



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

Schneider
Electric



7 continents.
80 countries.
And growing.

Trust

“With minimal effort and cost, our building automation system has been upgraded four times. We have been a Schneider Electric customer for over 26 years.”

- Dubai World Trade Centre

Inside every building is the potential to be great. To be more powerful. And more profitable.

We design and install building management and security solutions that unlock this potential in buildings large and small. On every continent. In 80 countries. In healthcare, education, retail, government, transportation, life sciences and just about every other industry you can name.

That's why building owners, facility managers and security professionals worldwide trust Schneider Electric for integrated building management solutions that create a comfortable, economical and secure environment.

We build more than solutions for HVAC, access control, video security management, lighting control, power management, IT infrastructure and energy optimization. We build trust.

But don't take our word for it. Ask the thousands of customers we've supported over our 120-year history.



To enjoy reduced
operating costs,
build it right
in the first place.



Value

At Schneider Electric, we build value into your building from the start—whether it's new construction or a retrofit project. When we design and install your integrated building management systems, you will save up to 24% compared to a traditional installation. These integrated systems will also save you up to 36% on associated operational costs over time.

Of course, there's a fine line between saving energy and providing a comfortable environment. At Schneider Electric, we help you achieve both.

Our intelligent building management software collects and shares vast amounts of facility and financial data. So you can make informed decisions with tangible savings you can measure. Our forecasting and control capabilities let you manage your facility more effectively. Our advanced environmental systems and services help you create a more productive workplace.

To make sure you achieve the value you want, we apply our experience and proven consultative approach to all your facility needs.

"The current electrical savings are both measurable and impressive. The indirect savings on manpower, plant operations management, electrical component savings and equipment life are immense!"

- The Breakers Hotel



How can you get
all the energy you need
and still reduce usage?

We'll show you.

Energy

“Every dollar that I save in energy use goes right into the gross operating profit. Hotel occupancy is very dynamic. The hotel is not full every day. There are floors and wings of the building that don’t have guests. If 60% of the hotel is vacant, I don’t need to run the systems there.”

- Westin Resort Macau

You need your building to perform. At the same time, your operational budget may be shrinking. And energy costs continue to soar.


So, how can you reduce usage, meet regulatory requirements and do the right thing for the environment?

Schneider Electric has the answer. We help customers around the world address the business, environmental and regulatory issues that drive their need for energy efficiency.

Two of the comprehensive programs we use to do this are EnergyEdge and Performance Contracting. Both programs use proven processes to reduce energy consumption, improve building performance and increase employee productivity.

Only Schneider Electric can deliver a powerful combination of power and building management solutions that drive down your energy costs.



A nighttime photograph of the St. Louis Arch, a large, illuminated, stainless steel catenary arch, framing the city skyline of St. Louis, Missouri. The arch is the central focus, with its two legs curving upwards and meeting at the top. In the background, the city skyline is visible, featuring several skyscrapers with their windows lit up. The Missouri State Capitol building is prominent in the center, illuminated with white lights. The sky is a deep blue, and a thin crescent moon is visible in the upper right quadrant. The foreground shows the Mississippi River, with the lights from the city and the arch reflecting on its surface. The overall scene is a vibrant and iconic representation of St. Louis at night.

One design team.
One installation team.
One service team.
One purpose:
Simplifying your life.

Simplicity

"We were impressed with the simplicity of the Schneider Electric system... this was a deciding factor for us."

- Shedd Aquarium

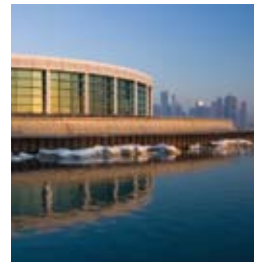
We manufacture and support innovative building management and security systems. But our customers also come to us for something else. Our thinking.

Our focused approach to building systems strips away layers of complexity to reveal solutions that help manage buildings simply and effectively.

That's why Schneider Electric offers industry-leading intuitive graphical displays, dramatically simplifying system operation. We were the first to integrate HVAC with access control in a single system, to help you run a more efficient building.

