

Life Is On



Digital Transformation at the Edge

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Secure Power International, Schneider Electric

Everyone is digitizing

Cheap compute and cheap networking is fueling technology innovations

Technologies

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

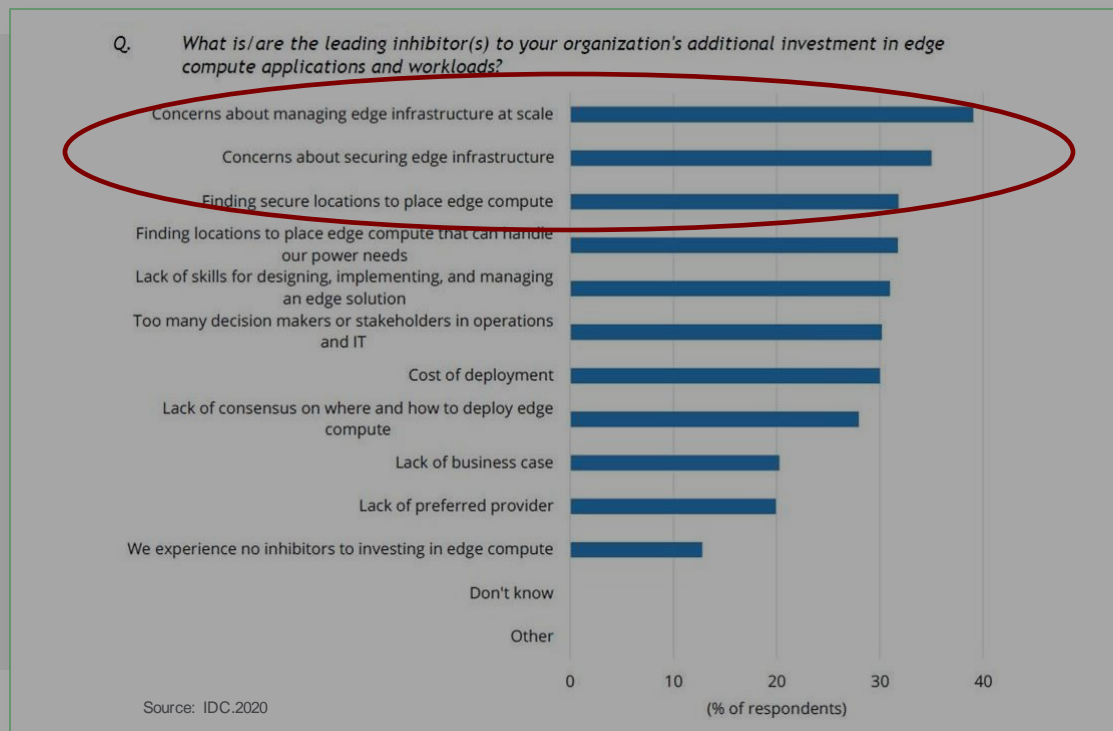
180 trillion
GB of data*

80 billion
connected things*

\$232 billion
AI spending by 2025**

* IDC **KPMG

Managing **at scale** and **security** are the top concerns for distributed IT environments

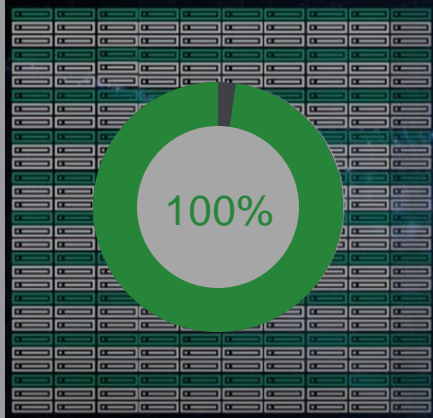


Source: IDC White Paper, [Succeeding at Connected Operations with Edge Computing](#)

