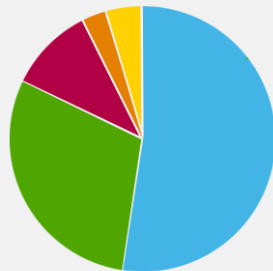


EtruxureWare™ Software

Save energy. Improve efficiency. And get more done, with less.

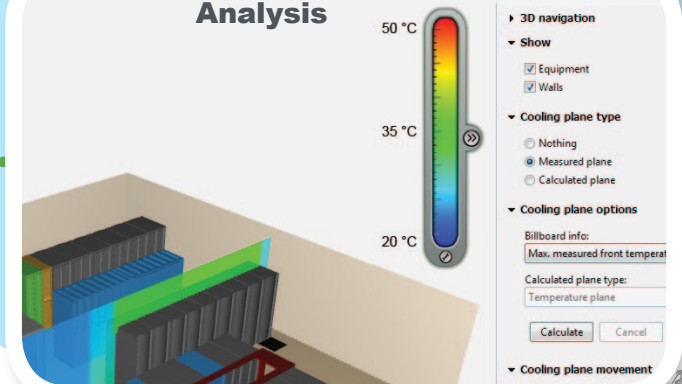
GHG Emission by Source Commercial & Industrial Business



91,017.276 : Natural Gas
52,003.471 : Electric Power
17,620.042 : Diesel
5,157.863 : Business Air Travel
7,995.061 : Other

Total: 173,793.714 ((metric tons CO2-e))

Analysis



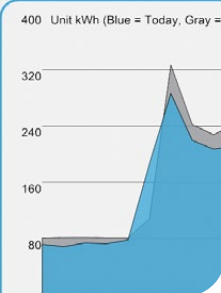
Energy Summary

Instantaneous Power Consumption

275.8 kW

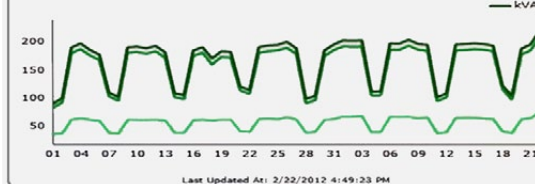
■ HVAC (89.10 kW)
■ Lighting (80.15 kW)
■ Plug Load (106.53 kW)

Energy Calculations
Electricity 935.7 kBTu



Power Quality

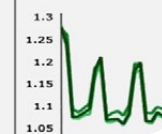
kW kVAR kVA Last 2 Months



Power Factor Last 8 Hours



k- Factor Last 2 Months



Schneider
Electric

Rethinking sustainability

- Balance environmental realities with financial returns page 2
- Create value from sustainability investments page 3
- Develop an effective energy strategy page 4

An integrated, informed, and efficient enterprise

- Improve efficiency with timely decision support page 5
- Eliminate silos within your enterprise page 6
- Enable open communication between systems page 7

A world-class software portfolio

- Get the data your role requires, where and when you need it page 8
- Answer your critical questions immediately page 9
- Choose applications to manage, analyse, and control resources ... page 10
- Take enterprise efficiency to the next level page 11

Maximum performance

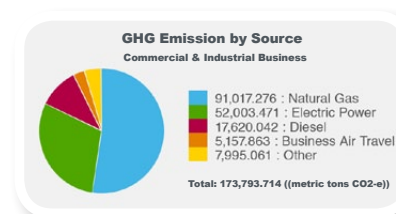
- Start with a data-driven strategy page 12
- Achieve maximum business performance page 13
- Choose a well-qualified partner you can trust page 14

Resources

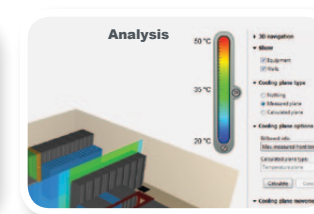
- Links to references page 15
- Watch our video page 16

On the cover:

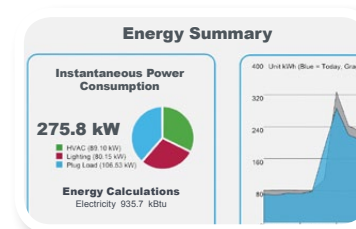
StruxureWare software applications enable users to analyse, manage, and control energy use and cost.



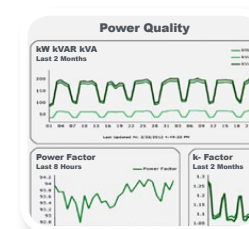
Track your carbon, water, and waste footprints across your enterprise with Resource Advisor.



Proactively analyse the impact of changes in your data centre before you make them with Data Center Operation.



Simplify day-to-day operations and optimize energy consumption with Building Operation.



Trend any parameter in your power network to understand the true health of your system with Power Monitoring Expert.

> Refer to Page 15 for a list of references and corresponding links to online information.

Balance environmental realities with financial returns

Governments and shareholders alike push companies to be sustainable

The world's energy demand is rising. Energy prices continue to climb. And all the while, companies are under increased pressure to perform, and to do so in a way that's not only profitable – but also sustainable.

