



# Perform major surgery on the cost of running your hospital

Hospital  
Building Management Solutions

**Schneider**  
Electric

Offer the highest standards of care at lower costs



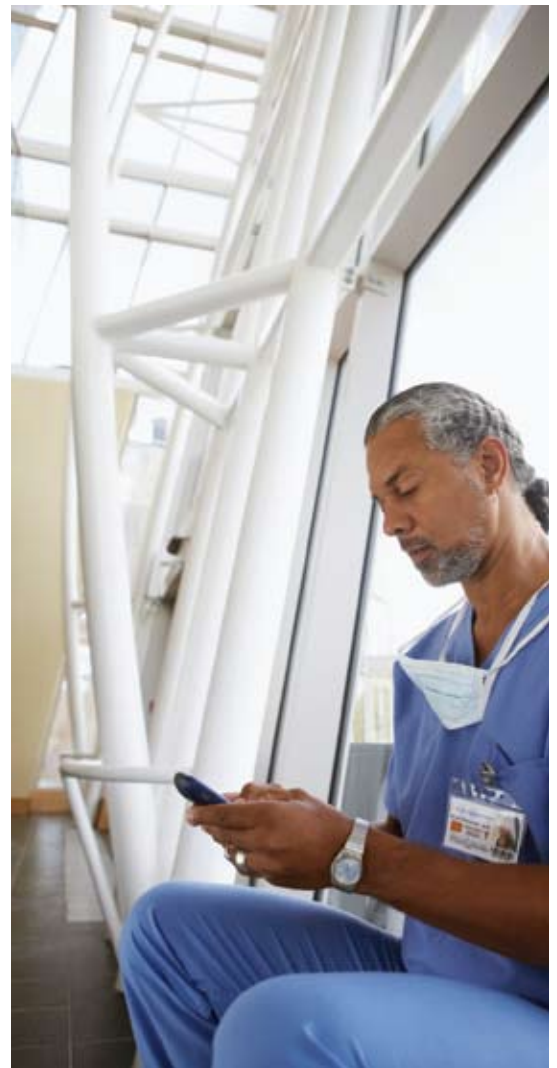
# Enhance your hospital's reputation

## And meet the performance expectations of the board

You go the extra mile to create an environment that attracts the best medical staff and delivers the highest quality of patient care. What more can you do to enhance your hospital's reputation and meet the performance expectations of the board?

Do what Lyell McEwin Hospital in Adelaide, Australia, did. Create one of the most efficiently managed patient care environments in the world. Invest in an integrated building management solution—and reduce capital and operating costs in the process.

Do it with Schneider Electric. We're the company chosen by the University of Chicago Hospitals and other leading medical centers to solve today's challenge: providing a secure, high-quality environment of care while maximizing limited financial resources.



// Without Schneider Electric's building management control system, we would need an army of people to run our facilities. In fact, this may be the only hospital of its size in Australia to operate without a 24-hour operator onsite. //

—Hieu Phan, Chief Engineer,  
Westmead Children's  
Hospital, Sydney, Australia



# Precise control of temperature, airflow and humidity is crucial

That's precisely what we'll do for you

To provide the best quality of care, control of the hospital environment is essential. You need reliable monitoring systems to help prevent infection. Operating room environments that respond instantly to meet strict procedural requirements. And patient rooms that help patients heal.

Schneider Electric systems excel at delivering precise control for temperature, airflow and humidity—for every part of your facility. That includes positive pressurization in areas like bone marrow transplant patient rooms, and negative pressurization in patient isolation rooms.

Schneider Electric delivers an impressive combination of power, security and building management solutions that drive down your costs while maintaining a safe, optimal environment for your patients, staff and medical assets.

Our highly efficient building management systems are easy to install and maintain, helping you get the most out of your capital and operating budgets.

Schneider Electric has extensive experience and customized solutions to help maintain ideal environments throughout the hospital. We take great care when it comes to assessing and meeting your needs.

# Make your healthcare facility more profitable

## Our systems cost less to design, install, operate and upgrade

Patients count on the best care, around the clock. That means you must provide the best of everything, from security to comfort and control. At the same time, you need to do it all in the most efficient manner possible.



Integration lets you manage several different subsystems as a single cohesive network, including those from other vendors. A unified whole that is designed to continuously meet the needs of ever-changing conditions.