The IT data center environment is increasingly complex

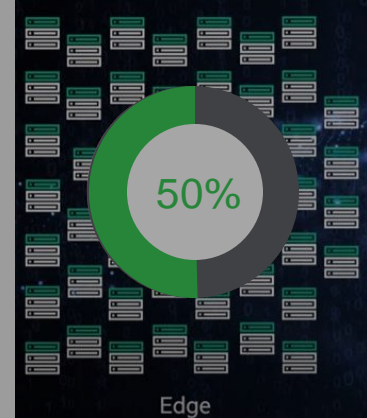
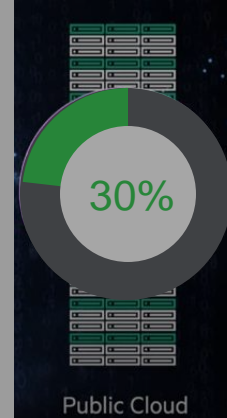
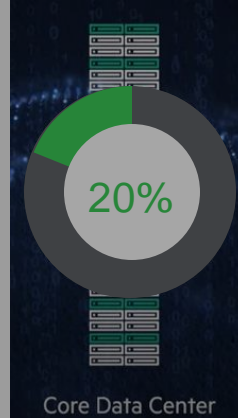
In 2000...

The core-driven enterprise



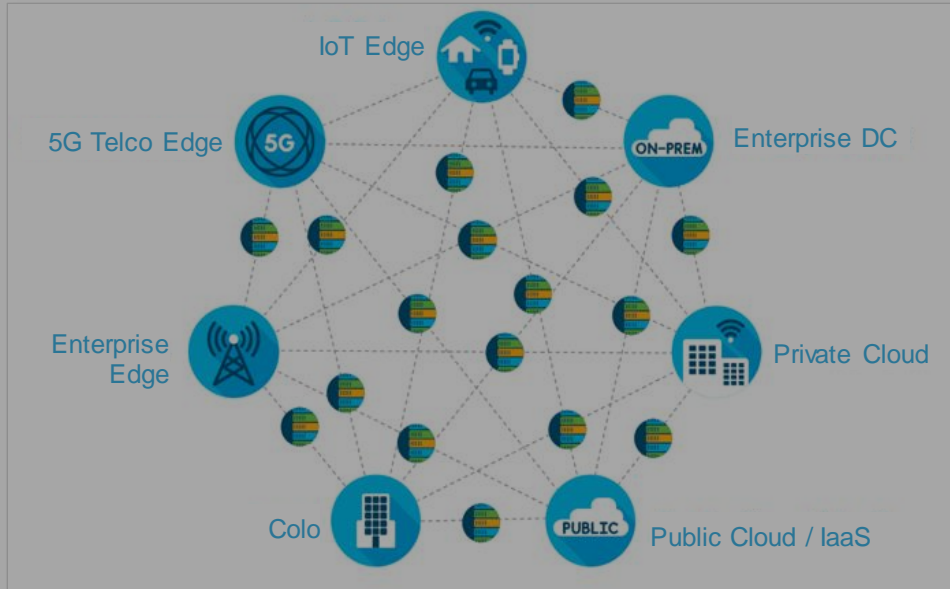
By 2025...

The distributed enterprise



Source: [HPE](#), March 2022

Distributed, hybrid IT environment makes it more challenging to maintain **resiliency**



- ⚠ Having visibility to many geographically dispersed sites
- ⚠ Lacking onsite staff
- ⚠ Managing alarm storms
- ⚠ Maintaining a large fleet