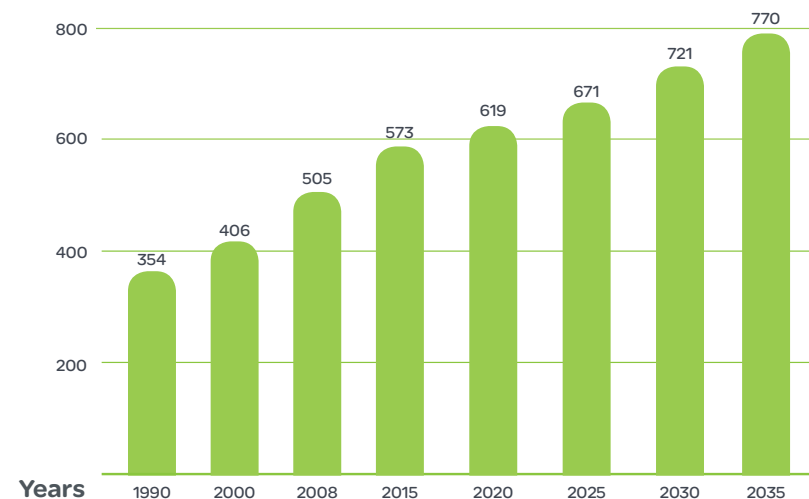
This pressure is coming from all sides. While government regulations require that carbon emissions and environmental impact be taken into account, shareholders, too, are asking for sustainability to have a bigger role in long-term business strategies.

↑ **2x**

The amount by which worldwide energy demand may increase by 2050, according to the U.S. Energy Information Administration.¹

↓ **20%**

The European Union (EU) Directive requires nations to reduce GHG emissions by a minimum of 20 per cent (as compared to a 1990 baseline) by 2020.²



Forecast: rising worldwide energy demand

World energy consumption, 1990 – 2035 (quadrillion Btu)

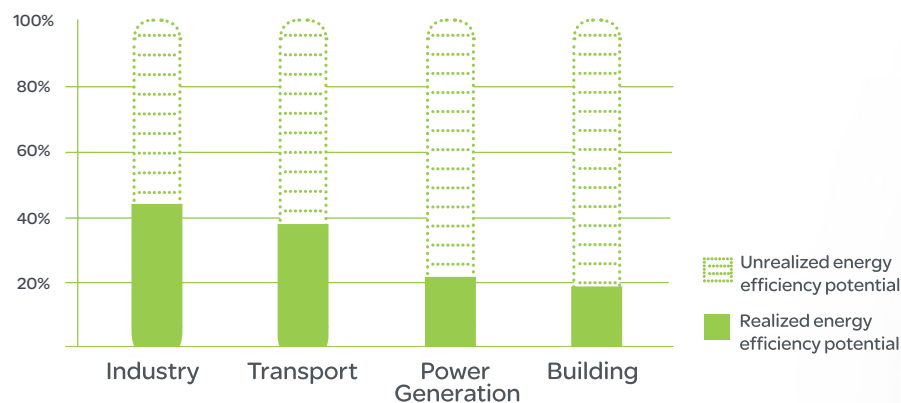
(Source: U.S. Energy Information Administration)¹

Create value from sustainability investments

Energy efficiency as a financial opportunity

Of course, you want to increase your company's efficiency. You want to be as green as possible. But you can't raise prices, and you can't justify a sustainability strategy that comes at the cost of decreased profits or competitiveness.

The good news? Meeting your sustainability obligations doesn't have to come at a financial expense. As many companies are finding, improving your company's efficiency is a win-win, both in the boardroom and on the balance sheet.



A huge opportunity going unrealized

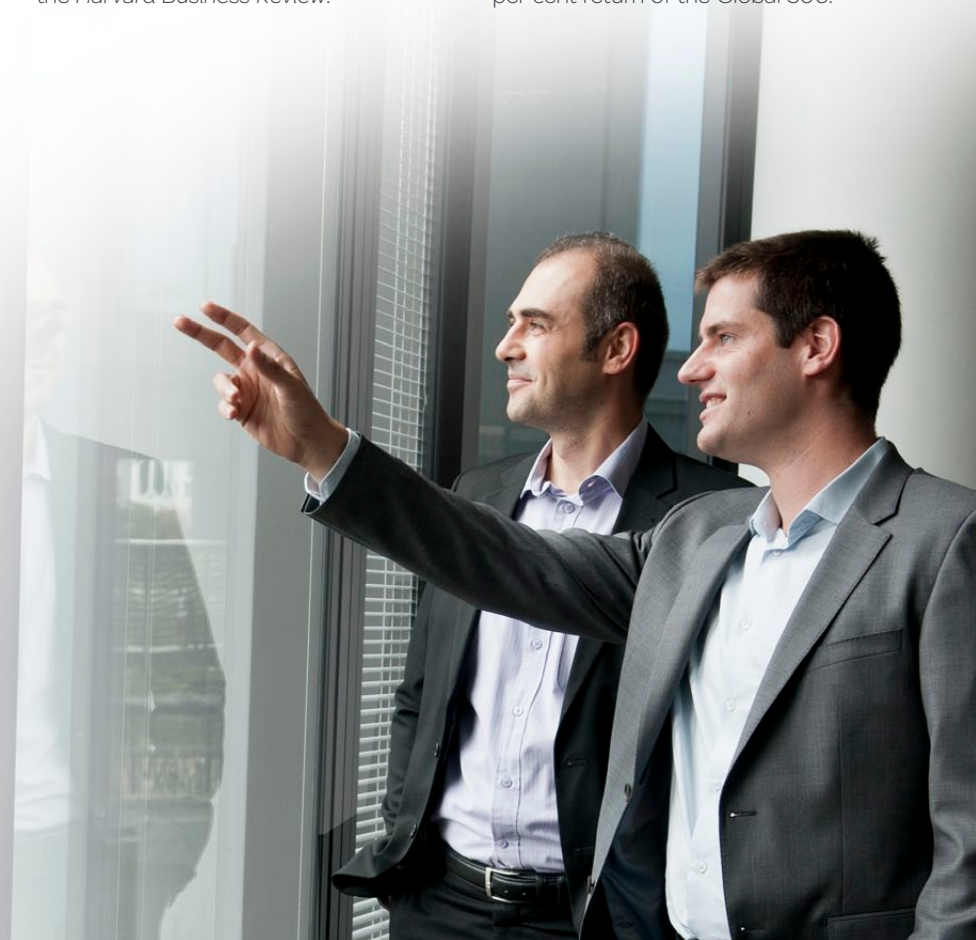
(Source: 'World Energy Outlook 2012', International Energy Agency)³

