

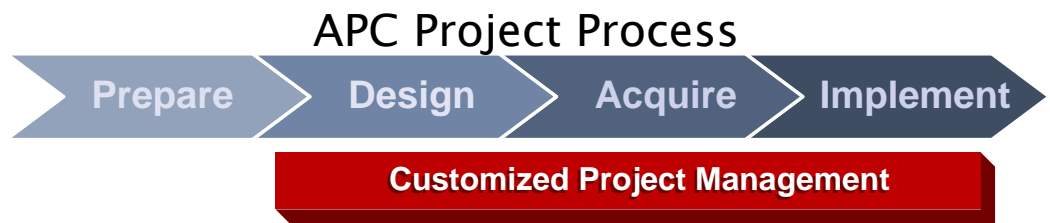


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## 1.0 Executive Summary

The APC Project Management service is designed to professionally manage your APC solution installation from design to implementation, using best project management practices and methodology. It is the assurance you want for a properly managed data center installation. This service provides an experienced project manager who will help you plan, schedule, and implement your data center project regardless of size, from custom InfraStruXure installations to megawatt systems. The project manager will coordinate, direct, and monitor your critical infrastructure plan by designing and managing your custom needs.



The APC Project Management service is designed to allow you to select the type of management your business requires. This service manages all APC equipment and services, and can incorporate some third-party equipment upon request. APC will facilitate the incorporation of APC products into your data center from the design phase through the acquire and implementation phases. This ensures the seamless transition between these steps with appropriate preparations for each point of the installation. All stages of the project are then integrated together into a comprehensive plan. Our industry-experienced project managers are trained in resource coordination, communication, and project budget management to assure your projects are completed on schedule and within budget, avoiding costly overruns saving you both time and money.

## 2.0 Features & Benefits

Features	Benefits
Provide an APC approved project manager	Assures generally accepted project management tools, techniques, and practices, are utilized to complete the effort on time and budget.
Develop and manage the APC products installation plan	Provides a complete & integrated managed solution, encompassing design, acquire, and implementation phases, and project close out.
Schedule qualified and approved service personnel	Assures the workforce is on site, at the appropriate time and with the appropriate skills, to install your solution to manufacturer specifications.
Customer specific site documentation	Provides a portfolio of project related documentation, such as inspections, safety records and other on-site work documentation.

## 3.0 Details of Service

The specific features and deliverables of this service are listed below. For each item listed below, APC will perform the work described.

<b>Project Installation Planning</b>	
<b>Activities</b>	<b>Description</b>
<b>Hold Kick-Off Meeting with Customer</b>	APC will hold a kick-off meeting, managed by an approved project manager experienced in project management methodology and best practices, who will be dedicated to your implementation, ensuring your project is executed to the project plan.
<b>Develop Project Plan</b>	APC will develop and distribute a project plan, incorporating the team roster, risk management plan, communication plan, change management plan, project schedule, and solution configuration report.
<b>Assign Project Team Responsibilities</b>	The APC project manager will confirm and document your expected roles and responsibilities, along with those of APC, and any other parties involved in the data center project.
<b>Create Risk Management Plan</b>	APC will use its experience and project management expertise to identify potential risks to the project, and create a project specific risk management plan that identifies potential risks and mitigates them.
<b>Develop Communication Plan</b>	During the Kick-Off meeting, the APC project manager will work with your team to develop a communication plan identifying who should be contacted on the team, how they should be contacted, and when they should be contacted.
<b>Document Change Management Plan</b>	APC will document and approve changes anytime there is a required change to the baseline schedule or plan.
<b>Create and Integrate Project Schedule</b>	The APC project manager will coordinate with project stakeholders to gain commitment to create a timeline that meets your needs.
	APC will integrate this schedule with the project schedules of other, non-APC parties who are also involved with your data center project.
<b>Provide Main Point of Contact</b>	APC will provide a project manager to act as your trusted advisor, who will facilitate communication and be your main point of contact for all phases of the implementation project.

Project Tracking & Management	
Activities	Description
<b>Execute Implementation Project Plan</b>	The APC project manager will monitor the scheduling and execution of equipment delivery and services, according to the approved project plan. APC will provide periodic updates to project stakeholders.
<b>Manage Issues, Changes, and Risks</b>	The APC project manager will manage the response to any unanticipated events or requested changes specific to this service.
<b>Schedule On-site Resource Management</b>	Upon request, the APC project manager will schedule on-site visits to manage resources and facilitate communication.
<b>Facilitate Team Meetings and Distribute Minutes</b>	The APC project manager will host meetings with project team members to review status, and to address issues and changes. APC will capture and distribute meeting minutes to the project team.
<b>Report Project Status</b>	The APC project manager will provide project status reports as requested to keep you fully informed on the project progress, issues and changes.

Project Close	
Activities	Description
<b>Review Project Items for Completion</b>	The APC project manager will review project deliverables for completeness and resolve any open items.
<b>Conduct Project Close</b>	The APC project manager will meet with you to review the implementation project results and ensure that your expectations were met.

## 4.0 Deliverables

Service deliverables will include:

- An APC approved project manager trained in project management tools and best practices who will ensure the site is prepared for the delivery of the project systems, and the associated services are scheduled and managed appropriately.
- A project plan will be distributed to key stakeholders.
- Periodic project status reports.
- A main point of contact for all communications related to the project.

### 5.0 Assumptions

The successful performance of the tasks is based on the following key assumptions, which are agreed to by APC.

- APC will oversee and schedule all parts of this service that involve APC products and services, and those non-APC products upon request, that are required for a successful implementation.
- The APC approved Project Manager will coordinate the work of service providers contracted by the customer for activities specifically related to the project.
- The APC Project Management service accompanies previously purchased APC equipment and services.

The following items could be covered in this customized service:

- Assembly and installation of APCC products
- Fire detection and suppression
- Physical security
- Removal and disposal of replaced equipment

The following services are outside the scope of this offering, and must be purchased or contracted separately:

- Installation services
- Assessment services
- Testing services
- Training services
- Network integration

### 6.0 Scope of Responsibility

The items stated here are responsibilities of APC and the customer.

#### 6.1 APC RESPONSIBILITIES

- Identify and manage stakeholder and contact information
- Develop and manage project plan to completion
- Confirm and communicate the hardware delivery and implementation schedule
- Notify the appropriate resource(s) of issues that require resolution
- Manage implementation risk
- Manage installation and implementation changes
- Close project

#### 6.2 CUSTOMER RESPONSIBILITIES

- Identify key non-APC project stakeholders
- Provide APC, upon first site visit, access to floor plan templates
- Provide APC staff access to the appropriate facility
- Designate an authorized resource to interface with APC
- Provide special clearance or access requirements
- Notify APC of any scheduled changes within 48 hours
- Purchase required installation services

## 7.0 Service Work Details

The information stated here are the details of the service performed by APC for the customer including the schedule, location and successful completion criteria.

### 7.1 SCHEDULE

Actual scheduled dates and times will be discussed and approved between the project stakeholders, and will be recorded in the project schedule.

### 7.2 LOCATION

This service will be performed both on and off your data center site as required to meet your project plan.

### 7.3 COMPLETION CRITERIA

APC is expected to have finished its written duties when any of the following occurs:

1. APC completes all tasks described.
2. This service and SOW are terminated for other reasons, within the APC Customer Agreement.

## 8.0 Pricing

Pricing for the Project Management Service (QWPRJ-MISC) varies depending on the nature, location, and scope of the work. Please contact your APC sales representative for details.

## 9.0 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.

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