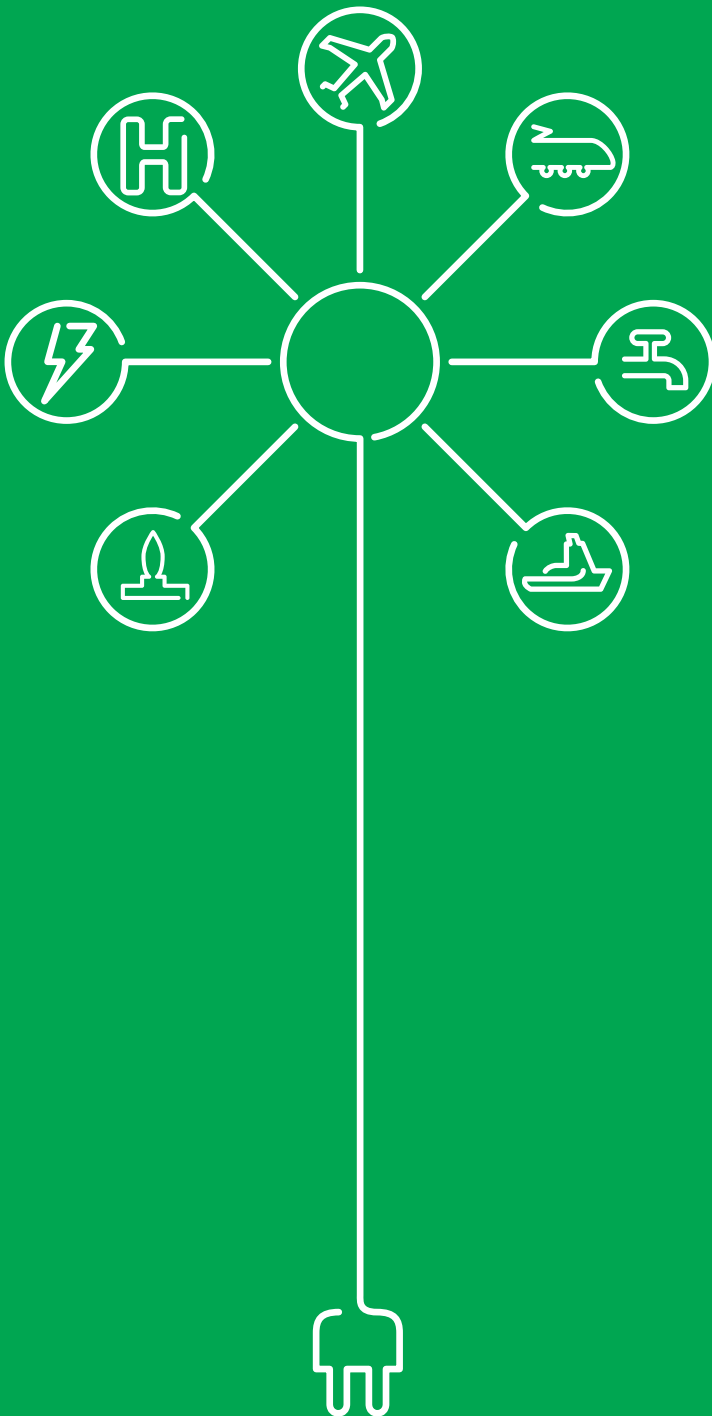


# Secure Power Systems for Industry Infrastructure & Buildings



# Our vision

Go reliable - Go flexible  
Go simple - Go green

To meet customers' demands for energy availability. Now and in the future.

# Our mission

To help you make the most  
of your energy through  
increased availability  
and efficiency

# Your best-in-class choice for secure power solutions



With over 50 years' experience as the market leader in providing secure power services, **Schneider Electric** is the natural and best-in-class partner for customers in key industry sectors, infrastructure and buildings. **APC by Schneider Electric** and **GUTOR by Schneider Electric** solutions with **Uniflair** cooling systems combined with world-class services enable Schneider Electric to offer.

