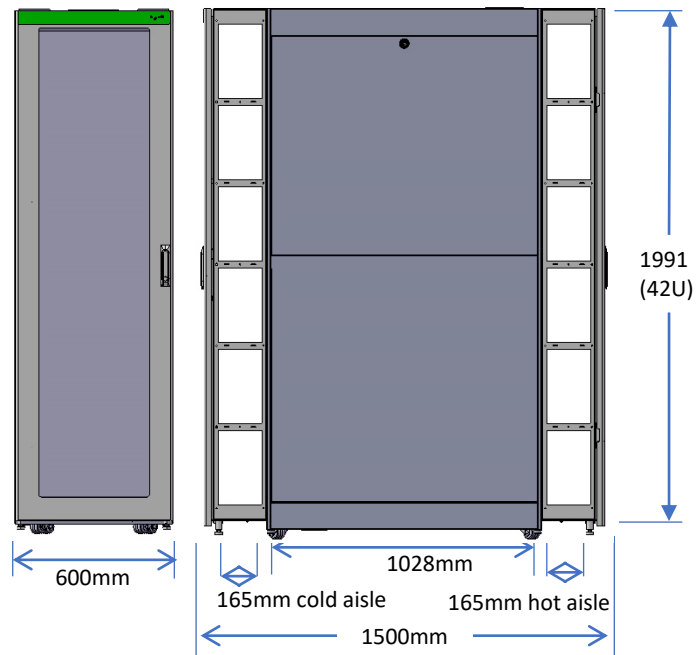


Power Cable Kit	Kit SKU	Application	Cable Length (m)	Current Rating (A)
#1	ER1000R	1-3 IT racks	5	25
#2	ER1001R	4-5 IT racks	7	25
#3	ER1002R	6-7 IT racks	9	25



# Containment Adaptors for Easy Rack

600mm wide ER6212 / 800mm wide ER8212

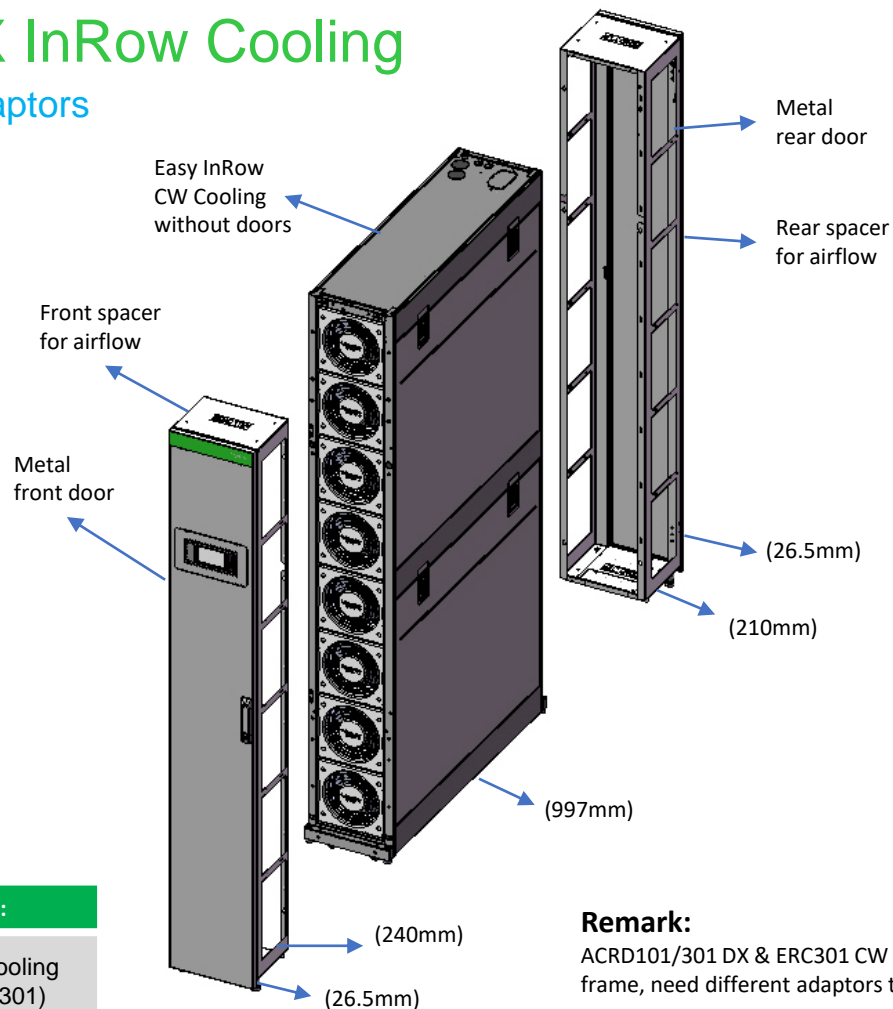
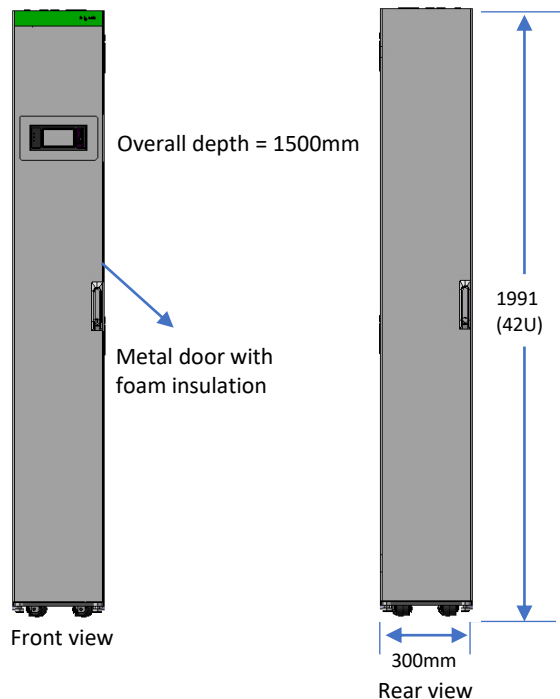


Adaptor SKU	Description	Used for:
ACCS2000	600mm Front Glass Door	Easy Rack 600mm Wide
ACCS2001	600mm Rear Sheet Metal Door	
ACCS2002	800mm Front Glass Door	Easy Rack 800mm Wide
ACCS2003	800mm Rear Sheet Metal Door	