↑ **8 years**

Sustainable companies have outperformed their peers on net margin, return on assets, and return on equity for the past eight years, reports the *Harvard Business Review*.⁴

67.4%

Since 2006, companies listed on the *Carbon Disclosure Leadership Index* (CDLI) have delivered returns of 67.4 per cent, more than double the 31.1 per cent return of the Global 500.⁵



Develop an effective energy strategy

Software provides an essential holistic view

Managing resource usage within your enterprise is critical to reducing consumption, improving efficiency, and meeting your sustainability goals. The challenge, then, is gaining visibility into this usage in the form of accurate, real-time data.

Software that enables and streamlines the sharing of data can be instrumental in gaining this comprehensive enterprise view. And, especially when combined with energy and sustainability services, this software can play a pivotal role in your enterprise energy strategy.



‘Energy management success relies on the ability to access a single system of record that permits timely analysis and reporting’.

Source: “A New Era of Sustainability”, UN Global Compact-Accenture CEO Study 2010 ⁷

47%

of corporations cited ‘increased energy data analytics’ as an energy management priority, according to a recent Verdantix study.

(Source: Verdantix, Green Quadrant® Energy Management Software (Global), January 2013)

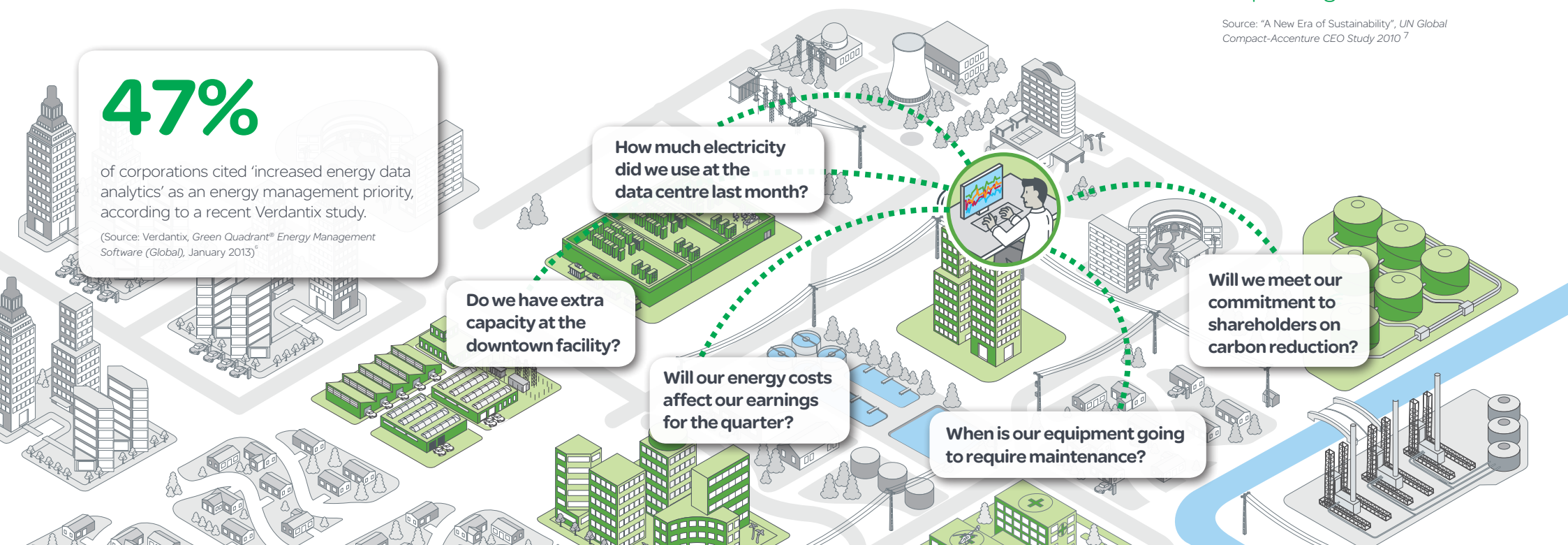
How much electricity did we use at the data centre last month?

