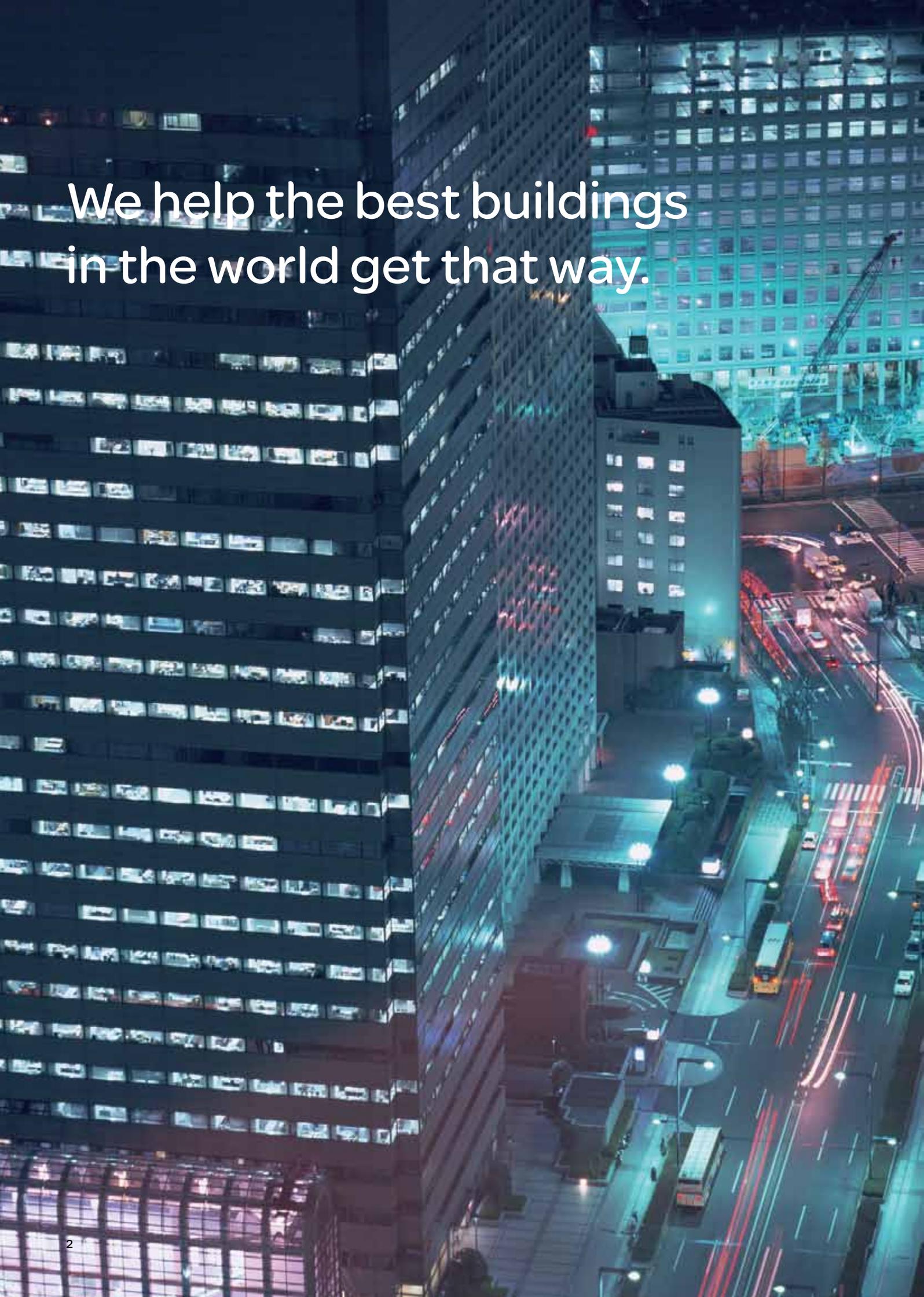


# Complete building solutions

Total integration. Total reliability. Total satisfaction.

**Schneider**  
Electric



We help the best buildings  
in the world get that way.



**In·te·gra·tion** \noun\ 1: the act or process of integrating; 2: to bring disparate parts together; 3: to make whole or complete; 4: the foundation for the next generation of centralized building and energy management solutions.

Power management, electrical distribution, quality assurance, lighting control, HVAC, security, energy management, fire protection, and much more...