# Containment Adaptors for DX InRow Cooling

## ACRD101/301 Cooling with 300mm width Adaptors



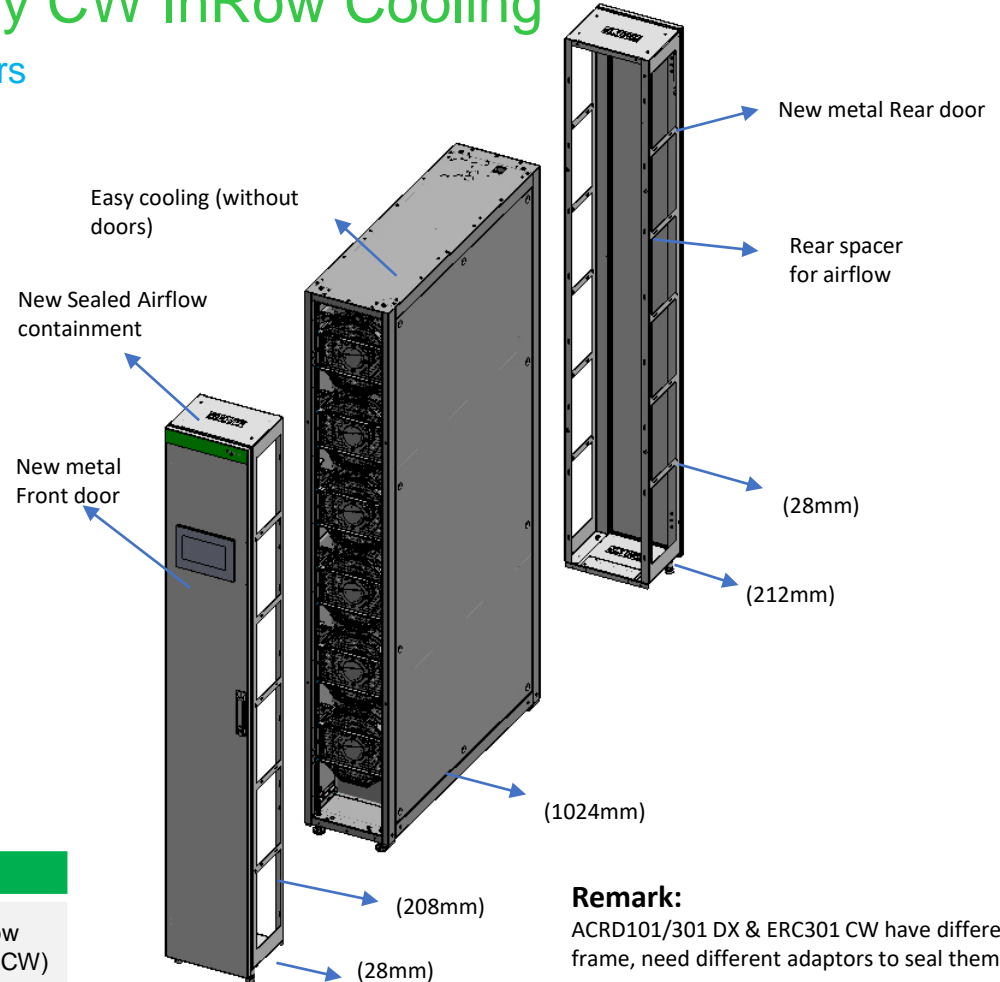
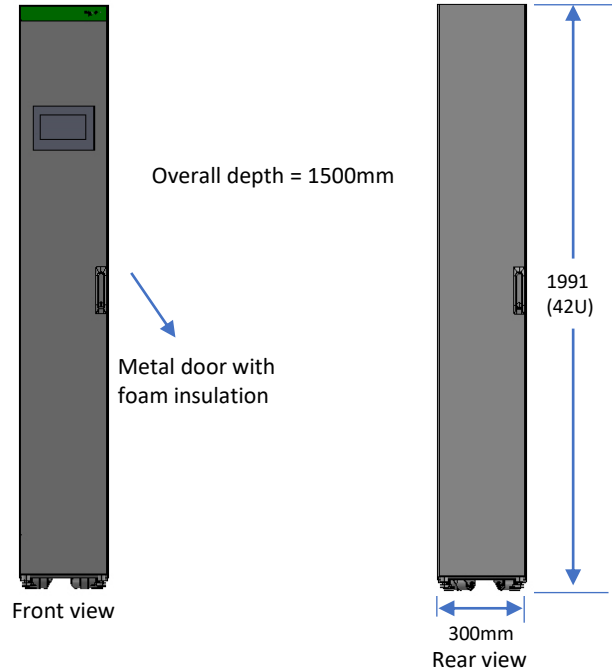
Adaptor SKU	Description	Used for:
ACCS2004	300mm Front Sheet Metal Door	DX InRow Cooling (ACRD101/301)
ACCS2005	300mm Rear Sheet Metal Door	

### Remark:

ACRD101/301 DX & ERC301 CW have different frame, need different adaptors to seal them.

# Containment Adaptors for Easy CW InRow Cooling

## ERC301CW Cooling with 300mm width Adaptors



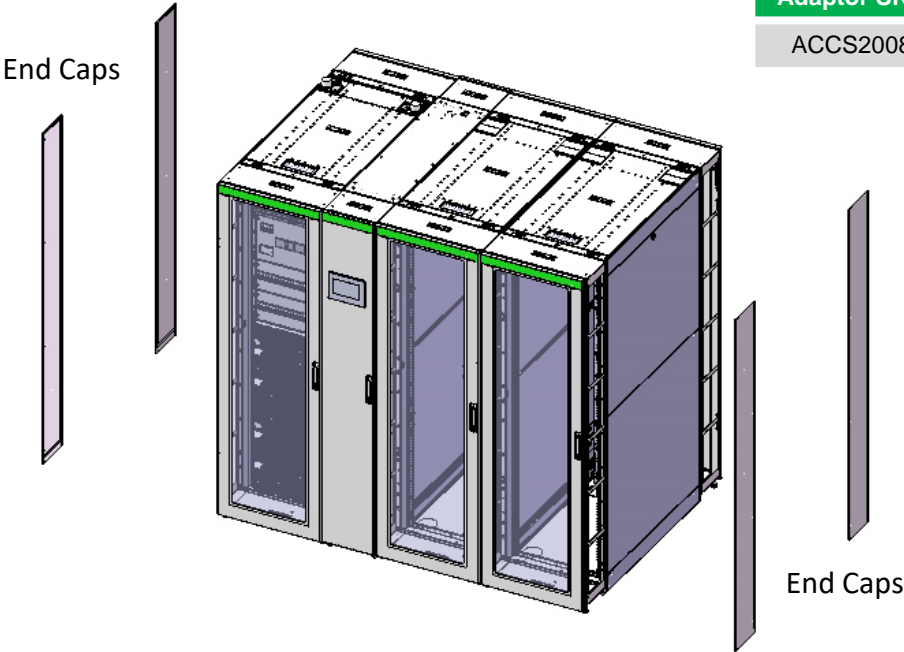
### Remark:

ACRD101/301 DX & ERC301 CW have different frame, need different adaptors to seal them.

Adaptor SKU	Description	Used for:
ACCS2006	300mm Front Sheet Metal Door	Easy CW InRow Cooling (ERC301CW)
ACCS2007	300mm Rear Sheet Metal Door	