Edge & IoT across key verticals



Finance



Healthcare

Retail



Hybrid IT



Industrial



Public

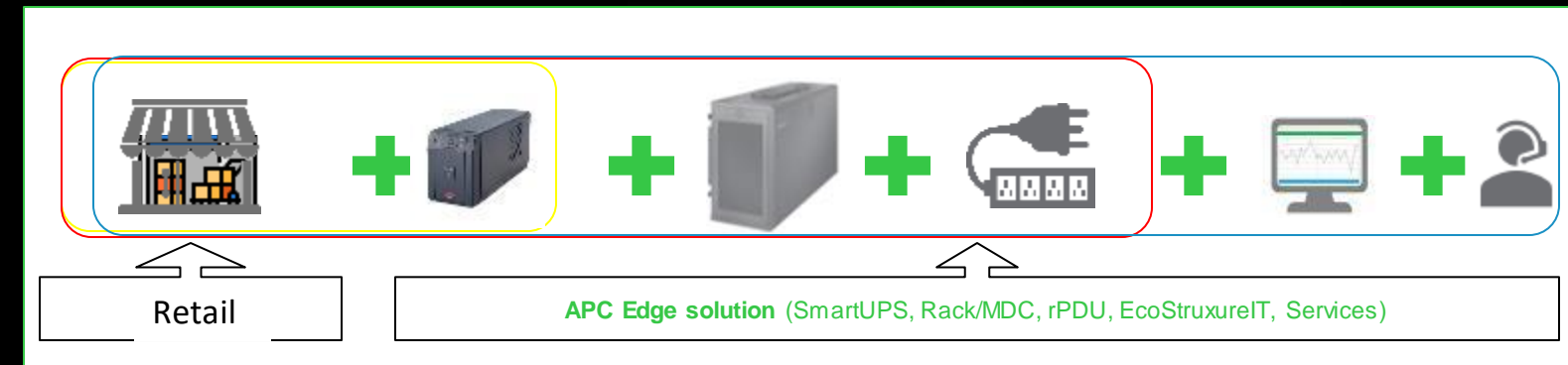
and Transportation, Education, Telco, Utilities....

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Schneider
Electric

Edge Solutions suitable for any vertical

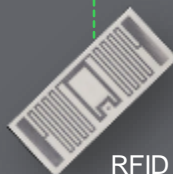
SI / Solution Partner



Retail POS



Digital price tag



RFID



CCTV



Software

meldcx

Technology at the Edge

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Schneider
Electric

Bringing Edge Infrastructure Management to Life

Three common use cases



University

- Education & Admin Buildings, Dormitories
- Closets across campus

- Students & Educators
- Admin Staff

- Standard RMM Tool

- Limited Layer 1 visibility
 - Power On/Off
 - Inventory management



Regional Hospital

- Multiple buildings
- Closets on each floor

- Patients
- Medical Staff

- “Plug ‘n Pray”

- Highly reactive
- Not secure



Investment Bank

- Closets in multiple offices
- Small local data center

- Bankers
- Support Staff

- Environmental Monitoring Tool

- Limited root cause visibility



รถส่งพัสดุไร้คนขับ

ที่มา : สำนักข่าวซินหัวรายงานจากเมืองหยางเฉวี่ยน รายงานโดย สวพ91 ณ วันที่ 21 มิ.ย.2566



- มีให้บริการรวม 13 คัน ณ ปัจจุบัน
- ครอบคลุมสถานีจัดส่งพัสดุด่วน มากกว่า 50 แห่ง
- เทคโนโลยีการขับเคลื่อนอัตโนมัติระดับ 4
- อุปกรณ์ตรวจจับครบครัน เช่น เรดาร์และกล้อง
- จนท. รักษาความปลอดภัยระยะไกลแบบเรียลไทม์
- จัดส่งพัสดุมากกว่า 10,000 ชิ้น ในแต่ละวัน
- ลดเวลาการทำงานของพชร.ได้ 1-2 ชั่วโมงต่อวัน

Transactional & Edge Portfolio

Best in Class Point Products today

Best in Class Integrated & Intelligent Solutions



Software & Accessories



Racks & Enclosures



Power Distribution



UPS

DESIGN

BUILD

Hyper Converged EDGE



One Brain & One Network
Software Defined Operations

MAINTAIN

OPERATE

Micro Data Center series



MDC6U



NCX



MDC43U



Easy MDC 24U / 42U



Row Data Center



All-in-One Easy Prefab

MDC R-Series with IP54



Coming soon in Aug-23

Custom Edge Platforms & Categorization

Micro Data Centers



Row Data Centers



Industrial Rack



Level 0 ATO / PTO

Product configuration

- Minor configuration
- Select optnl accs
- Deselect components

Level 1

Light product customization

- Color change
- Cable entry rev etc
- Different packing style

Level 2

Medium product customization

- Internal changes
- Door, Roof, Side
- 2N UPS & Cooling
- New Cooling unit / capacity
- Height change