Do we have extra capacity at the downtown facility?

Will our energy costs affect our earnings for the quarter?

When is our equipment going to require maintenance?

Will we meet our commitment to shareholders on carbon reduction?



Improve efficiency with timely decision support

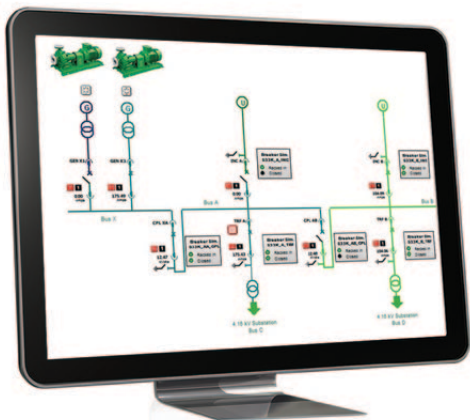
Flexible, scalable solutions help you conserve resources, reduce expenses

StruxureWare™ software is an integrated platform of applications and suites that provides the holistic view you need, helping users to manage, analyse, and control critical energy and resource data across any enterprise in virtually any industry.

With StruxureWare software, users get timely access to information for faster, more informed decision-making. So you can conserve resources, reduce expenses, and support sustainability objectives – without sacrificing productivity or performance.



Access all your assets through innovative mobile technology.



Manage all your devices in real time to maximize power network availability.



Monitor enterprise-wide resource usage no matter where you are with our cloud-based tools.

1

Customer case study

Our customer:	A diversified global manufacturer
Their objective:	To reduce energy consumption by 15 per cent by 2013
The solution:	StruxureWare Resource Advisor; Energy audits; procurement services; GHG reporting
The results:	Over \$1,000,000 in ECM savings 18 per cent reduction in energy consumption