Today, we continue to make buildings simpler to operate, using the latest in web-based technology to give you complete access to your system through any browser device, from anywhere in the world.

Integrated building management that gives you full control. Security that gives you peace of mind. The idea is simplicity itself.



As long as data
doesn't care
what it runs on,
neither do we.



Open

We call it intelligent building management solutions. Our customers call it freedom of choice. Our systems are built on open protocols, so we don't lock you into one technology. For example, we support every major communication standard in building automation and security management—including TCP/IP, LonWorks®, BACnet®, Modbus® and Ethernet. So you're free to choose best-in-class solutions for each need, and your systems will still work together.

Our solutions integrate security, power, lighting, electrical distribution, fire and smoke control, HVAC, IT and telecommunications on one network—across enterprises. That means reduced training, operations, maintenance and energy costs, along with simplified usage, improved comfort and increased productivity.

And when the next standards-based innovation comes along, our customers will be able to embrace it and reap the benefits.

Quite simply, open systems mean more choices for our customers. It's just one reason why so many companies choose Schneider Electric.

"The Schneider Electric system allows us to tie in numerous building functions and reduce costs. In the past, we worked with multiple systems, all with different front-ends. Now, integrating all our systems together and using only one front-end is not only more convenient, it allows us to have a smaller facilities staff."

- Genpass, Inc.



It takes a lot more than monitoring and alarms to make a building safe and secure.

Security

Today's security picture is changing rapidly. Risks are increasing. New threats are emerging. Protecting your assets —customers, employees, property and data—is at the core of your security strategy.

You're also expected to reduce risk, mitigate liability, protect revenue streams, reduce operating costs and comply with evolving international, federal and local security regulations and standards.

At Schneider Electric, we understand your daily challenges. We have the industry expertise to provide security solutions that comply with emerging standards. We have the technical expertise to leverage your existing security investments. And we create customized solutions that reduce risk, integrate with building management systems and save you money.

Turn to us for risk analysis and design, full system integration, and industry leading technologies for access control, video surveillance & analytics, intrusion detection and fire & life safety. For over 70 years, we've been building our reputation in security—in over one million installations around the world.

"The quality of the images is so good, they just plead guilty. Of the incidences we give to the police, we're running a 90% success rate."

- Arden Fair Mall
Chief of Security talking about Schneider Electric's video security solution



A photograph of the Harrods storefront at night. The building is illuminated with warm, golden light. A large, teal awning with a scalloped edge and yellow trim is prominent. The word "Harrods" is written in a yellow, cursive script on the awning. The background shows the building's facade with vertical columns and windows.

Harrods

Sometimes it's the things you can't measure that have the most value.

Like our people.

Service

“Although we are not requesting custom work, Schneider Electric makes us feel like we are getting it.”

- Merck Pharmaceutical


At Schneider Electric, providing excellent service is an integral part of everything we do. Whether we are working with you to design and install a custom intelligent building solution, conducting an energy audit, or providing product support—customer satisfaction is our first priority.



Our employees are passionate about their work and understand that our customers are our most important asset. We all share a commitment to innovation, quality, integrity, openness and operational excellence. That’s how we create customers for life.

Our dedicated experts provide a host of services to meet all your building needs, including system design and integration, energy efficiency services, staff training, technical maintenance, and operational support services.

Ensuring your assets grow in value and your building systems sustain maximum performance—year after year—is as important to us as it is to you.

A photograph of the Golden Gate Bridge in San Francisco, California, taken at dusk. The bridge's iconic towers and suspension cables are silhouetted against a deep blue twilight sky. The water of the bay is dark, and the city lights in the distance are visible. The overall mood is serene and professional.

Who is the
Buildings Business
of Schneider Electric,
and what can we do
for you?