- Fast and efficient total system implementation and global services for large facilities
- A comprehensive range of tailored and customized solutions and services applicable to a wide variety of industries and organizations
- Development of new technology and services to meet evolving customer demands
- Best-in-class, certified manufacturing facilities
- Eco production
- Worldwide customer support
- A global network of partners and distributors

## Innovation

- **5 %** of our turnover devoted to R&D
- More than **1,000** R&D people worldwide
- **300** distinguished technical experts in 19 countries

## Eco-Manufacturing

- Systematic ecodesign **with Product Environmental Profile**
- ISO 14025 compliance (**Publication of the environmental impact of products**)
- Environmental Information & Management Explorer **method (Life Cycle Analysis)**
- WEEE compliance

## Partners & Distributors

- IT & ET distributors
- Systems Integrators & OEM partners
- Facilities Management & Systems Integration companies
- Engineering Procurements, Consultants, Contractors...

## Customer support

- Quality service from highly trained and experienced teams
- Long-term customer relationships based on Relational Business Model
- One single point of contact for all customer needs
- 1,500 distinguished technical experts in more than 100 countries

## Close to you, everywhere



# Green

# The colour

# of sustainable

# quality

The energy dilemma:  
by 2030, electricity demand  
will double while CO<sub>2</sub> emissions  
should be halved

## By 2030

- The world population will have increased by 25 %
- 60 % of people will live in cities
- The proportion of people benefiting from proper energy infrastructure will have doubled

## What may occur?

- Spectacular rise in energy prices
- Frequent power outages
- Dramatic climate changes
- Conflicts over access to & control of resources

# Schneider Electric, the global specialist in Energy management

By implementing integrated energy management solutions for industry, infrastructure and buildings,

By changing our design and manufacturing processes,

Together, we can save up to 30 % of three quarters of the world's final energy consumption in the short run.

Schneider Electric's commitment to contributing to this global objective involves serving these vital interests with:

- Innovative solutions: even more efficient, high-quality and high-performance, offering energy savings and operating cost reductions
- Eco-design & eco-manufacturing through
  - **Authorized materials** only
  - **PEPs** (Product Environment Profile) for every product in each range
  - **ISO 14025** compliance (publication of the environmental impact of products)
  - **WEEE** (Waste Electrical and Electronic Equipment Directive) compliance
  - **Green passport** for any product dedicated to the Marine sector
  - **By 2020: 100 %** of our workers in **14001** certified sites and **75 %** of our product revenues achieved with Green Premium products
- Transparent publishing of quarterly Planet & Society Barometer results, driving and measuring progress in sustainable development made by Schneider Electric.

## The greener, the better

- Increased efficiency, quality & performance
- Enhanced safety for people, systems & equipment
- Energy savings and operating cost reductions



# Schneider Electric

## Your trusted advisor

To meet Secure Power challenges of the Industry, infrastructure and buildings systems

Due to increasing demand for security and traceability, stricter standards and regulations, expansion of facilities, operating cost reduction requirements, greater integration of environmental impact and constraints... each industry sector, infrastructure or building project faces critical new challenges in terms of energy performance and efficiency.

- With in-depth knowledge of your specific critical applications,
- With highly skilled project and support teams,
- With the widest range of solutions to protect, power, cool and manage your critical systems,

**Schneider Electric is clearly your trusted advisor to plan, build and operate the Secure Power Solutions adapted to your needs.**

# So, what can Schneider Electric do for you?

- A complete electrical distribution architecture that will maximize uptime
- Adaptable modular solutions with the lowest total cost of ownership over time
- Energy efficiency and maintenance optimization to save up to 30% on operating costs
- Service teams to help improve your performance throughout your complete life cycle
- Total reliability to ensure peace of mind
- Environmentally-friendly design and implementation of global secure power solutions
- Many thousands of references in all sectors of industry, infrastructure and buildings
- Customized services for mission-critical applications that can be implemented at any stage of your life cycle

## For all critical applications in:

- Semiconductor
- Healthcare
- Marine
- Oil and Gas
- Energy and Power plants
- Pharmaceutical/Life Science
- Water/Waste treatment
- Airports
- Transportation
- Mining



## To ensure

- Service continuity
- System security
- Personal safety

Whatever the domain

Whatever your tools

Whatever the constraints





# 3 key benefits



## Availability

Whatever your constraints and objectives...