Level 3

Heavy product customization

- New design
- New Platform
- Unique customer
- ID / Specs
- Eg: Outdoor MDC, EMC/EMI, Seismic etc

Proposal Cycle

Concept Cycle

Qualify

Design

Concept

Offer

Proto Cycle

Proto

Approval

Design Iteration

Final Proto

Parameter	Level 1	Level 2	Level 3
MOQ	5	15	50
Leadtime for design (working days)	5	8-10	15
Manufacturing Leadtime	Depends on the customization (will be confirmed along with quote)		

Reference Design examples



Commercial & Office Environments



Rugged Environments



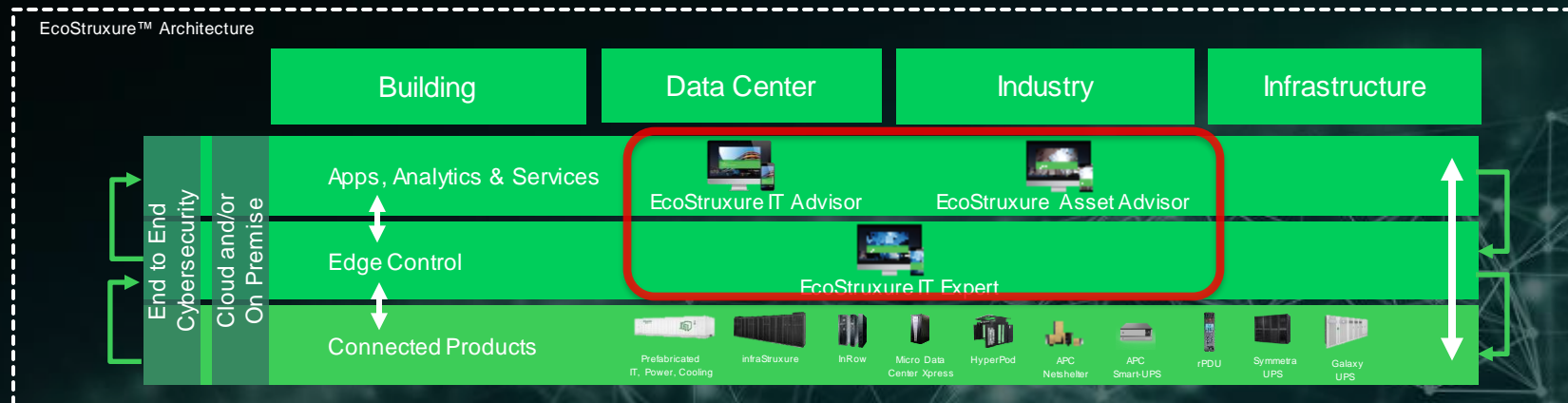
**Factory floor, industrialized warehouse,
manufacturing plant**

Why consider adding software & managed services?

“More than 60% of end user organizations want outside help in managing their edge deployments”

Source: IDC

EcoStruxure IT



**EcoStruxure
Building**

**EcoStruxure
Power**

**EcoStruxure
IT**

**EcoStruxure
Machine**

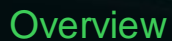
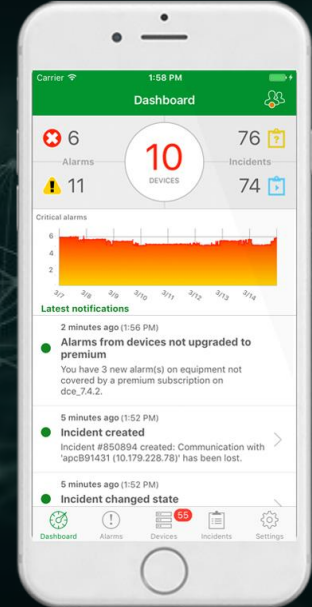
**EcoStruxure
Plant**

**EcoStruxure
Grid**

EcoStruxure IT Software & Services

Cloud-based Critical Infrastructure
Monitoring & 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.



Sensors

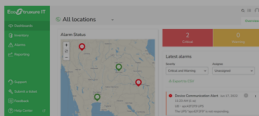
Analytics



Client's Testimonial : SE Edge Solution & Eco IT Expert

SIS Distribution (Thailand) Co., Ltd.