We deliver

- Lower initial capital expenditures by up to 24%
- Reduced ongoing operating expenditures by up to 36%
- Significantly reduced energy usage and costs
- Improved business performance
- Award-winning expertise
- World-class service
- Improved customer experiences
- Increased environmental sustainability

Schneider Electric's Buildings Business has seen significantly stronger organic growth than the industry average. We've executed several well-integrated, strategic acquisitions, including:

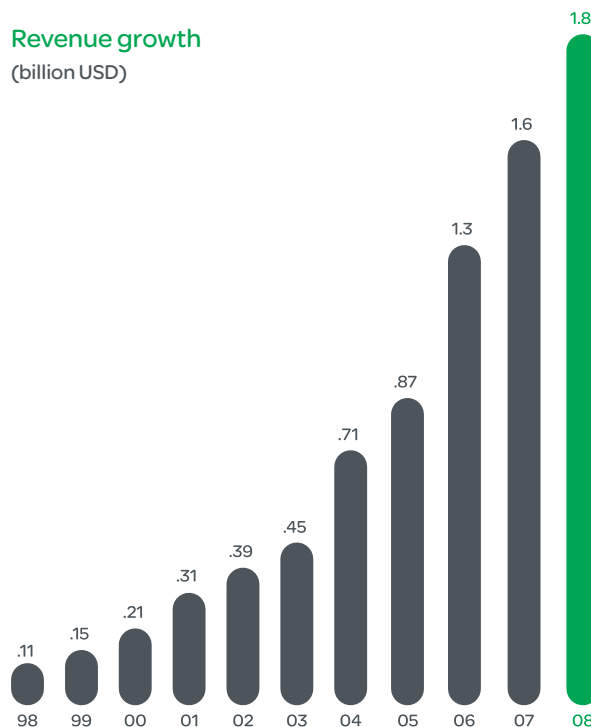
- 2003 TAC
- 2004 Andover Controls
- 2005 Invensys Europe (Satchwell)
- 2006 Invensys Americas (Siebe)
- 2007 Pelco

Today, the Buildings Business of Schneider Electric has

- more than 8,000 employees and over 1,000,000 installations worldwide
- surpassed revenue of \$1.8 billion (USD) in 2008
- a presence in 80 countries

But numbers tell only part of the story. We are at the forefront of growth because we deliver what our customers want, year after year, building after building.

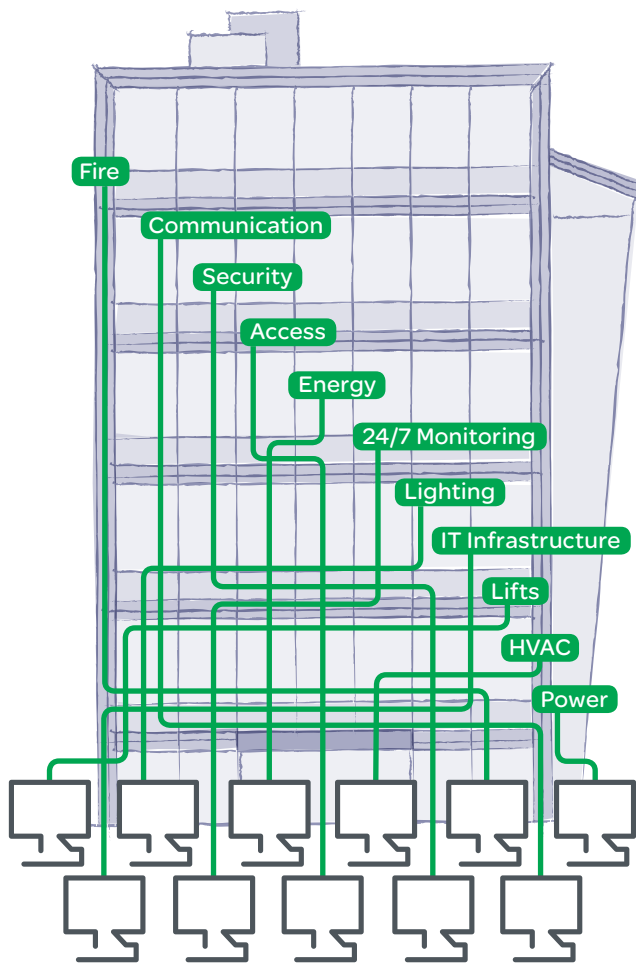
Revenue growth
(billion USD)



What's better than having multiple systems to manage your facility? Having just one.