## Adaptability

Our systems are planned & built to fit to any of your demands...

## Performance

Offering the best combination of efficiency, reliability, energy savings & reduced operating costs.





## Availability

Schneider Electric's unique project management approach ensures you get a well-thought-out global solution based either on adapted APC by Schneider Electric systems or on GUTOR by Schneider Electric with its totally customized systems and architectures, taking into consideration the specific constraints of your business and operating environment.

Availability also involves one of the most extensive worldwide service networks to support you where and when you need it.

## Adaptability

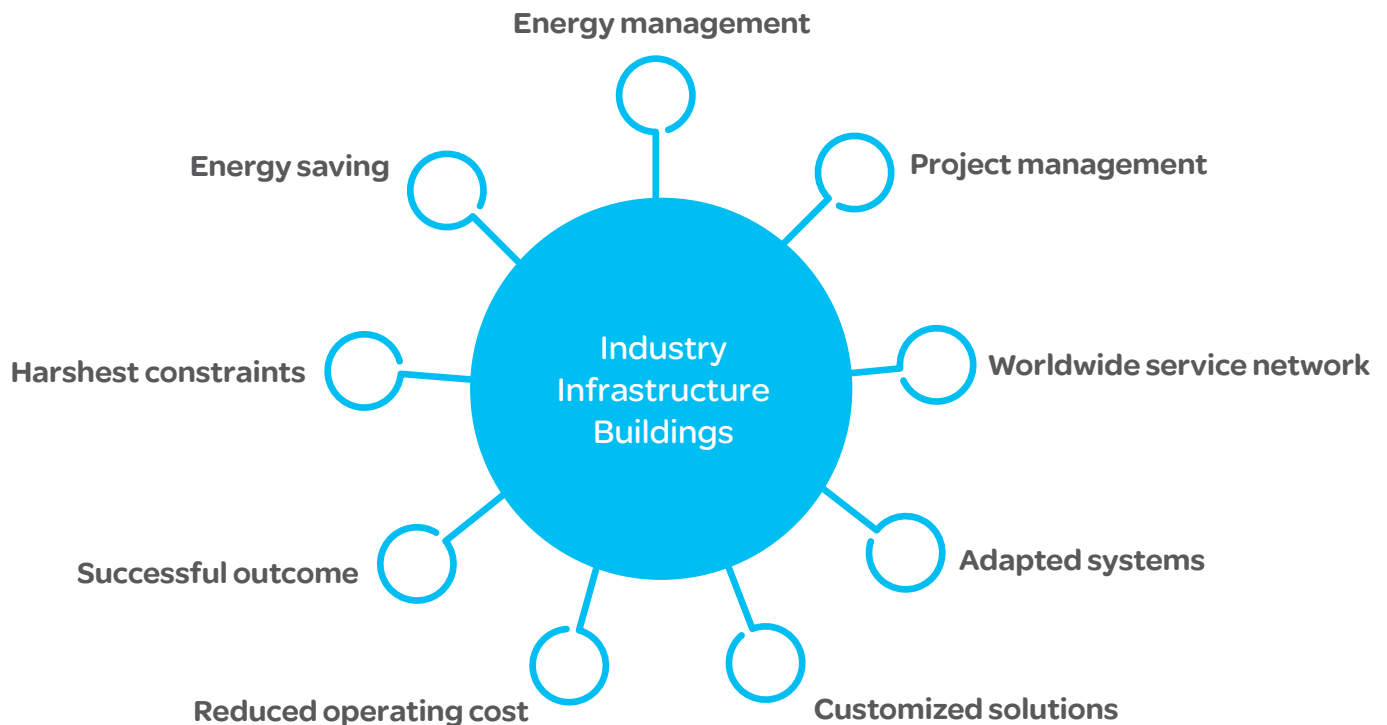
With over 50 years' experience of providing Secure Power Systems, Schneider Electric has proved the unmatched consistency of its adapted and customized global solutions in energy management, power & cooling infrastructure and energy efficiency.

