

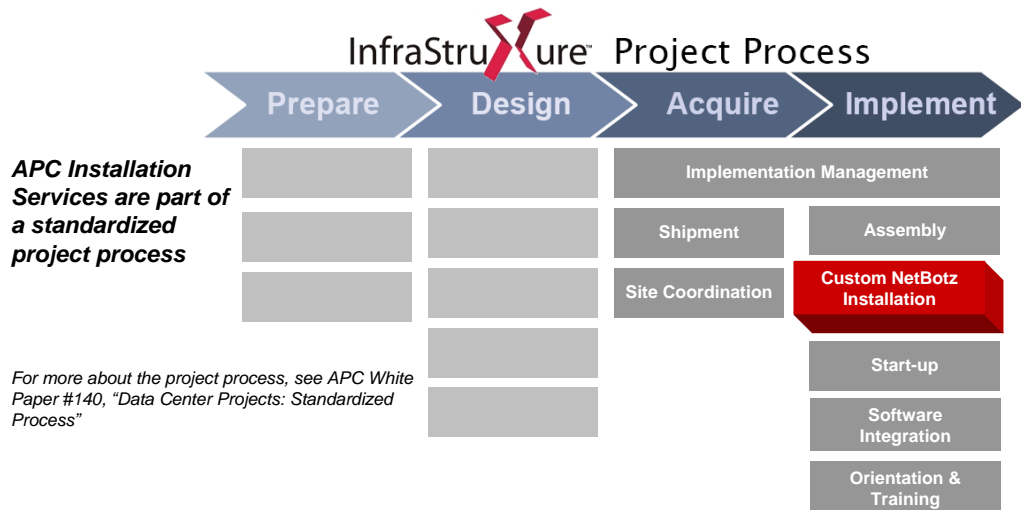
## 1.0 Executive Summary

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The Schneider Electric Custom Installation Service for Netbotz is a key part of an overall InfraStruXure deployment for data centers and telecommunications rooms. This service provides the Schneider Electric service certified personnel necessary to install Netbotz and Pelco security and environmental monitoring systems in accordance with local, state, and national codes. This service provides assurance that the installation adheres to the manufacturer's specifications, and that the services are performed in a timely and professional manner.

The Custom Installation Service for Netbotz is part of a complete suite of installation project services offered by Schneider Electric service and may be purchased alone or as part of a package of services. The Schneider Electric Service Customer Project Process (CPP) methodology is summarized in the figure below, which shows this service in the context of the overall project process.



The Custom Installation Service for Netbotz provides in-depth knowledge of security and environmental monitoring systems, focusing on:

- Customer Requirements
- Optimal Sensor Placement
- Codes and standards
- Testing
- Documentation

Schneider Electric service will provide the expertise and knowledge required to monitor your IT environment from the entrance room to the server cabinet.

## 2.0 Features & Benefits

Features	Benefits
Security and environmental monitoring system design	Experienced Schneider Electric service resources assist in providing flexible, scalable, and future-ready designs.
Physical installation	Provides the customer with certified technicians to install the security and environmental monitoring solution.
Management and coordination of schedule	Provides scheduling coordination between the customer, Schneider Electric service, and technicians to avoid possible delays to the overall project schedule.
Professional testing	Verifies that all cables are functioning properly, in their proper locations, and perform to industry standards.
Professional expertise	Frees up customer resources to concentrate on core business focus.

## 3.0 Details of Service

The specific activities of this service are listed below. For each item, Schneider Electric service will perform the work described and create and maintain a project summary document that contains the key data and information.

Security and Environmental Monitoring System Installation	
Activities	Description
<b>Equipment Installation</b>	Schneider Electric service will install NetBotz appliances, sensor pods, and environmental sensors at pre-determined locations in data centers, server rooms, telecommunications rooms, or people space.
	Schneider Electric service will install NetBotz or Pelco cameras at pre-determined locations in data centers, server rooms, telecommunications rooms, or people space.
<b>Cabling Installation &amp; Testing</b>	Schneider Electric service will install USB and Ethernet cables to all cameras and sensor pods as documented in the site-specific statement of work.
	Schneider Electric service will physically test each Ethernet cable for compliance to current standards, with customer approval.
<b>Cable Management &amp; Labeling</b>	Schneider Electric service will dress cabling into neat and presentable bundles that meet industry standards.
	Schneider Electric service will professionally label cabling and hardware using self-laminating machine-printed labels.
<b>Logistics</b>	Schneider Electric service will provide certified Installers and Technicians to ensure equipment is installed in accordance with manufacturer requirements and the site-specific scope of work.