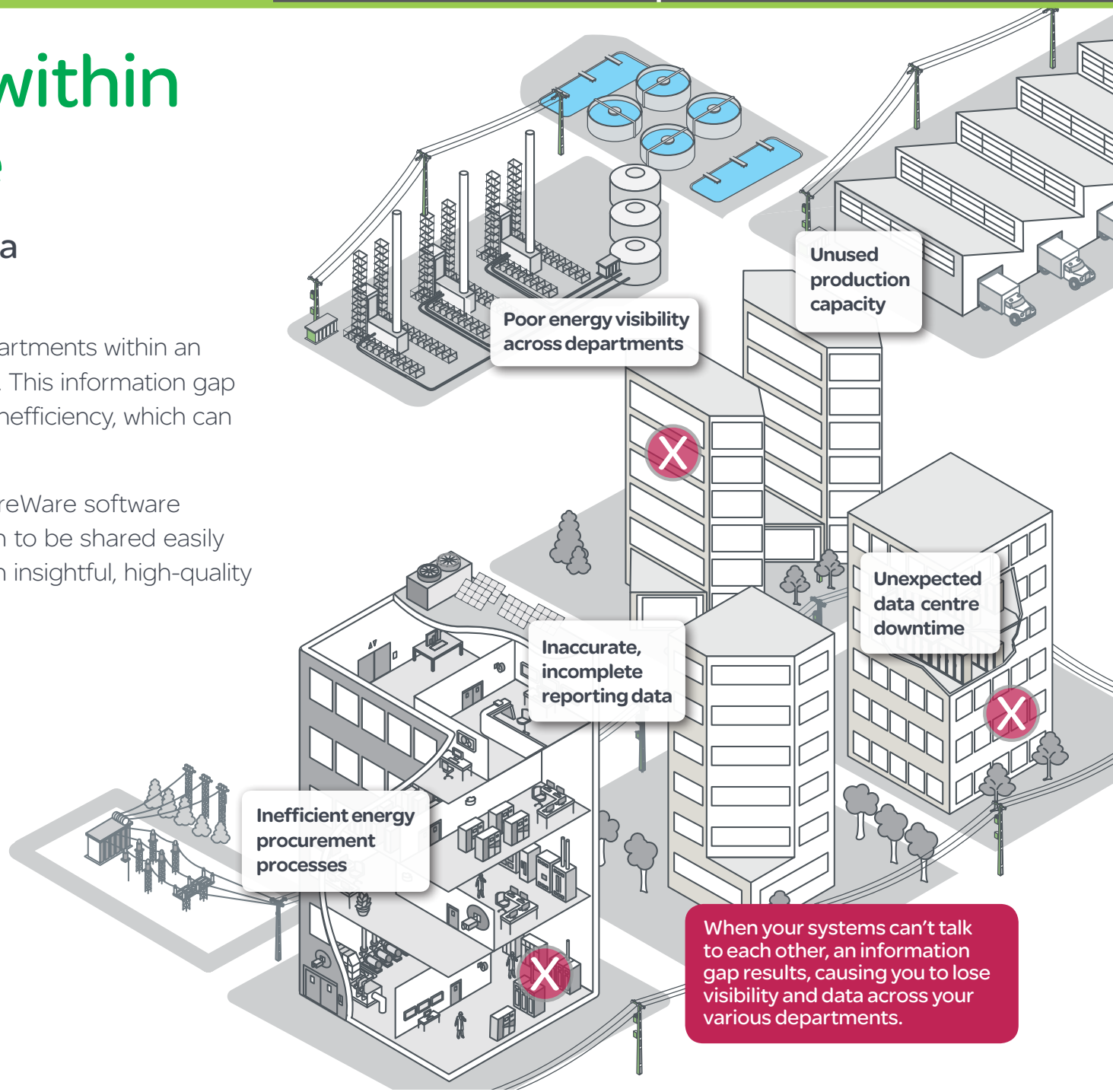
Eliminate silos within your enterprise

Disconnected data streams are a barrier to efficiency

Traditionally, the various systems used by departments within an enterprise have been unable to communicate. This information gap creates silos and results in energy waste and inefficiency, which can drag down performance and profitability.

Through the use of its open platform, StruxureWare software breaks down these silos, enabling information to be shared easily between departments, and providing you with insightful, high-quality data you can trust.

Communications breakdown: the ill effects of poor system compatibility



When your systems can't talk to each other, an information gap results, causing you to lose visibility and data across your various departments.

Enable open communication between systems

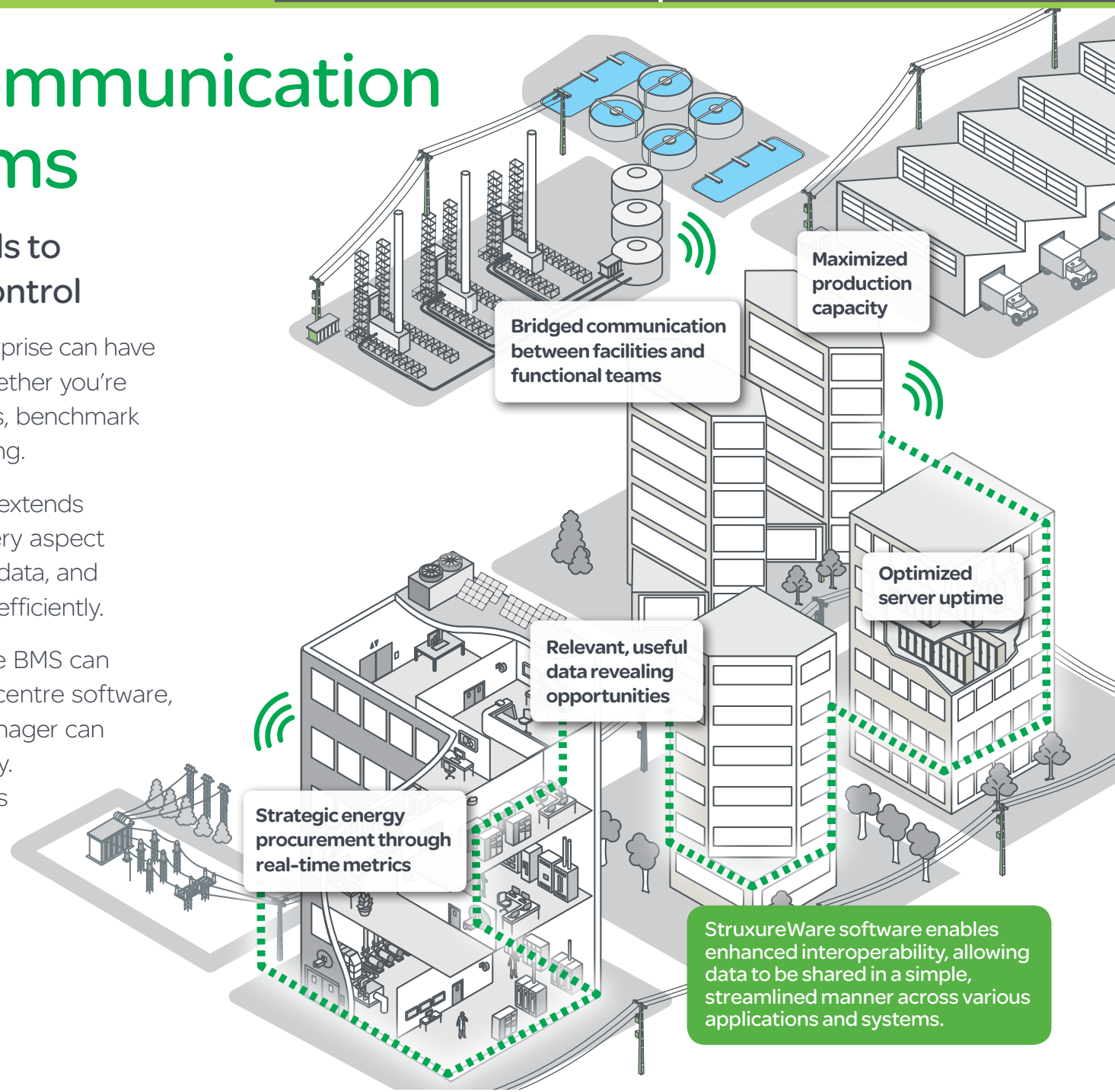
Free flowing of information leads to enhanced agility and process control

Having open communication across your enterprise can have far-reaching implications on your business, whether you're using that data to generate actionable reports, benchmark performance, or conduct future price modelling.