Whatever your harshest constraints - air saturated with moisture or dust, seismic zones, vibrations, security, etc. - Schneider Electric's highly skilled project teams put together their core competences to design the architecture and deliver on schedule the best Secure Power Solution anywhere in the world.

## Performance

Schneider Electric's equation of peak performance and efficiency depends on the capability to offer a perfectly tailored response to the very specific needs of each industry, infrastructure and building.

The initial design and planning consultation is a key stage to make sure of a successful outcome: a global Secure Power System offering long-term optimized performance with significant energy and cost savings.



# Standard adaptable systems

APC by Schneider Electric

Solutions built from our large  
and industry-recognized product  
range With no compromise  
on availability & reliability

Known for its “Legendary Reliability™” and for being a leader in the area of Data Centers and Facilities Secure Power Solutions, APC by Schneider Electric sets the standard for robust systems designed to meet most industry, infrastructure and building critical applications and processes.

# Industry-leading systems with built-in adaptability

From its wide range of systems - including UPS, active filters & static transfer switches- APC by Schneider Electric builds the best solution to protect mission-critical industrial, infrastructure and building applications.

Indeed, with optional elements and modular components, APC by Schneider Electric offers customers the benefit of creating a solution perfectly tailored to fit their specific needs.

Standardization coupled with this adaptable approach forms the basis of a highly scalable architecture to respond quickly to future needs for the system to evolve and grow.

## A wide range of products

- Uninterruptible Power Supply (UPS)
- Power Distribution Units (PDU)
- Static Transfer Switches (STS)
- Active Filters

## A huge portfolio of optional elements & modular components

- Back up times
- Communication interfaces
- Parallel configuration for power capacity or redundancy
- Anti-vibration kits
- Reinforced housings
- Specific filters...

## For systems quickly adapted and highly scalable to meet your present & future needs

- Power capacity and energy efficiency management
- Critical power distribution
- Power availability and systems maintainability

## APC = Unmatched adaptability

- + Increased availability
- + Speed of deployment
- + Lower total cost of ownership

# In a changing world, adaptability is a real strength...



Smart-UPS On-Line



MGE Galaxy 300 / MGE Galaxy 3500 UPS



MGE Galaxy 5000 / MGE Galaxy 7000 UPS



AccuSine Active Filter



Static Transfer Switch



MGE Galaxy 5000 Marine UPS

# Customized solutions

## GUTOR by Schneider Electric

### Special solutions for special needs

For over 50 years, GUTOR by Schneider Electric has gained industry-wide recognition as an experienced partner with the capability to develop, supply and maintain flexible solutions that can perform effectively in the harshest conditions such as extreme temperatures and humidities, continuous vibration and seismic activity.

# The leader in customized solutions for industrial applications

With a unique philosophy of treating every customer order as a dedicated project, GUTOR can supply an unrivalled degree of flexibility with every system meeting individual requirements, and ensuring the highest level of quality and customer responsiveness from pre-sales consulting through to commissioning of the system.

GUTOR's longstanding focus on industrial applications in such areas as Oil&Gas and Nuclear power allows us to understand our customers' needs and provide a strong level of support throughout the project lifetime and beyond.

GUTOR's international sales and service network ensures that we are close to our customers and respond quickly wherever you are located.