With this approach, you realize cost benefits from the very beginning. One design team and one installation team consolidate building management, security, structured cabling, IP networks and more into a single infrastructure. Your capital investment can be reduced by as much as 24% compared to the cost of installing separate systems. And over time, you can save up to 36% on the cost of operating and maintaining the integrated network.

Schneider Electric's integrated approach is just as cost effective when refurbishing facilities as it is when constructing them. And it can also improve your day-to-day operations—because staff training is easier and systems are working together, your facilities are more responsive.

Our award winning expertise in integration makes us the right partner to help you realize its many advantages. You can count on Schneider Electric to make sure that you, your facility and your patients receive the best possible treatment.



### ★ Success story

Schneider Electric's intelligent building solution for Lyell McEwin Hospital in Adelaide, Australia, is an industry first in Australia—and quite possibly the world. It offers total integration with voice, data, video and control systems all residing on a common structured cabling system. The cable backbone offers higher bandwidth to guarantee stable and secure transmission of data. This type of integrated solution reduces overall construction and daily operational costs as well as the extra costs for retrofits and later modifications.



# A reliable power supply that also saves energy

## Impossible? Not anymore

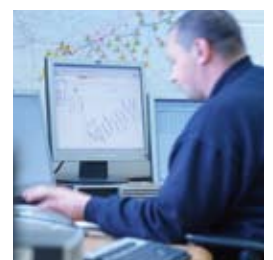
Your hospital is an energy-intensive place. Staff, patients and visitors are coming and going 24 hours a day. Reliable, efficient power is a must.

Schneider Electric delivers expert advice and solutions to meet the demand for uninterrupted power. We also implement programs designed to reduce utility consumption. By analyzing your facility operations and energy consumption patterns, we identify opportunities to replace old systems with today's superior technology. Then, by constantly monitoring energy supply and consumption, we ensure that your hospital is always "on" and running as efficiently as possible.

Schneider Electric can even make an energy efficiency program easier to sell to your finance staff. We do this by calculating and guaranteeing the results, and then providing financing for the programs when needed.

Finally, we can "future-proof" your hospital by taking into consideration your future building and energy needs in a sustainable energy plan.

The bottom line—Schneider Electric has the prescription to deliver critical power while reducing energy costs and improving patient outcomes.



At Memorial Hospital of Carbondale, Illinois, in the US, Schneider Electric's system continuously monitors and reports on energy consumption, helping drive Memorial's gas and electricity costs down to 20% less than that of typical hospitals in the same region.



Schneider Electric has won multiple awards, including recognition from Frost & Sullivan in the field of Integrated Building Systems.

# Protect your environment without making it feel locked down

## We'll show you how

Your team runs one of the top hospitals in the country, noted for its quality staff, excellence in medical specialties and a welcoming, positive atmosphere. How do you most effectively secure such an environment?

By selecting a partner who understands that there's more to security than locking doors. It also means safeguarding patients in their rooms, doctors in their offices and staff and visitors in the parking lots. It means securing the entire facility, while maintaining the open environment that puts patients at ease.

Schneider Electric understands. Our solutions are industry leading and designed specifically for healthcare.

Schneider Electric has video security management solutions that are discrete, yet effective in monitoring sensitive spaces such as maternity, emergency rooms and parking lots. Our smart card access control systems secure patient floors, pharmacies, surgical suites and more, while granting easy access to authorized persons. Schneider Electric integrated technologies give your security staff the ability to closely monitor more space and respond quickly.

We work with your team to ensure your hospital offers an ideal environment of care where the focus is on healing. Where patients, doctors and staff experience the freedom that comes from knowing that they're also safe and secure.



### Hospitals where Schneider Electric passes the test

Moffitt Cancer Center, USA; Exempla Healthcare, USA; Massachusetts Eye & Ear Infirmary, USA; Worthing Hospital, UK; University of Chicago Hospitals, USA; Swissmed Hospital, Poland; Oncology Center Hospital, Poland; Hôpital d'Argenteuil, France; Norfolk & Norwich Hospital, UK; Grimsby District General Hospital, UK; BMI Healthcare, Bath, UK; Watson Clinic, USA; Westmead Children's Hospital, Australia; University Hospital of Tampere, Finland; HUS Töölö Hospital, Finland; Aalborg General Hospital, Denmark; Lyell McEwin Hospital, Australia; Westphalian Center for Psychiatry and Psychotherapy, Germany; Bad Bentheim Specialist Clinic, Germany

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