Building systems today are increasingly complex. But historically, building management systems have operated in isolation.

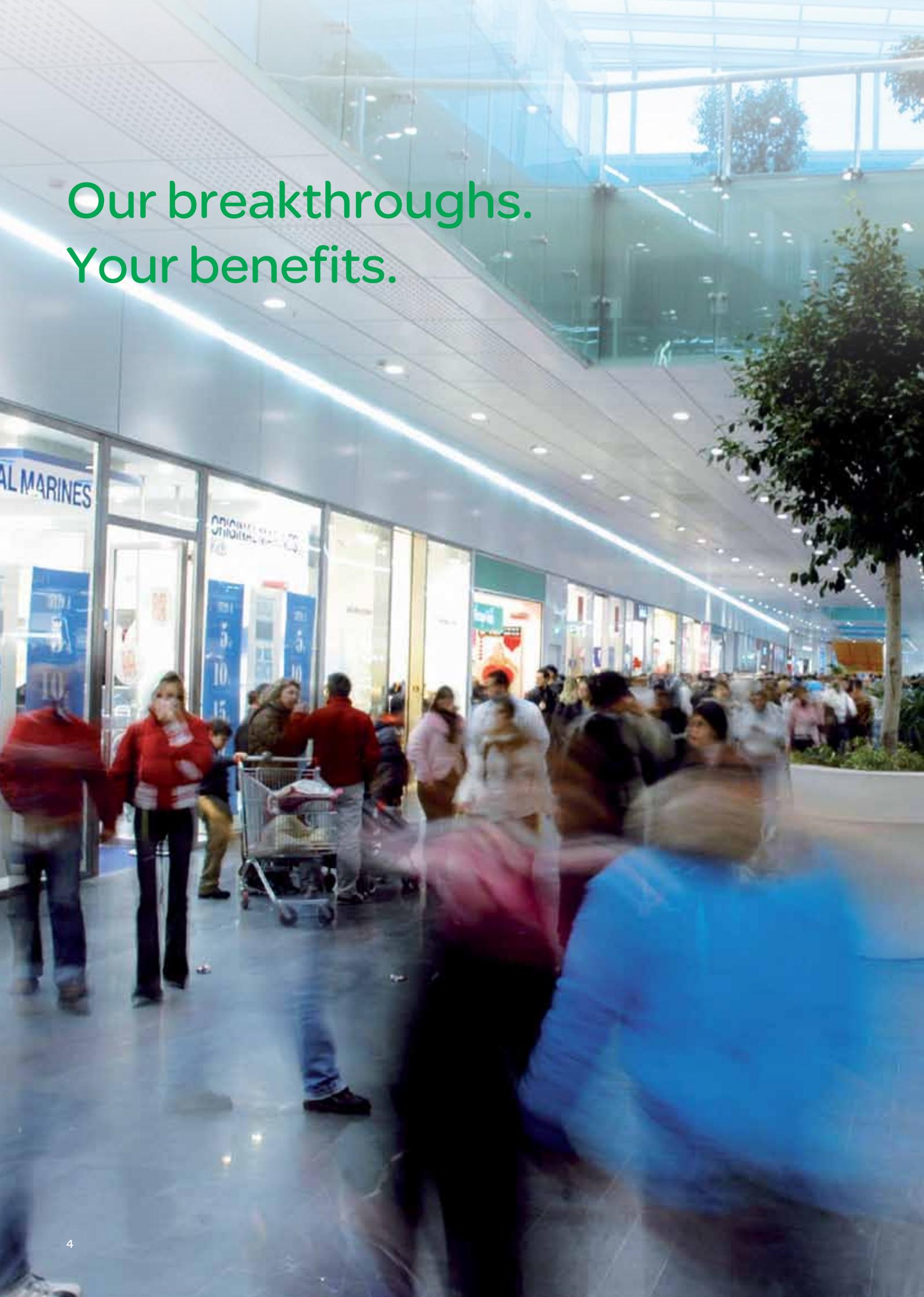
Not anymore, Schneider Electric has created Complete Building Solutions™, a fully integrated, and centralized, building management system.