# Containment Adaptor End Caps

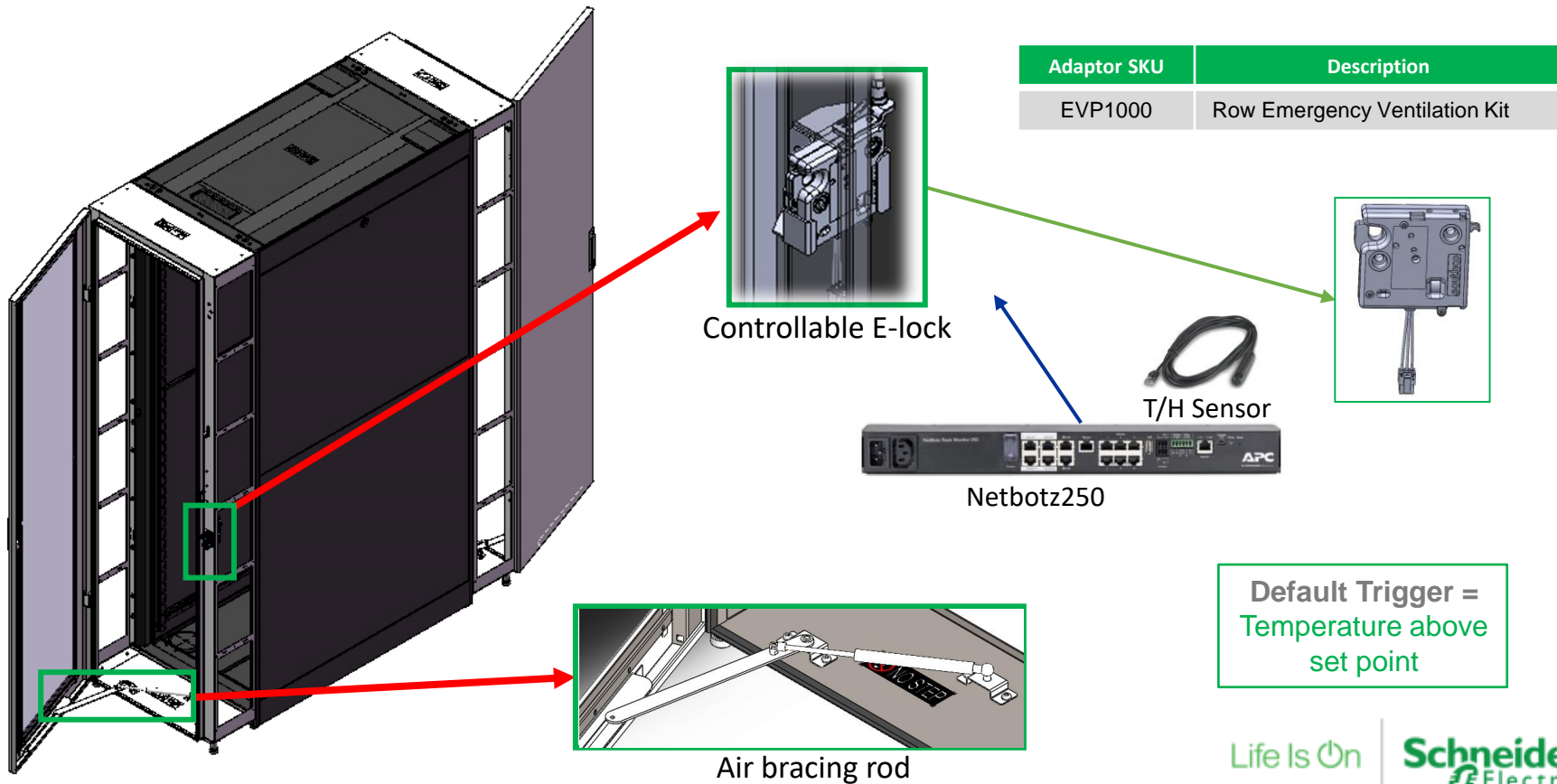
Compatible with Easy Rack Adaptors only



Adaptor SKU	Description	Used for:
ACCS2008	Easy Rack Adaptor End caps	End of row sealing

# Optional Emergency Ventilation Solution for Contained Row

When the controllable e-lock is released, the Air bracing rod will automatically open the door



# Orion Row Solution Wave1 New Developed SKUs List

1	PDPMIB1N-40	Main Input PDP 1N Single Input 3PH 30 or 40kW
2	PDPMIB2N-20	Main Input PDP 2N Dual Input 3PH 20kW
3	PDPUPS1N-40	UPS PDP 1N N+1 20 to 40kW
4	PDPUPS2N-20	UPS PDP 2N 20 to 40kW
5	PDPPDU-40	PDU Rack PDP 1N to 2N 20 to 40kW
6	ACCS2000	Front Adaptor for 42U 600mm Wide Easy Rack
7	ACCS2001	Rear Adaptor for 42U 600mm Wide Easy Rack
8	ACCS2002	Front Adaptor for 42U 800mm Wide Easy Rack
9	ACCS2003	Rear Adaptor for 42U 800mm Wide Easy Rack
10	ACCS2004	Front Adaptor for InRow DX Cooling 1100mm depth
11	ACCS2005	Rear Adaptor for InRow DX Cooling 1100mm depth
12	ACCS2006	Front Adaptor for Easy InRow CW 1100mm depth
13	ACCS2007	Rear Adaptor for Easy InRow CW 1100mm depth
14	ACCS2008	End Cap for Easy Rack Containment, set of 2
15	ER1000R	Power cable kit 2 to 4 rack row length 5m
16	ER1001R	Power cable kit 5 to 6 rack row length 7m
17	ER1002R	Power cable kit 7 to 8 rack row length 9m
18	EVP1000	Row Emergency Ventilation Kit with Easy Rack

# Row Configuration Overview

	New Row Configuration	Legacy ISX Solution
POWER	<b>System Cabinet:</b> <ul style="list-style-type: none"><li>• Easy Rack +</li><li>• Smart-UPS RT &amp; Batteries</li><li>• Combination of new power distribution panels</li></ul>	Symmetra PX
RACKS / CONTAINMENT	Easy Rack (600 or 800mm wide)  + New Easy Rack & InRow Cooling Containment	NetShelter SX  + Rack Containment (RACS)
RACK PDU	Easy Rack PDU	NetShelter Rack PDU
COOLING	Uniflair InRow Cooling or Easy Chilled Water	
SERVICES	Assembly, Start-up (including new for System Cabinet) Maintenance Services	
OTHER	Accessories, Management, NetBotz	

On average 20% less expensive than comparable legacy InfraStruxure solution

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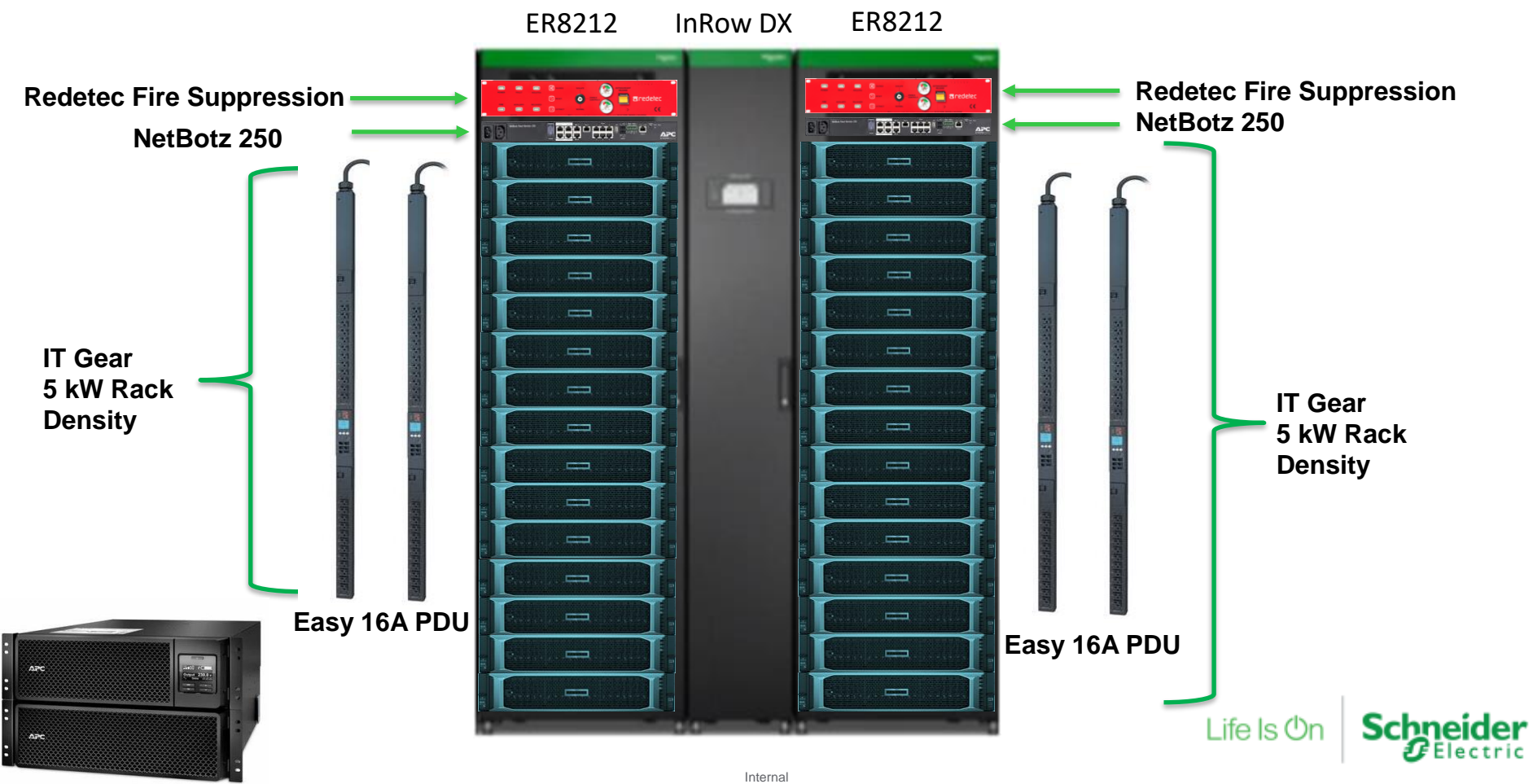
# Reference design introduction