<b>Logistics</b>	Schneider Electric service will provide certified Installers and Technicians to ensure equipment is installed in accordance with manufacturer requirements and the site-specific scope of work.
	Schneider Electric service will understand the entire scope of the project in order to properly plan and organize the installation process, resulting in a high quality NetBotz installation.

## 4.0 Assumptions

The successful performance of the tasks defined in the statement of work (SOW) is based on the following key assumptions, which are agreed to by Schneider Electric service:

- Schneider Electric service will provide a customized, site-specific scope of work during the design phase of the project. The customer must read, understand, and return a signed copy of the site-specific scope of work to the APC representative prior to work commencing on site.
- This service will be scheduled a minimum of three (3) weeks after the purchase order is received.

The following items are outside the scope of this standard service offering. Please contact your certified APC by Schneider Electric sales representative for more details.

- Landing of dry contact cables or installation of sensors inside Fire Alarm panels, EPO switches, Chillers, AC Units, Generators or any other equipment that requires trained personnel for service
- Installation or relocation of power receptacles
- Relocation of any existing equipment
- Configuration of InfraStruXure Central
- Firewall and roof penetrations
- Disruption of power and/or data services

## 5.0 Scope of Responsibility

The items stated here are responsibilities of both Schneider Electric service and the customer.

### 6.1 SCHNEIDER ELECTRIC SERVICE RESPONSIBILITIES

- Provide qualified professionals to perform service
- Manage and coordinate schedule of work
- Provide professional installation of the NetBotz solution
- Provide a site-specific scope of work
- Fulfill all responsibilities outlined in the site-specific scope of work
- Perform site walk with the customer to address any punch list items

### 6.2 CUSTOMER RESPONSIBILITIES

- Provide a live power receptacle within six (6) feet of each rack-mounted Netbotz appliance, PoE injector, USB hub, Netbotz particle sensor, Cat5 Pod Extender, and Fiber Pod Extender
- Indicate any security clearance requirements when ordering service
- Provide soft copy drawings for updating by APC
- Secure an area for material storage
- Designate a place to dispose of packing materials

## 6.0 Project Work Details

The following details of the project specify the schedule, location and successful completion criteria. Schneider Electric service will meet with you to discuss your specific needs before developing customized, site-specific scope of work.

### 7.1 SCHEDULE

Actual set dates will be discussed and approved between Schneider Electric service and the customer.

### 7.2 LOCATION

This Custom NetBotz Installation service will be performed on-site at the agreed-upon location.

### 7.3 COMPLETION CRITERIA

Schneider Electric service is expected to have finished its written duties when any of the following occurs:

1. Schneider Electric service completes all the tasks described in the site-specific scope of work.
2. This project and SOW are terminated for other reasons, within the Schneider Electric Service Customer Agreement.

## 7.0 Pricing

Schneider Electric service provides fixed-price quotations, in advance, for this service. Pricing varies depending on the nature, location, and scope of the work. Contact your sales representative for a quotation and Custom NetBotz Installation qualification checklist.

Schneider Electric Service Custom NetBotz Installation proposals are valid only for thirty (30) days. Schneider Electric service reserves the right to withdraw the proposal after the thirty-day period.

## 8.0 Terms and Conditions

Schneider Electric Standard Terms and Conditions apply.

The information provided in this Scope of Work cannot be used or duplicated, in full or in part.

Other uses for this document are prohibited without written consent by Schneider Electric.

All documentation, photographs, imaging or other information provided by the customer, or gathered at the customer site, will be for internal use only and used solely for the purpose of report generation, analysis and recommendations.

All services' conditions included in this document apply (i) only between Schneider Electric and that organization that bought the Services Solutions; and (ii) only to those products and services ordered by the Customer at the time that the Schneider Electric Services information is current. Schneider Electric may change the Schneider Electric Services Information at any time. The Customer will be notified of any change in the Schneider Electric Services Information in the manner stated in the then current product ordering and/or services solutions related agreement between Schneider Electric and the Customer, but any such change shall not apply to products or service ordered by the Customer prior to the date of such change.

Schneider Electric will have no obligations to provide Services Solutions with respect to equipment and assets that are outside the Service Area. "Schneider Electric Service Area" means a location that is within (i) one hundred (100) miles or one hundred and sixty (160) kilometers radius of a Schneider Electric service location; and (ii) the country in which the Installation site is located, unless otherwise defined in the governing agreement with Schneider Electric, in which case the definition in the governing agreement prevails.

Products or services obtained from any Schneider Electric partner or reseller are governed solely by the agreement between the purchaser and the reseller. That agreement may provide terms that are the same as the Schneider Electric Services Solutions on this document. Please contact the reseller or the local Schneider Electric sales representative for additional information on Schneider Electric Services Solutions on Products obtained from a reseller.

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