But this sharing of information has value that extends far beyond the executive suite. It touches every aspect of your business, providing instant access to data, and enabling you to control your processes more efficiently.

When your systems can talk to each other, the BMS can proactively communicate issues to the data centre software, avoiding server downtime. A supply chain manager can easily see if and where there is excess capacity. And you can capitalize on profitable business opportunities in real time.

One version of the truth, from shop floor to top floor and across your enterprise



Get the data your role requires, where and when you need it

StruxureWare software unlocks operational efficiency with powerful analytics

StruxureWare software is built for business. Targeted user role-specific applications and market-specific suites enable users in nearly every market segment and job role to manage daily responsibilities as well as long-term goals.

Additionally, StruxureWare software helps you stay one step ahead with intelligent software analytics. Capabilities such as forecasting, predictive modelling, and simulation enable you to take proactive measures to achieve maximum efficiency, while automated preventive actions can fix critical issues before you even know about them.

Now, your executive, operational, and functional teams can access the right data at the right time. So whether it's tracking GHG emissions, analysing cost trends, or monitoring production, users get the information they need to meet their respective environmental, financial, and performance goals.

★ Now, get the right information – at the right time.

2

Customer case study

Our customer:	A non-profit organization, Canada
Their objective:	To implement an energy management system
The solution:	StruxureWare Energy Operation
The results:	20 per cent year-over-year energy savings LEED® Platinum certification



Answer your critical questions immediately

Access to real-time information enables efficient and informed decision making

'I can gauge progress on financial objectives'.

- CEO



Enterprise

Are we on target?

Sustainability Planning - View sustainability issues strategically, ensuring decisions support financial and operational objectives.

'I can analyse company performance in comparison to industry trends'.

- Senior VP



Operations

How are we performing?

Energy Management - Aggregate energy data to analyse consumption, costs, and efficiency.

Business Operation - Maximize operational performance and enhance efficiencies.

Asset Management - Ensure all assets perform at optimal levels throughout their life cycles.

'I can monitor my facility's power availability in real time'.

- Factory Manager



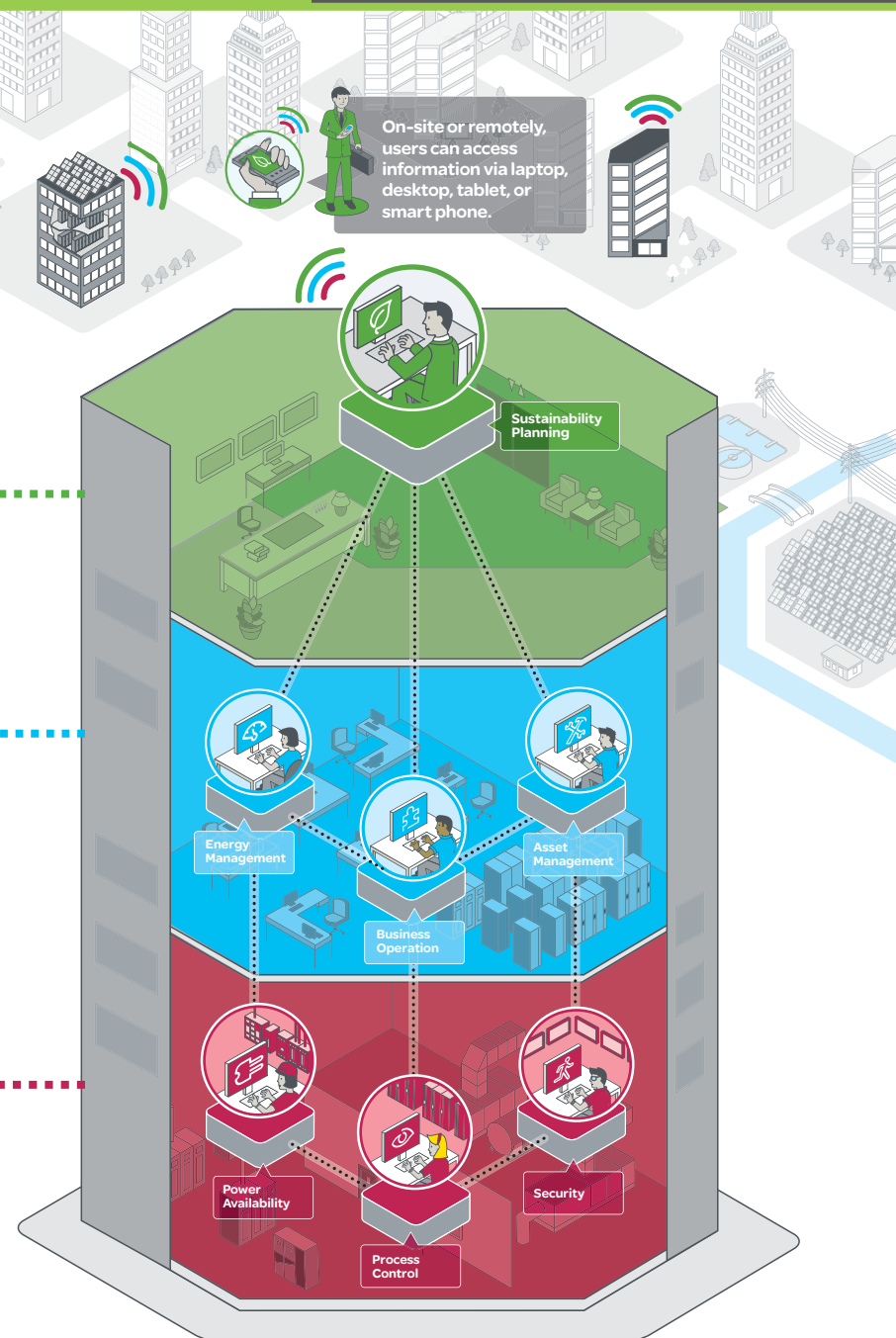
Control

What's happening right now?