# Reference Design: 20-80kVA w/o System Cabinet external UPS/Power Distribution

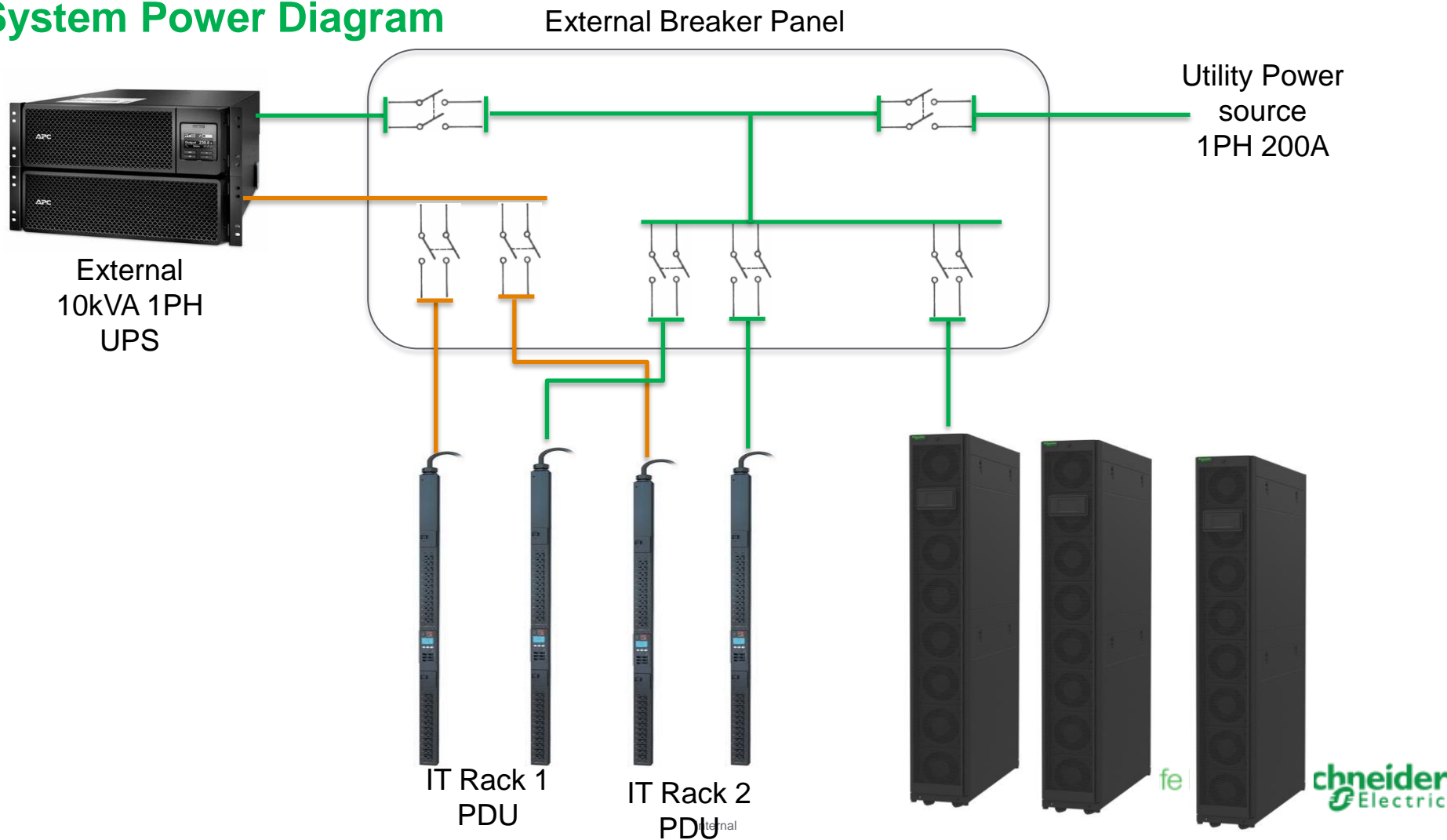
## Easy Platform Solution (Racks, PDU, Cooling) Manual Configuration