- Deep experience and expertise in developing secured power solutions
- Clear focus on industrial applications
- Global sales and service organisations guarantee responsiveness
- Highest reliability on the market

## GUTOR by Schneider Electric

- Complete flexibility all along the line
- Total commitment to your project
- In-depth expertise & innovation for extreme applications and conditions



SDC Rectifier 24 – 220 V 25 – 1200 A



Mxx AC & DC Modular UPS up to 25 kW



PxW AC UPS Systems 5 to 220 kVA



PXP AC UPS Systems 5 to 160 kVA

As a provider of complete secure power solutions, GUTOR covers all elements of a project from initial consultation to engineering, assembly and testing. GUTOR's dedication to long-term relationships with its customers is also facilitated through its spare part, preventive and corrective maintenance, upgrade, training and inspection capabilities, which all guarantee longevity of service.

Thanks to GUTOR's high level of expertise, quality and project execution, major players in a variety of industries continue to place their trust in GUTOR.

**No matter what type of application, no matter where you are located**

# Air conditioning and technical cooling solutions

## Enhancing Secure Power Systems long-term reliability

Schneider Cooling Division - is specialized in the design, production and distribution of precision air conditioning, technical cooling systems and modular access floor with the specific function of providing technologically advanced and reliable solutions for the construction industry, telecommunications-internet providers and for industrial and comfort cooling.



# Leading edge technology for cooling with energy efficiency

Schneider Electric Cooling Systems Division offers a wide and highly adaptable range of products for comfort cooling, air conditioning and industrial process cooling.

Our water chillers, heat pumps and air conditioning units ensure that the precisely required temperature, humidity and air quality are maintained.

Wherever and whatever the environmental conditions, our cooling systems work alongside Secure Power systems to ensure that critical applications run non-stop.

This unique portfolio of highly innovative complementary products provides industry, infrastructure and buildings with intelligent, fully engineered solutions that are energy-efficient, environmentally sensitive and highly reliable.



**Complete Chiller Range**  
from 6 to 1,200 kW

**Features & benefits**

- Precise temperature humidity control
- Energy saving



**Precision Air Conditioning Range**

- Load adaption
- Integrated free-cooling
- Wide ambient temperature operation



**Mobile Telecom Air Conditioning Range**

- Low liquid temperature
- Production
- Integration with BMS
- Low acoustic impact

## For critical applications running non-stop



# 3 main steps

## Plan

Analysis & Design

## Build

Installation &  
Implementation

## Operate

Maintenance & Optimization



# Total commitment all along the line



Schneider Electric is committed to planning, building and operating Secure Power Solutions and services adapted to your needs in order to protect, power, cool and manage your critical systems.

Respecting our core values:

**Go reliable, Go flexible,  
Go simple, Go green**



## Plan

To ensure a successful outcome for your whole project at all stages,

Schneider Electric's dedicated team bases its approach on:

- Evaluation of your existing or potential electrical architecture needs and risks
- Analysis of your targets:
  - Energy availability
  - Manageability
  - Operating cost-savings...
- Inclusion of all types of requirements & constraints
- Project planning & coordination

## Build

Whether you are building, upgrading or expanding your mission-critical systems, Schneider Electric's experts offer you:

- Efficient global project management
- Installation management
- Site coordination
- Integration services
- Assembly and start-up
- Testing and training

## Operate

Because your major concerns include energy availability, optimized performance and reduced operating costs - with total peace of mind - Schneider Electric offers a comprehensive services portfolio to ensure long-term efficiency and investment protection:

- Preventive maintenance services
- On-site response and warranty for mission-critical applications
- Continuous investment in training and in skills development
- Specific Advantage Plan Service contracts

# Service Culture

## Schneider Electric Critical Power & Cooling Services

- Highly skilled Field Service Engineers
- When and where you need them
- One source for all solutions

# Service Excellence

## A key value of Schneider Electric

Our customers know they can rely on Schneider Electric to get the best Secure Power Solution to meet their availability & reliability needs while respecting their technical, financial, organizational and environmental constraints.