Power Availability - Manage power quality and outages to protect business from damage and disruption.

Process Control - Monitor facility processes to drive production performance and ensure operational safety.

Security - Protect people, assets, and facilities.



Choose applications to control, analyse, and manage resources

StruxureWare software provides a scalable, flexible solution

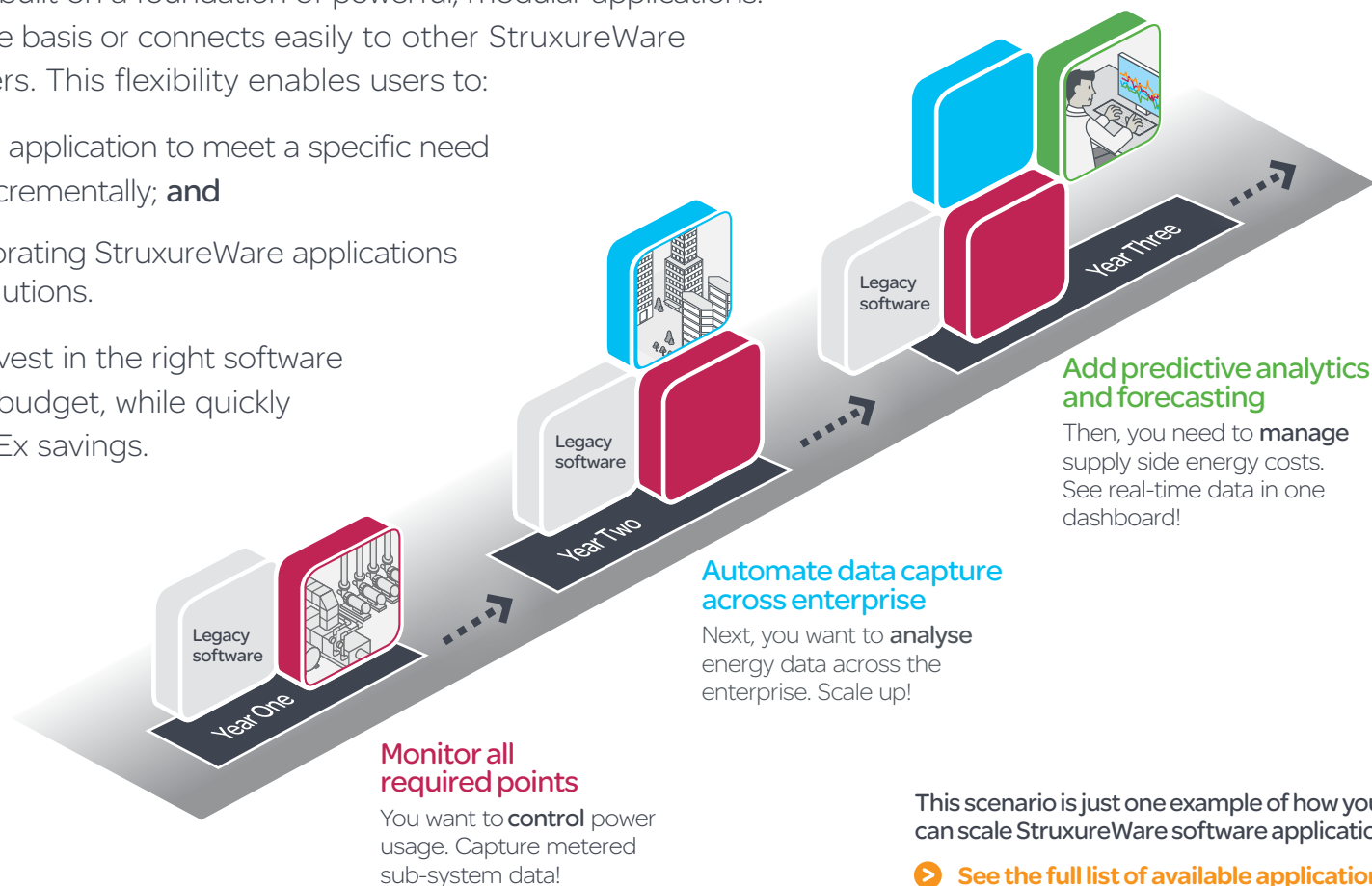
The StruxureWare software portfolio is built on a foundation of powerful, modular applications. Each application works on a stand-alone basis or connects easily to other StruxureWare applications or third-party/legacy offers. This flexibility enables users to:

- **Start small and grow** by choosing an application to meet a specific need and then adding new applications incrementally; **and**
- **Build upon what's owned** by incorporating StruxureWare applications seamlessly with existing software solutions.