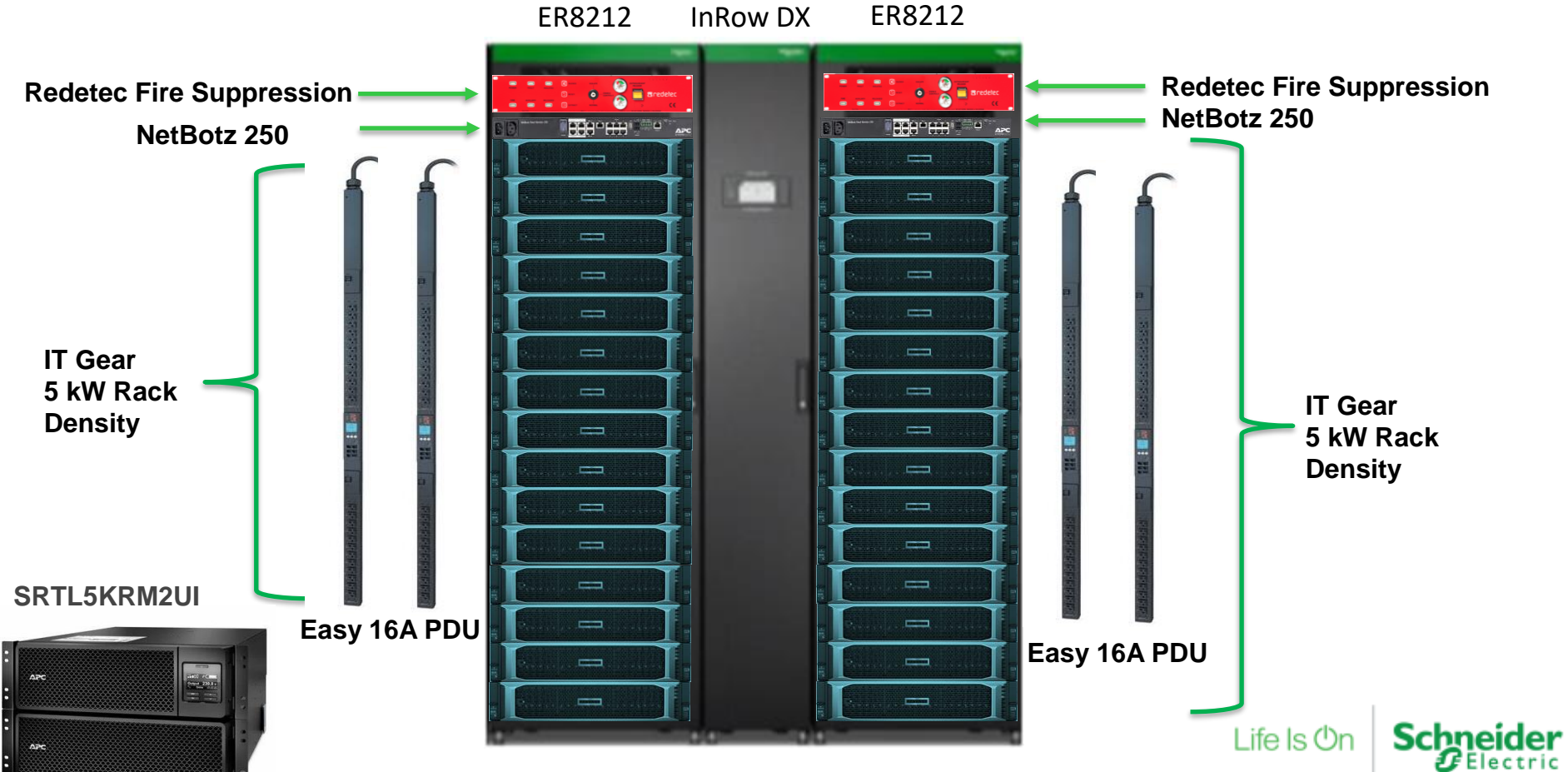
# Reference Design: 1N 5/10kVA 1PH UPS with External PDP



# System Power Diagram



# Reference Design: 1N 5/10kVA 1PH UPS, Lithium Long Runtime with External PDP



# Reference Design: UPS Compatibility

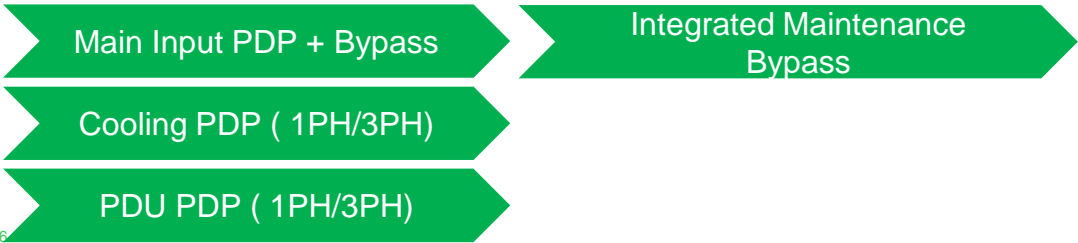


**External  
Easy UPS 3S**



**System Cabinet 1N/2N 40kW**

**3-8 IT Racks**





# Reference Design: UPS Compatibility



External Bypass



3-8 IT Racks



**Galaxy VS      System Cabinet 1N/2N 40kW**

- Main Input PDP + Bypass
- Cooling PDP ( 1PH/3PH)
- PDU PDP ( 1PH/3PH)