Since its creation, Schneider Electric has implemented Service Excellence as one of the company's foremost key values.

This unique service culture is visible both in the Relational Business Model and the corresponding world-wide organization.

Schneider Electric Critical Power & Cooling Services:

- provides you with the expertise, services and support of a trusted adviser ;
- enables you to benefit from the requisite level of care and uncompromising maintenance to prolong the life of your system ;
- ensures an optimized return on your investment through longevity, peak performance, efficiency and cost savings.

## Commitments at every stage

- To power, protect, cool and maintain your critical applications and facilities
- To plan & design, build and implement your projects, whatever your constraints
- To give you the benefit of highly trained and responsive teams, ensuring your system is rapidly up and running

### In detail

- |                            |                                 |  |
|----------------------------|---------------------------------|--|
| • Design & planning advice | • Testing                       | • Response time upgrades                             |
| • Project management       | • Training                      | • Battery services                                   |
| • Integrated services      | • Preventive maintenance visits | • Remote monitoring service                          |
| • Installation             | • On-site warranty extension    | • Customized and flexible service plans and packages |
| • Start-up                 |                                 |  |

### Key figures

- |                                       |  |  |
|---------------------------------------|--|--|
| • 1,500 Field Service Engineers       | • 90 service provider partners worldwide | • 49 rapid deployment centres                          |
| • 70 service centres in 100 countries | • 6 regional service centres             | • 100M+ combined man/hours of field service experience |

# Industry leaders customers of Schneider Electric

## Petrochemicals & energy

- Air Liquide
- Amoco Oil
- BP
- Chevron Oil & Gas
- China Petroleum & Chemical
- Cogema
- Dow Chemical
- Exxon
- Gaz de France
- Petronas
- Qi Lu Petrochemical
- Repsol
- Shell

## Automotive

- Chrysler
- Citroen
- Fiat
- Ford
- GM
- Michelin
- Renault
- Skoda
- Toyota
- VW
- Volvo

## Infrastructures

- Beijing Airport
- Berlin Airport
- Barcelona Metro
- Cairo Airport
- F1 Sepang circuit
- Hong Kong Airport
- JF Kennedy Airport
- Los Angeles Airport
- Melbourne City Link Tunnel
- Miami Harbour
- Shanghai Metro
- Shanghai Pudong Int'l Airport

## Air transport

- Air France
- Air Lanka
- Alitalia
- American Airlines
- Boeing
- British Aerospace
- British Airways
- Continental Airlines
- Cathay Pacific Airlines
- Iberia
- KLM
- Lockheed
- Northwest Airlines

## Medical & health

- Azko Nobel Chemicals
- Avantis-Sanofi
- Ciba-Geigy
- GlaxoSmithKline
- Mérieux
- Novartis pharm.
- Pfizer
- Roche Vitamins

## Electronics & micro-electronics

- AMD
- Amkor Anam
- Intel
- Lucent Technologies
- Motorola
- LG Philips
- Samsung
- ST Microelectronics

## Marine

- STX
- ABB Marine
- Hyundai Heavy Ind.
- Kongsberg Marine
- Mayer Werft
- Nosthrupp Grumman
- Samsung Heavy Ind.
- Mitsubishi Heavy Ind

To learn more about Schneider Electric solutions visit [www.schneider-electric.com](http://www.schneider-electric.com)

Try our FREE, web-based applications to experiment with virtualization, efficiency, and more at [tools.apc.com](http://tools.apc.com)

## Make the most of your energy<sup>SM</sup>

Schneider Electric Industries SAS

Head Office  
35 rue Joseph Monier  
92500 Rueil Malmaison Cedex - France  
Tel. : +33 (0)1 41 29 70 00  
[www.schneider-electric.com](http://www.schneider-electric.com)  
[www.apc.com](http://www.apc.com)  
[www.gutor.com](http://www.gutor.com)