With this modular flexibility, you can invest in the right software application within your planned annual budget, while quickly realizing strong ROI from resulting OpEx savings.

Start with one application today and scale up down the road

Applications are available 'à la carte' style in order to meet current and future business requirements. They integrate with legacy hardware and software seamlessly.



This scenario is just one example of how you can scale StruxureWare software applications.

> **See the full list of available applications.**

Take enterprise efficiency to the next level

Specialized suites deliver market-focused energy management

StruxureWare software is also available in end-market suites. These suites consist of applications targeted at various user roles within a specific market segment such as healthcare, the food and beverage industry, and data centres.

In many cases, these suites are customized with segment-specific software. After all, the needs of a hospital are vastly different from those of a grid operator.

Schneider Electric takes efficiency even further by integrating software suites with efficient hardware and specialized services.

3 Customer case study

- Our customer:** A global co-location and managed hosting provider
- Their objective:** To design and implement one global data centre infrastructure management solution
- The solution:** StruxureWare Data Center Operation integrated with billing and branch circuit monitoring software
- The results:** Reduced costs; optimized capacity; integration to billing systems for automation and increased accuracy



StruxureWare™
for Food & Beverage
[Watch video](#)



StruxureWare™
for Water
[Watch video](#)



StruxureWare™
for Data Centers
[Watch video](#)



StruxureWare™
for Healthcare
[Watch video](#)

Start with a data-driven strategy

Energy and sustainability services can help you build a sustainable advantage

As your partner in energy and sustainability, Schneider Electric can help you develop an integrated strategy. And, with the on-demand data access to make that plan a reality, your business can start realizing real benefits, from reduced operating and capital expenditures to those that come with an integrated sustainability plan.

We have more than 1,500 experts in our Professional Services business who are dedicated to building and implementing strategies for companies like yours. By bringing industry knowledge together with our energy and sustainability expertise, we're able to help you create a straightforward plan that meets your needs today, while planning for a more efficient future.

> Schneider Electric brings a consistent, integrated process to help build an energy and sustainability approach that's right for you.



4 Customer case study

Our customer:	The City of Boston
Their objective:	Track, monitor, and report on the city's resource usage and emissions as they pursue aggressive sustainability goals
The solution:	StruxureWare Resource Advisor, Energy Operation, and energy and sustainability services
The results:	Enhanced ability to manage city-wide energy use, monitor goal progress, and plan future efficiency projects



Achieve maximum business performance

EcoStruxure architecture: tested and validated to ensure seamless integration and functionality

Schneider Electric offers a wide spectrum of solutions for businesses at any point in their sustainability journey. But for those looking to truly optimize every environment within their organization, we offer a unique approach to enterprise efficiency: EcoStruxure™ integrated hardware and software architecture, along with professional services.

StruxureWare software plays a vital role in this energy management solution. But it's through the integration of hardware, equipment, software, and services across the key domains of your enterprise that maximized performance is achieved.

EcoStruxure™

Hardware — Software — Services →

EcoStruxure architecture integrates hardware, software, and services for an end-to-end energy management solution for optimal efficiency.

These solutions are tested and validated by experts to ensure interoperability, ease of installation, and commissioning.

StruxureLab

The result: integrated systems tailored to your particular industry needs, helping you to operate with maximized efficiency

Our process yields an integrated solution.

Choose a well-qualified partner you can trust

The reliability and experience of Schneider Electric gives you a distinct advantage

With StruxureWare software applications and suites, Schneider Electric moves beyond energy management, adding to our portfolio a software solution that contributes to business performance, security, and sustainability.

We are able to deliver consistent answers and added value to our customers, both locally and internationally. We also offer a comprehensive portfolio of services to protect your investment, efficiency, and availability.

So whether you are taking your first step toward optimized operations or you're taking existing efficiency a step further, Schneider Electric has the products, software, professional services, and customized solutions to help you attain your energy management goals.

177 years

of innovation and experience
in energy and business

140,000

employees worldwide with a presence
in more than 100 countries

€1 billion

devoted to R&D, representing
almost 4.4% of our sales



Links to references

Click each title to access the full resource.

Footnote 1. (Page 2)

'World energy consumption, 1990 – 2035 (quadrillion Btu)', U.S. Energy Information Agency

Footnote 2. (Page 2)

'Energy Strategy for Europe: Renewable Energy', U.S. Energy Information Agency

Footnote 3. (Page 3)

'World Energy Outlook 2012', International Energy Agency

Footnote 4. (Page 3)

'Companies that Invest in Sustainability Do Better Financially', Gerritt Heyns, HBR Blog Network, 19 September 2012

Footnote 5. (Page 3)

'Carbon Disclosure Leadership Index (CDLI)'

Footnote 6. (Page 4)

'Green Quadrant® Energy Management Software (Global)', Verdantix, January 2013 (See figure 12 in report.)

Footnote 7. (Page 4)

'Energy management success relies on the ability to access a single system of record that permits timely analysis and reporting', from: 'A New Era of Sustainability', UN Global Compact-Accenture CEO Study 2010

Want to learn more? Schedule a demo today!

www.schneider-electric.com/struxureware