# Reference Design: 20-40kVA Centered System Cabinet

3PH 16A PDU

Standard 16A PDU Cable Kit

10kVA Rack Power Density

Optimized for Cable Kit Length

Manual Designer Configuration



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Schneider  
Electric

Internal

# Reference Design: 1N/60kVA 2N/30kVA

3PH 16A PDU

Standard 16A PDU Cable Kit

10kVA Rack Power Density



30kVA System  
Cabinet

30kVA System  
Cabinet

# Reference Design: 2N/40kVA 1N/80kVA



40kVA System  
Cabinet

40kVA System  
Cabinet

# Reference Design: 1N/80kVA -160kVA Single or Dual Row

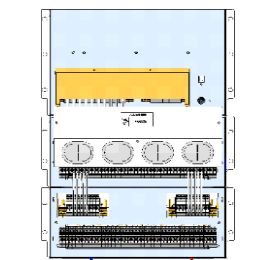
Jedi: Easy  
Modular UPS



# Reference Design: 2N/20kVA 1N/40kVA 1PH/3PH PDU PDP Optimization

## 1PH/3PH PDU PDP

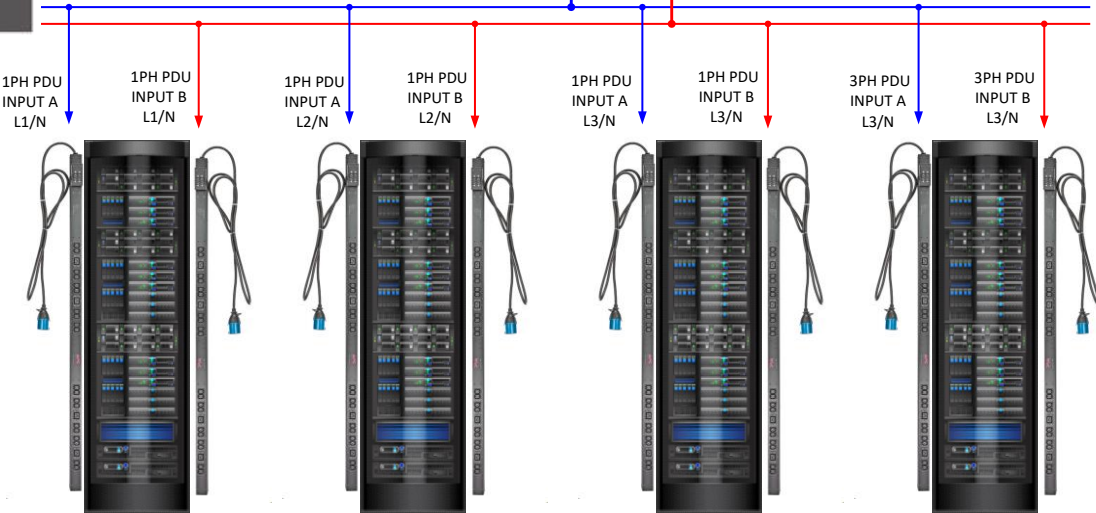
20kW 2N System PDP



4 x 3PH 16A PDU

12 x 1PH 32A PDU

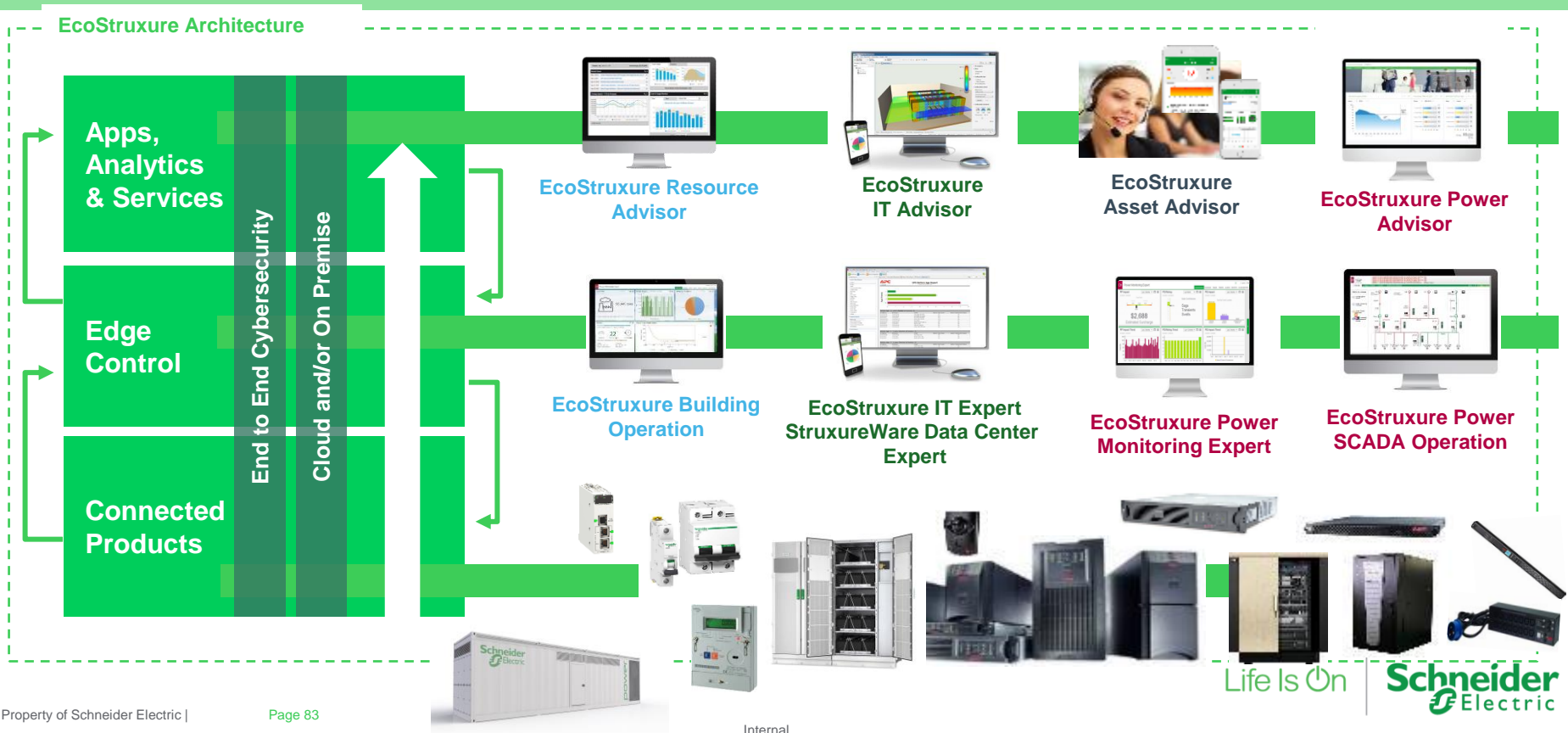
Supports Unbalanced Rack  
Phase Balancing  
4, 5, 7, 8





# EcoStruxure for Data Center – On the Cloud or the Edge

## Solution Portfolio



# Common Environmental Risks

---

Water, heat, and equipment failures accounted for 11 percent of all data center outages in 2016.



OVERHEATING



FLUIDS/LEAKS



HIGH HUMIDITY



CONTAMINANTS



FIRE/SMOKE

# Access Control Risks

---



BREACHED ENCLOSURES



ENCLOSURES LEFT OPEN

# New APC NetBotz Portfolio

New 750, 755, and 165 will seamlessly drop into rest of NetBotz Ecosystem

## Intelligent Appliances



NetBotz Rack Monitor 750



NetBotz Wall Monitor 755  
(RTS July 2020)



NetBotz Rack Monitor 250

## Pods



Camera Pod 165



Sensor Pod Rack 150



Sensor Pod Wall 155

## Rack Access



NetBotz 250  
(NBACS125 & NBACS1356)



Rack Access Pod 175  
(RTS Q4 2020)  
(v2 125 kHz and 13.56 MHz handles)