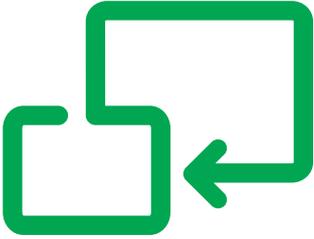
Schneider Electric's industry-leading electric, power products and services is a one-stop resource for controlling multiple building systems, and lowering energy costs, via a single interface.

That's the bottom line of what our Complete Building Solutions is all about, and why it will increase your own bottom line as well.



Our breakthroughs.  
Your benefits.





Multiple interfaces. Countless vendors and service providers. Uncoordinated systems. Incompatible solutions. Operational redundancies. Limited energy savings. Inefficient services.

The problems that arise from installing and managing isolated building systems are endless. Even worse, the higher energy costs that result from such inefficiencies continue to drain – and waste – your energy dollars needlessly. The Complete Building Solution overcomes these problems. Our fully integrated, centralized approach eliminates:

- Inconsistent communication and coordination between stand-alone systems
- Connectivity and operational problems caused by non-compatible interfaces and gateways from multiple vendors, such as:
  - Higher engineering and customization costs
  - Incompatibility issues and the corresponding costs of new versions and product enhancements
  - “Finger-pointing” between vendors when things go wrong
- The difficulty of learning, monitoring and servicing disparate technologies
- The extra management resources needed to maintain numerous isolated systems



With Complete Building Solutions, you replace complex problems with an energy-saving option that increases your efficiency and minimizes your energy costs.