<https://www.youtube.com/watch?v=cSRHmVVpOYM>



Customer Challenge

- Degeneration of Existing UPS in Head Office
- Scale down IT facility in Head Office
- Lack of power protection for 5 Branch IT
- Deficiency of Visibility and Proactive Monitoring
- Risk of Down time (Cost of Risk 270,000 THB/ hour)

The Solution

- Head office: Local Configure Micro DC and RACS with InRow SC, NetBotz750, SRT8KXLI
- 5 Branch Office: SRT8KXLI x 2 units, SRT10KXLI x 2 units, SRTG10KXLI x 1 unit
- Ecotraxure IT Expert and Ecotraxure Asset Advisor for All location

Customer Benefits

- No require room building for Head Office IT
- Secure Risk of down time
- Visibility and Proactive Monitoring
- 24x7 monitoring Service

The Results: Life is On with...

- Secure Risk 540,000 THB/ year
- Reduce 30% of operation cost & preventive maintenance

* In term of End-user, we experience 24x7 secure IT operation and real time response service. Since we can manage multi-location IT with centralize IT while we used to have dedicate local staffs.

In term of partner, this solution will be our Sales and Marketing tools. This will greatly help to generate more opportunities and customer awareness *

Adisorn Urupongsupphawat
Product-Sales & Marketing
SIS Distribution

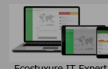
Our main distributor and one of the largest distributors of IT products in Thailand, SIS Distribution (Thailand) Public Co., Ltd. was established on 17th June 1998 to distribute computer systems, software, peripherals and networking products.

EcoTruxure for ...
Innovation At Every Level

Apps, analytics, and services



Edge control



Connected products

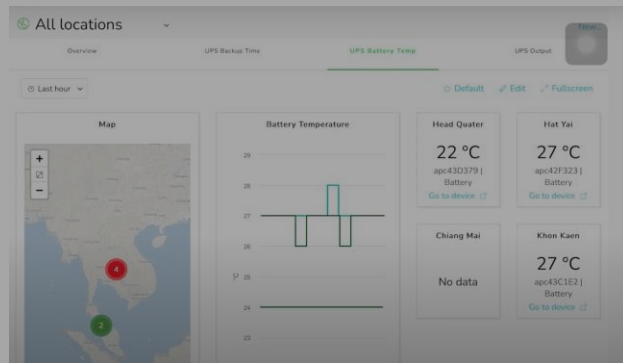


Smart UPS x 5 units
SRT/ SRTG 8-10 KVA
(Branch Office)

Local configure MDC
With Inrow SC
Head Office

LIIG IS C11

Schneider Electric



Schneider
Electric

sis

Answering the challenges at the Edge

Edge management software and services

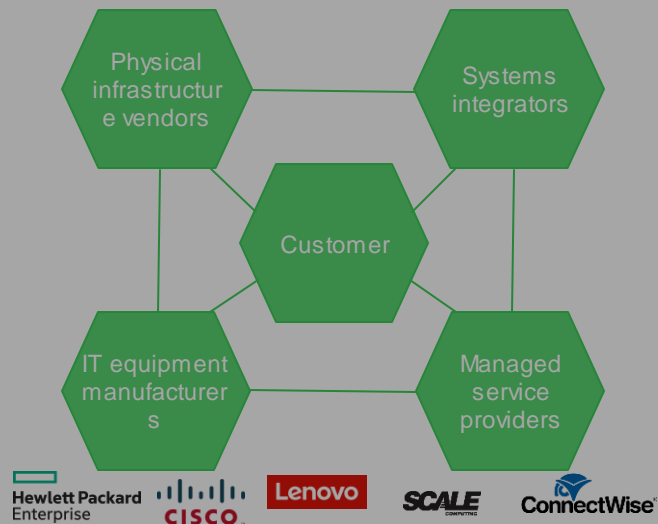


Integrated systems



- Reference design and architecture
- Certified interoperability

Ecosystem of partners



Partnering with Schneider Electric on your Digital Transformation



Life Is On