## Sensors



Wireless Temperature & Humidity



Temperature



Temperature & Humidity



Dry Contact



Leak Rope



0-5 V Sensor



Spot Fluid



Vibration



Smoke



Beacon



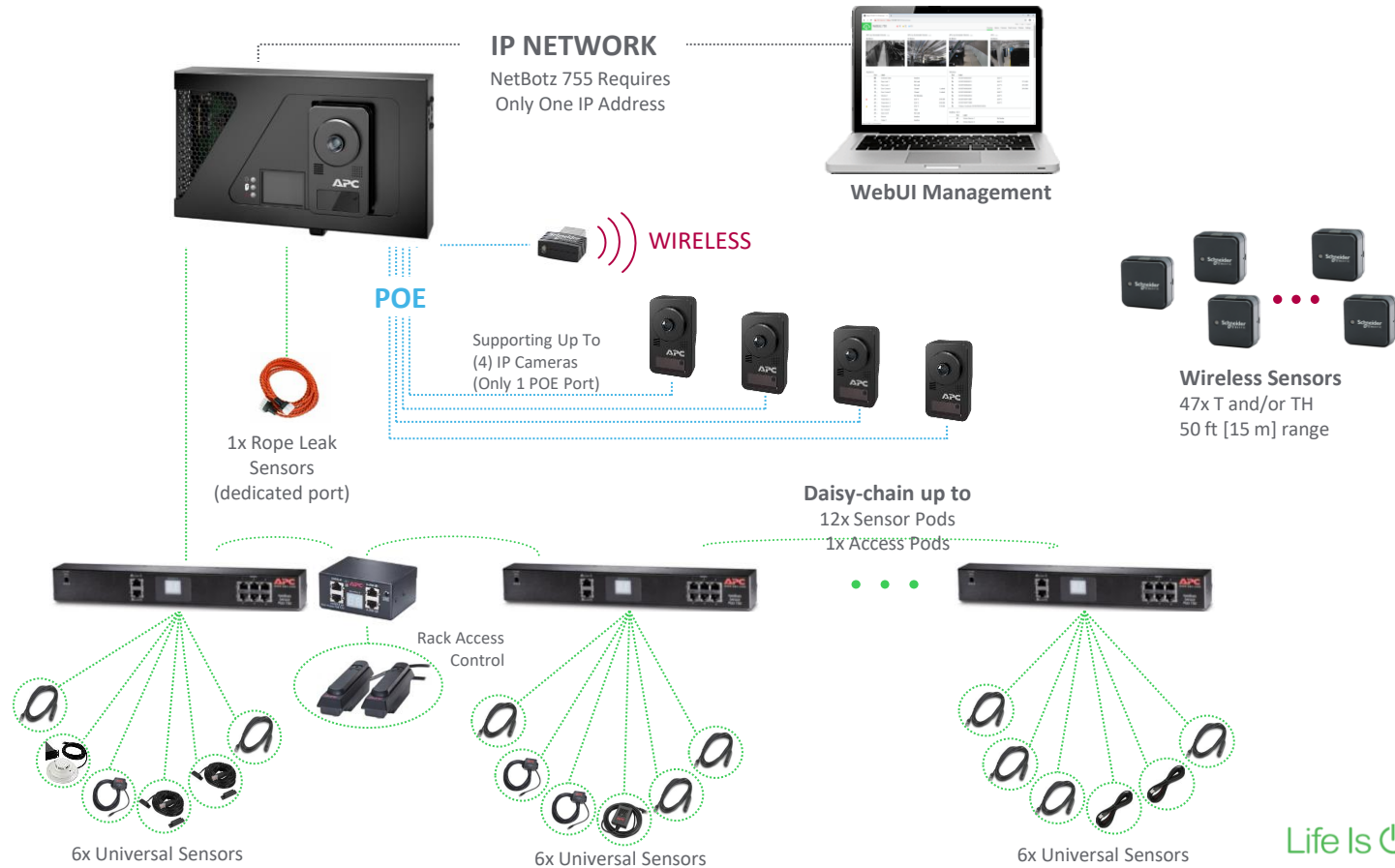
Door Contact

# Rack Level Power, Environmental and Security Monitoring DC / IT Server Room



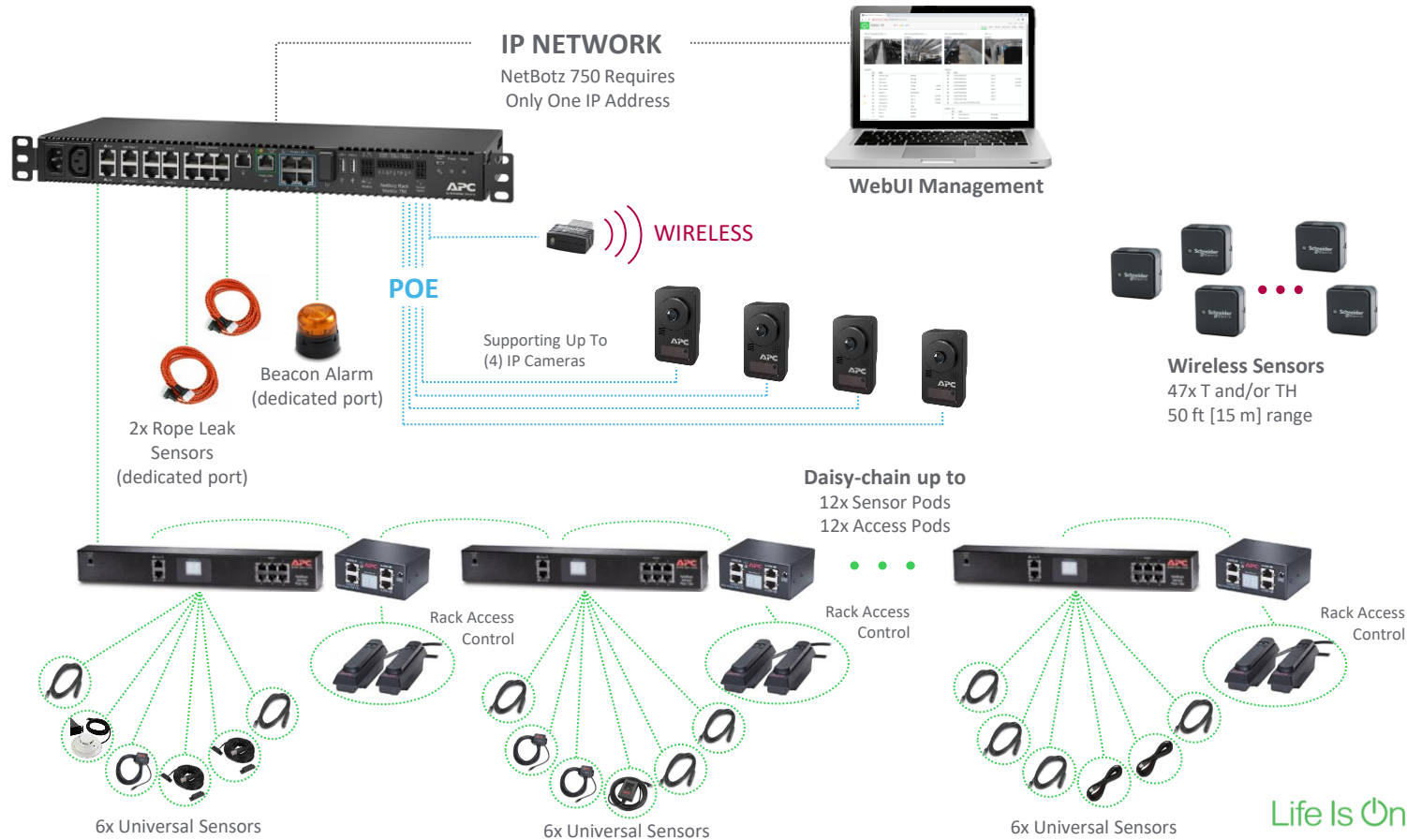
- Metered Rack PDU – Each rack
- Environment Sensor – Each rack
- Rack Access control – Critical Rack

# NetBotz 755 Architecture



Internal

# NetBotz 750 Architecture





# EcoStruxure IT Expert

simplifies local edge and  
distributed IT monitoring



Centralized  
monitoring



Vendor  
agnostic



Device Management &  
Assessments





Accessible from  
any device, no  
VPN





Schneider Electric is committed to maintaining security and data privacy


# EcoStruxure IT Expert capabilities


 Instant visibility through centralized and vendor-neutral device monitoring


 Benchmarking for proactive device performance management

 Assessments for optimized device maintenance

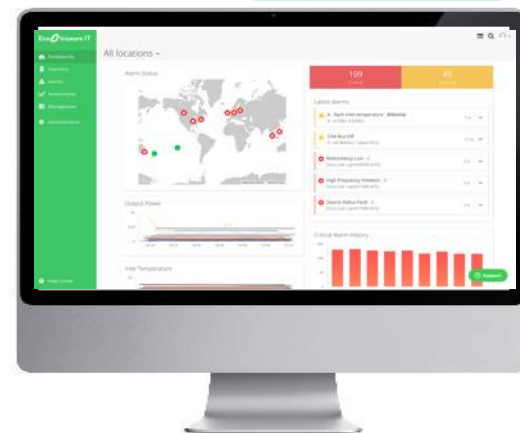
 Device Security Assessment for reduce risk of security breaches