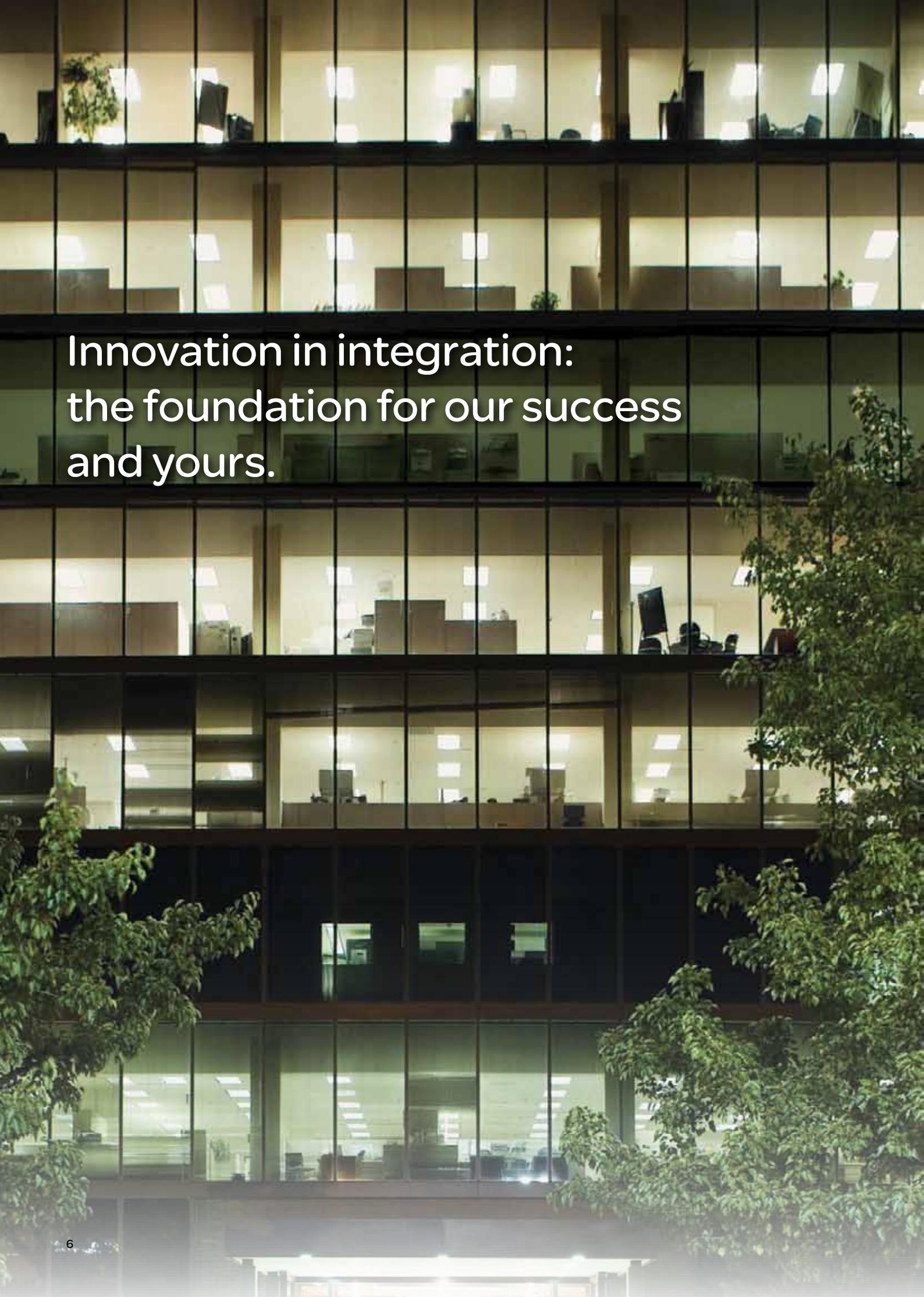
### Traditional problems

- Multiple Interfaces, Vendors & Service Providers
- Facilities Managed Separately
- System Incompatibilities
- Training Required on Multiple Systems
- Increased Energy Costs
- Multiple & Inconsistent Reports
- Operational Inefficiencies
- Isolated Alarm Notification
- Labor Intensive
- Isolated Systems
- Frequent Occupant Complaints

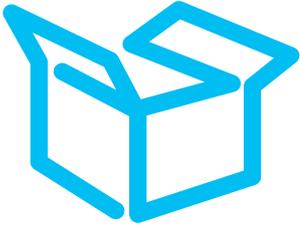


### Complete Building Solutions Benefits

- A single interface to all your systems
- Management of single buildings, multi-campus, and remote sites from a single computer
- Integrated systems
- Reduced need for training
- Realized energy savings
- Improved reporting
- Enhanced operations
- Centralized alarm monitoring and management
- Labor savings/productivity gains
- Coordinated behavior across multiple systems
- Improved comfort

A photograph of a modern office building at night. The building's facade is composed of a grid of dark window frames. Many of the windows are brightly lit from within, showing office desks, chairs, and some people working. The interior lights create a warm, yellowish glow. In the foreground, there are several green trees with dense foliage, partially obscuring the lower part of the building. The overall scene conveys a sense of active business and innovation.

Innovation in integration:  
the foundation for our success  
and yours.



The Complete Building Solutions' innovative approach literally takes integrated systems to a new level. Our broad range of products, services and combined expertise allows us to offer customized and seamless service.

Now your systems can be monitored and managed centrally. It doesn't matter how many systems you have, or how many you plan to install in the future. From a cost-saving standpoint, our Complete Building Solution offers:

- Lower infrastructure costs
- Lower installation costs
- Lower operating costs

In addition, you will simplify your life with a centralized, non-redundant solution. And, of course, realize considerable energy savings – the Complete Building Solutions' most important financial advantage.



## Complete Solutions for all phases of your Building System Life-cycle

### Power distribution & management

- Switchgear
- Metering & monitoring
- Variable speed drives
- Power quality (UPS)

### Building Automation

- HVAC
- Elevators
- Energy management

### Security

- Digital video management
- Access control
- Intrusion detection

### Lighting

- Schedule-based lighting control

### Fire and life safety

- Monitoring
- Smoke & elevator control



- 1 Design & Installation
- 2 Operations & Maintenance
- 3 Evaluation & Retrofit



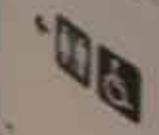
*North Africa*

Annuel  
des Facultés  
en Algiers

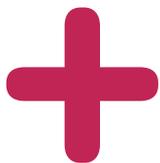
- Europe
- Asie
- Amérique

Meeting rooms

- Tunis
- Dakar
- Bamako
- Kite
- ← Casablanca
- ← Djakarta
- ← Alexandria
- ← Sydney
- ← Wellington



**A Complete Building Solution** seamlessly manages all of y our building's critical systems from a single source.



## Case study

### Integration improves your bottom line

In an independent case study involving a 13,500 m<sup>2</sup> office building with 1,500 occupants, a research team examined the costs of the traditional approach versus a fully integrated solution. The systems integrated were:

- Structured Cabling
- Fire and Security
- Lighting Controls
- Building Controls
- Metering and Monitoring

Traditional Approach	Integrated Approach	Difference
1,964,637	1,489,098	475,539

Result: **24%** Savings



As the results show, the cost-savings were significant – over 24 percent. Findings also show that an integrated approach offers a broad range of commercial and technical benefits, including a single point of contact, an efficient project hierarchy, easier equipment deployment and future proofing. (Source: **Strategic ICT Consulting, April 2005**)



One team,  
many benefits.