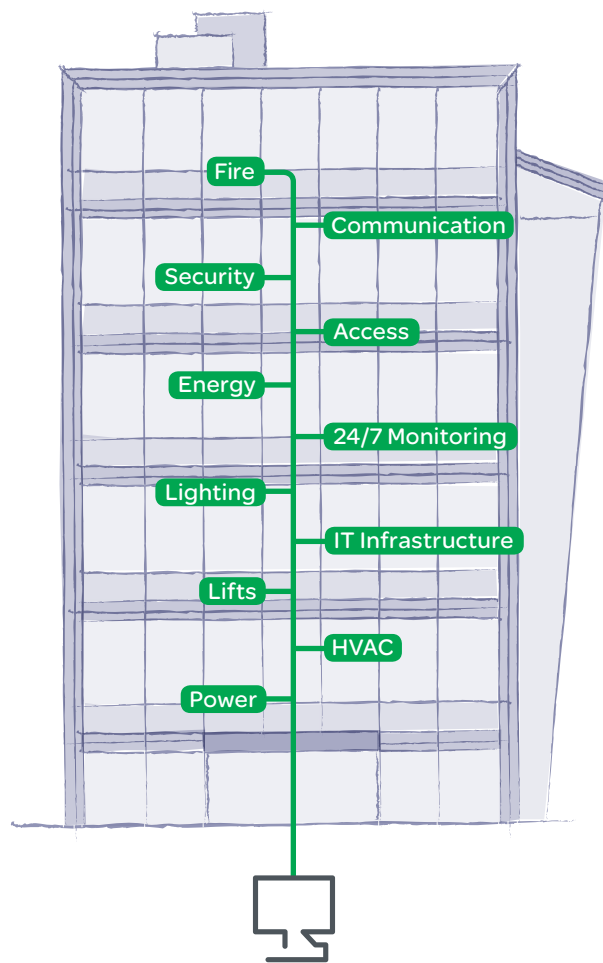
Multiple systems

(traditional design)



Integrated systems

(single IP network)



An integrated system delivers:

- Shared information between systems
- A common interface
- Improved staff productivity
- Consolidated monitoring locations via the web
- Reduction in devices
- Efficiencies in cable and cable pathway installation
- Improved management of energy consumption
- Reduced training costs

We firmly believe that less is more. A single system where HVAC, power, lighting and electrical distribution integrate with security, IT and telecommunications, is not only easier to manage, it delivers significant cost savings—both during installation and throughout ongoing operations.

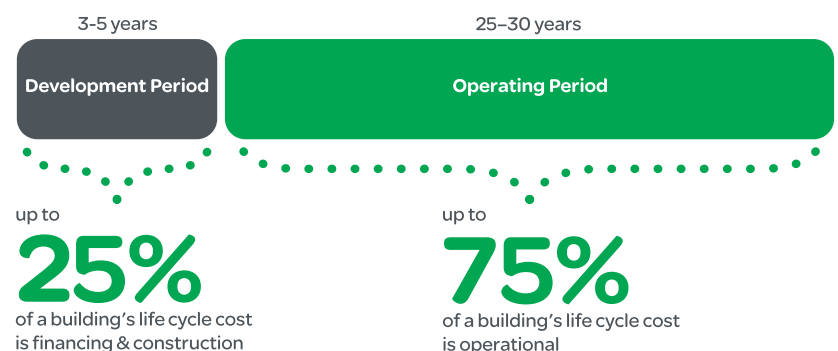
For example, when your security and HVAC systems are integrated, you can reduce energy consumption: security motion sensors detect the occupancy status of rooms so that lighting, heating, cooling and ventilation can be turned on or off accordingly.