 Device configuration and firmware update for remote device management

 Smart alarming and data-driven recommendations for fast troubleshooting

 Customizable dashboard to see at a glance what's important for you

Cloud-based

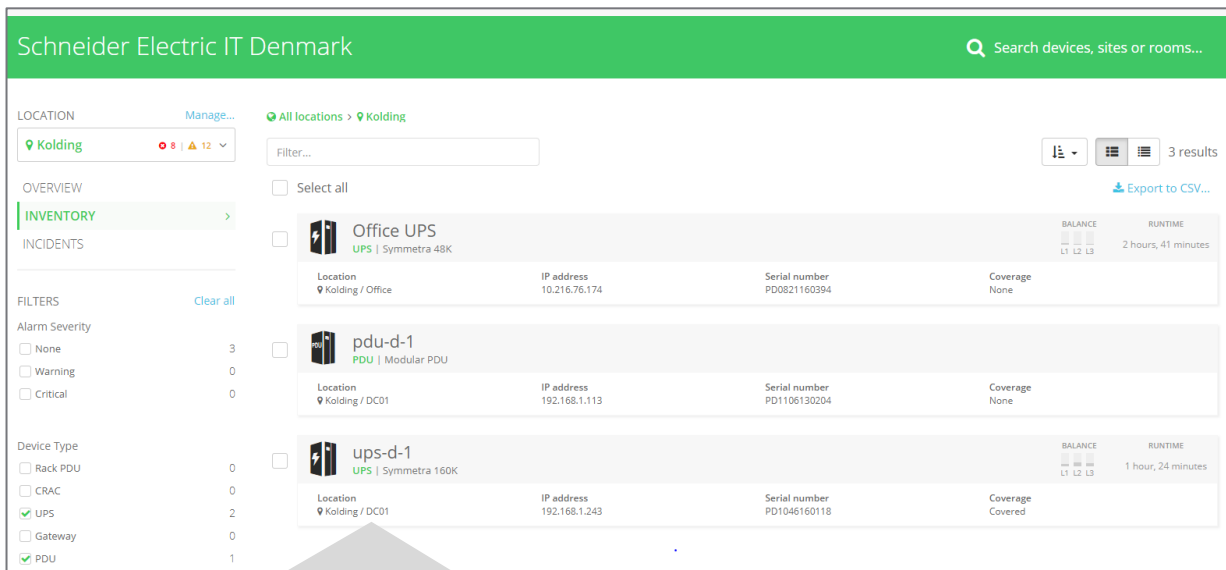


**Stay tuned!**

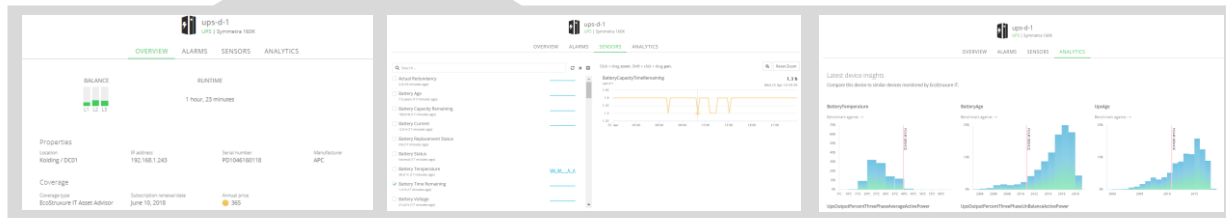
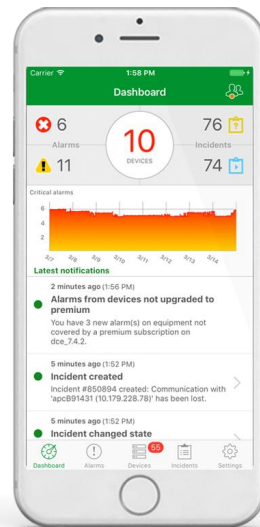
EcoStruxure IT Expert is on continuous release and more functionalities will come in the future

# Visibility – Asset Management

Ecostruxure IT allows operational productivity through immediate visibility of all assets in all locations. Drill down by site, search by device type to show device asset data, current, historical and comparative performance. View on any internet enabled device.



Cloud-based



Overview

Sensors

Analytics

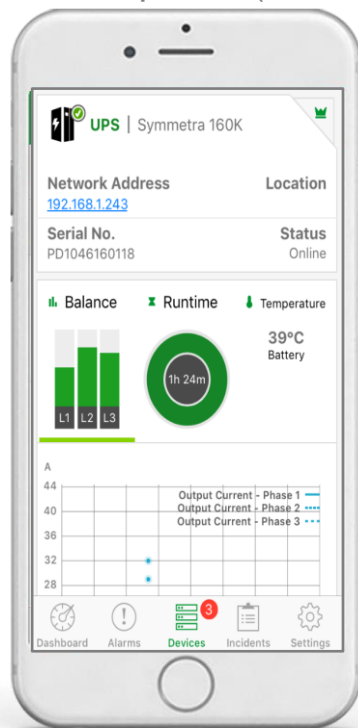
Life Is On

Schneider Electric

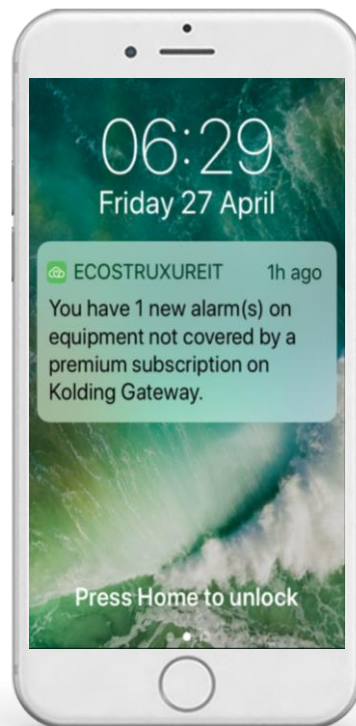
# Full off premise visibility

EcoStruxure IT increases transparency of critical equipment through live sensor data , alarms delivered directly to your smartphone (no need for VPN)

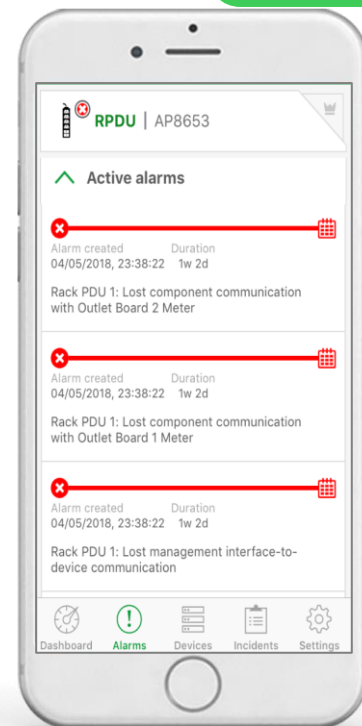
Cloud-based



Equipment status and live sensor values



Alert notifications



Active alarms  
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# Q&A

# EcoStruxure Row Data Center Solutions



EcoStruxure Row Data Center is a configurable solution made up of standard building blocks now with more flexibility and choice in rack systems, power, and cooling to provide more value, configurability, and adaptability to meet varying applications and business demands around the globe.

	Technical Specs – New options
Height / Depth	H = 1991mm (42U) D = 1100mm or 1500mm with containment
Total Racks	2-8 APC Easy Racks
Maximum IT Load	15 – 40kW
Cooling type	DX or CW options
Containment	Uncontained or contained options with emergency ventilation.

Download Brochure Here [Link](#)

WHAT

## Key Features (What's New):

1. More configurability with new System Cabinet, APC Easy Racks and PDUs, and InRow cooling options  
**Greater configurability and options offers more value and choice in infrastructure to meet specific needs and applications of your customers**
2. Fully sealed Row Data Center Solutions for commercial environments  
**Taking EcoStruxure Row Data Center Solutions where they have never gone before into non-IT environments with new containment adapters for Easy Racks and InRow cooling with optional emergency ventilation kit**
3. New Row Data Center Designer Tool in Schneider Electric Design Portal  
**Faster design and configuration of EcoStruxure Row Data Center Solutions with new Row Data Center Design Tool**

WHY



iSEL



Web



Video



Contact US

## Key Applications:

- Small Data Center
- IT / Networking / Server Rooms
- Regional / Branch Offices
- Consolidation
- Modernization

## Segments:

- Finance / Banking
- Healthcare
- Education
- Government
- Manufacturing
- Telco

## Environments:

- IT Environments
- Commercial Environments

WHERE





# Game Time!

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# Question 1 โหลดชั้น All-in-one ใน Row DC ที่เรียกว่า System cabinet มีขนาดสูงสุดกี่ kW?

1. 30 kW
2. 36 kW
3. 40 kW
4. 46 kW

## Question 2 โฉลชุดชั้น Row DC ประกอบด้วย Power, Rack, Containment, Rack PDU, Cooling, Services และระบบ Monitoring ที่ชื่อว่าอะไร

1. PowerChute
2. SmartConnect
3. EcoStruxure IT Expert
4. All 3 above

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