**Complete Building Solutions** is a well-planned and centrally managed offering that will make a major impact and cost-cutting contribution to your building's operations – not just in the beginning, but over the entire lifetime of your integrated system.

With Complete Building Solutions, you have:

- One sales team
- One design team
- One installation team
- One service team
- A single point of contact for all products and services
- Reduced administrative costs
- Better communication and coordination
- Shorter lead times for design, deployment and testing
- Centralized engineering resources to oversee:
  - Standardized solutions
  - Alarm management of multi-building locations
- Volume product purchasing for:
  - Reduced equipment costs
  - Faster turnaround
  - Better quality control
- A fully integrated system, customized to your own specific needs

Unlike isolated power, automation, engineering and service providers, our Complete Building Solution handles virtually all of your facility's automated management needs. And we do it faster and easier than was ever possible with the traditional "silo" approach.





Experience our  
experience for yourself.

Our combined experience includes thousands of buildings and multi-campus properties across the globe:

- Commercial Office Buildings
  - Hospitals and Healthcare
  - Pharmaceutical Enterprises and Laboratories
  - Schools, Colleges and Universities
  - Airports and Transportation Facilities
  - Government and Military
  - Installations
  - Utilities
  - Hotels and Restaurants
  - Precision environments
  - Retail Industrial and Manufacturing
  - Museums and Libraries
- And other private and public facilities

# Schneider Electric building offer

Schneider Electric is the only company exclusively devoted to **electricity** and **automation management**. As one of Schneider's fastest growing companies, it offers a broad range of products and services that will earn your trust as well.

Our core offerings include:

## **Building Automation**

Schneider Electric designs, manufactures, delivers and services open systems for building management to improve indoor environments, reduce operating costs, and provide flexibility and ease of operation. Based on the standard industry protocols, LONWORKS® and BACnet®, our open architecture allows interoperability with third-party systems and provides building managers the freedom to choose a variety of building management applications. Schneider Electric systems can monitor and control both individual properties and entire building complexes, regardless of the size and number of buildings or how many miles apart.

## **Security**

We also design, manufacture and market a comprehensive building security solution that integrates electronic card access, intrusion detection and digital video management.

Schneider Electric's solution eliminates the server and moves access and functions to the workstation level, protecting against a central point of failure. Our approach reduces system vulnerability to attack, and lowers maintenance and installation costs. The system also integrates with lighting and environmental controls without multiple front-ends, networks or gateways; offering true interoperability.

## **Energy Services**

Energy solutions is a division of Schneider Electric that implements energy-efficient, cost-saving measures that provide an efficient means of upgrading facilities to the latest technology via innovative financing and guaranteed energy-saving programs. Through a performance contract, public and private building owners can repair or replace aging and inefficient building structures and systems; including mechanical equipment, lighting, windows, building controls and monitoring systems. With Schneider Electric's guaranteed savings program, customers may use utility savings to finance facility improvements, resulting in minimal out-of-pocket cost.





## Les chiffres clés du groupe

Chiffres clés  
pour l'action à 2007

Chiffres d'affaires 2006  
par zone géographique



Schneider  
Electric



The Power of  
Schneider Electric.

Schneider Electric is the world's only company exclusively dedicated to providing electricity and automation management solutions. Today, Schneider Electric is the global leader in electrical distribution, building automation, industrial control, power quality & availability and security.

Schneider Electric provides complete electrical distribution power equipment, systems and services.

Regardless of the installation – for new buildings and retrofits alike – Schneider Electric's one-stop building solution leverages the best in industry standards and open system technology.

You can always count on Schneider Electric. That's why our Complete Building Solution is the perfect choice for managing your building's needs.



With our complete building solution, we will:

- Perform a comprehensive evaluation of your facility
- Recommend a customized plan that is realistic and relevant to your needs
- Reduce your installation, equipment, energy and operational costs
- Provide a cost-effective service program to ensure peak performance
- Improve overall building services
- Increase the net value of your facility



 **Make the most of your energy**

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