Another benefit of an integrated system is the ability to handle an emergency by providing a single, actionable view of your facility. For instance, in the event of an intrusion, the appropriate lights and surveillance video cameras in your building can be switched on automatically.

Of course, an integrated system also means minimal impact on the environment thanks to reduced energy consumption. Which means you can make the world and your balance sheet greener places. It's a win-win situation.

Naturally, the biggest benefit is over the long term where you can see your operating expenses go down appreciably. And operating expenses is where you can find real, measurable business value.

Life cycle cost of a building



Our integrated systems and comprehensive services reduce both capital and operational expenses.

What solutions do we provide?

We manufacture, design, install and support building management solutions that make people more secure, productive and comfortable. Our solutions include:

- HVAC Control
- Lighting Control
- Access Control
- Video Security Management
- Fire & Life Safety
- Power Management
- IT Infrastructure
- Energy Efficiency Services
- Facility Life Cycle Services
- Precision Environments
- Field Devices

Systems Design and Installation

We help customers design more energy-efficient, comfortable buildings with security at the forefront. By assisting at the design stage, we can help you build in cost-saving systems and features. We are continuously developing new techniques and fine-tuning processes to better serve you. We have an established track record of installing solutions on time. And on budget.

Life Cycle Support and Services

All buildings have different needs over their life cycle. We are committed to ensuring that your assets grow in value, by working closely with the changes that naturally occur over your building's life cycle. Whether it's helping you adopt new technologies or implement innovative solutions.



Shanghai TV Tower, China



Energy Efficiency Services

We offer a range of energy-saving technologies and practices to improve your building's performance—from a simple lighting retrofit to a comprehensive energy strategy.

Extended Energy Services

We provide a range of services that include long-term energy planning and procurement, energy remote monitoring, demand response programs, executive reporting, regular energy auditing and facility checkups.

EnergyEdge

High energy consumption not only means increased costs, it also means an adverse impact on the environment. EnergyEdge delivers sustainable results to commercial offices, hospitals, private schools and hotels to cut energy costs and meet environmental responsibilities. Services include implementing proactive monitoring, operation and maintenance services to ensure ongoing performance, year after year.

Performance Contracting

Performance Contracting offers turnkey energy efficiency solutions—with guaranteed savings—to public entities such as schools, universities and municipalities. This helps reduce energy and operational inefficiencies of building systems by first uncovering the true causes of facility issues. Schneider Electric's skilled performance assurance team focuses on enduring performance and proven real measured savings, which offers not only peace of mind—but a guarantee too.

We deliver solutions to

Amgen
AT&T
B. Braun
Bella Center Copenhagen
City of Austin
Deutsche Bank
Digital Realty Trust
Dubai International Airport
Edith Cowan University
Edwards Air Force Base
Genzyme
Georgia Tech
GlaxoSmithKline
Héma Québec
Hesperia Tower
Hilton Copenhagen Airport
Hospital Militar de Santiago
Ideapark
KfW
Kuala Lumpur International Airport
Lancashire Schools
Liberty Island
Manchester Royal Infirmary
Manchester United Stadium
Mandarin Oriental Hotel
Merck Worldwide Headquarters
Mexico Military Hospital
MIT
Novartis
Quiron Hospital
Rockefeller Development Group
Royal Children's Hospital
Sanofi-Aventis
Sisters of Mercy
Strandskolan
Switch SUPERNAP
Technopolis IT Park
Telenor
Uppsala University
US Federal Reserve
Verizon
Westin Resort Macau
Złote Tarasy

How do we deliver value to our customers?

A world class team of building experts

We listen first and then we deliver real solutions throughout the building life cycle

Converge building automation and IT systems

Many parts work together

Measure and control power and building equipment

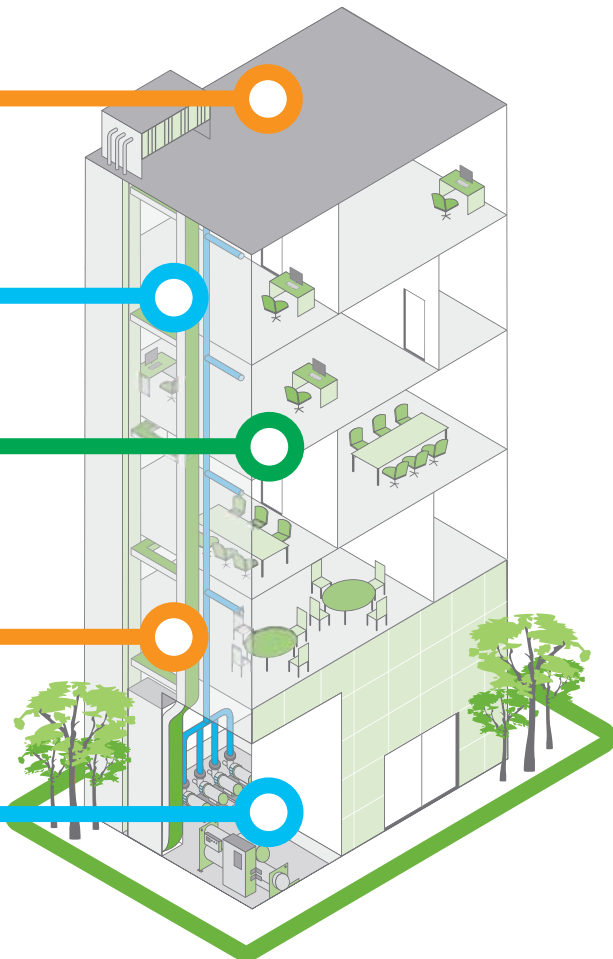
Drives energy efficiency and supports corporate social responsibility

Make buildings comfortable and safe

Increases employee productivity and maximizes asset value

Business results

Lower CapEx, Lower OpEx and improved business performance



We deliver the full power of Schneider Electric to our buildings customers through EcoStruxure™, an innovative solution architecture that enables the convergence of five key domains of expertise—power, data centers, industrial automation, building automation and security—from Plant to Plug™. EcoStruxure acts as a unifying ecosystem, delivering compatibility across key applications and leveraging open standards across both Schneider Electric and third party offers. This approach gives answers to energy

management challenges by making energy safe, reliable, productive, green and efficient. It also delivers up to 30% in energy savings.

We deliver our solutions through a world-class, worldwide organization. We are proud to claim premier systems integrators as our partners to market. Along with our branch offices, they deliver global solutions, tailored to the needs of each facility, region and industry.

About Schneider Electric

As a global specialist in energy management with operations in more than 100 countries, Schneider Electric offers integrated solutions across multiple market segments, including leadership positions in energy and infrastructure, industrial processes, building automation, and data centers/networks, as well as a broad presence in residential applications. Focused on making energy safe, reliable, and efficient, the company's 114,000 employees achieved sales of more than 18.3 billion euros in 2008 (27 billion USD), through an active commitment to help individuals and organizations "Make the most of their energy."

www.schneider-electric.com/buildings

Innovation timeline

- • • • First to develop a Spring Return Proportional Globe Valve Actuator
- • • • First to provide direct digital control technology for building automation
- • • • First to develop universal inputs
- • • • First to incorporate dual redundant networking in a building automation system
- • • • First to offer Integrated Camera Position Systems
- • • • First to seamlessly integrate HVAC and access control
- • • • First to develop a telephone voice command interface for building management systems
- • • • First to develop an Ethernet-based building management system
- • • • First to develop a freely programmable LON-based controller
- • • • First to integrate a web server in a building controller
- • • • First to integrate access control and digital video
- • • • First to develop a controller-based telephone user interface with programmable voice menus
- • • • First to incorporate dual redundant networking in a building automation system
- • • • First to provide occupants with personalized environment control through a web browser
- • • • First to integrate BACnet support to all facility and security controls
- • • • First to provide complete, integrated solutions based on *Open Systems for Building IT*®
- • • • First to provide a complete range of wireless-enabled BACnet controllers
- • • • 2010
- • • • 2011

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