

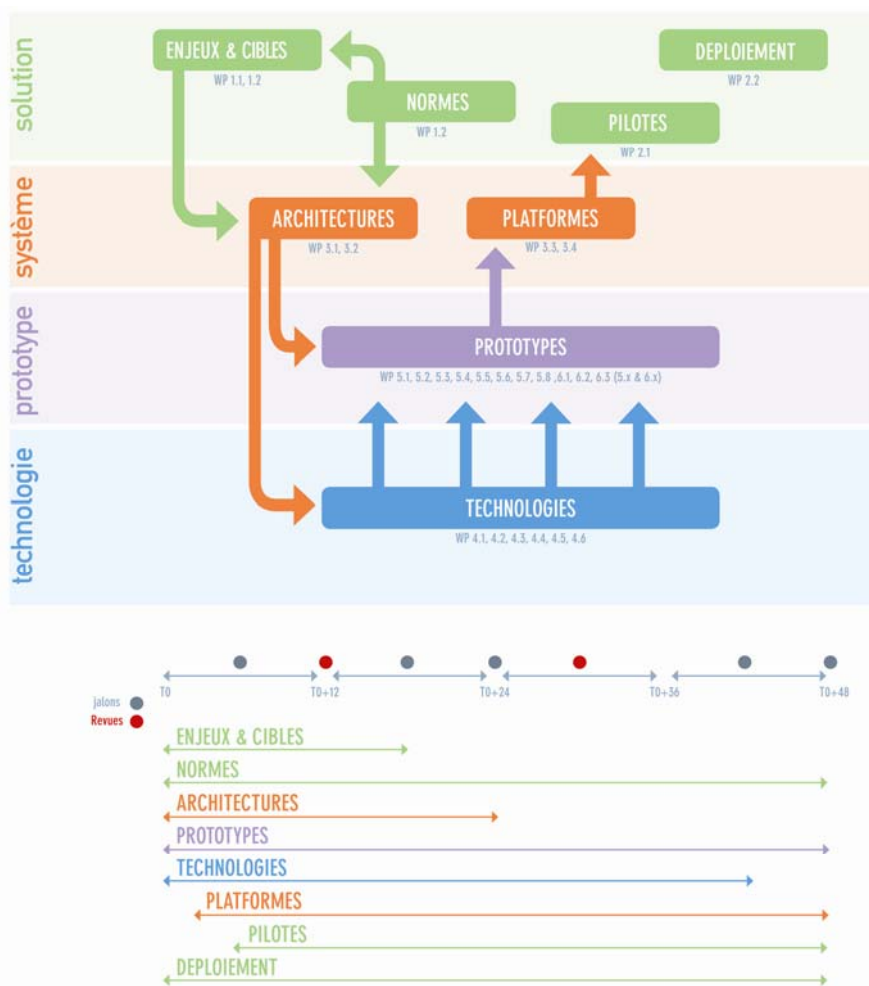


Cooperation agreement between HOMES and the French Electrical Contractors' Association (FFIE) *to set up pilot sites for real-life testing*

Press Kit

February, 2, 2010

Press release	03
Presentation of selected pilot sites 1/2	04
Presentation of selected pilot sites 2/2	05
Biographies	06
About the partners	07



Spotlight on HOMES, the only research program spanning from marketing studies to deployment of solutions

- ◆ Conducts preliminary studies to identify energy efficiency levers, specify comfort and use requirements, understand upcoming regulations and standards and optimize systems architectures.
- ◆ Analyzes emerging and existing technologies to develop prototypes.
- ◆ Sets up pilot sites, covered by the agreement with FFIE, for testing and validating prototypes.
- ◆ Carries out communication campaigns to prepare the deployment of solutions.

HOMES joins forces with the French Electrical Contractors' Association (FFIE) to set up pilot sites for real-life testing

Paris (France), February, 2, 2010 – The HOMES collaborative innovation programme has signed a cooperation agreement with the French Electrical Contractors' Association (FFIE) to set up pilot sites for testing the programme's solutions. Didier Pellegrin, HOMES Programme Director, and Jean-Claude Guillot, FFIE President, signed the agreement on Tuesday, February 2 in Paris.

The buildings selected as pilot sites will offer a ready-made environment in which to verify the effectiveness of functional prototypes designed by the programme under real-life conditions. The programme's teams will work with an existing structure, utilities in operation and people going about their daily business.

"Real-life testing in pilot sites is a major step for the HOMES programme," explains Didier Pellegrin. *"Not only with this allow us to verify our solutions' contribution to energy performance, but it will also enable us to ensure that these solutions maintain or improve the level of comfort in buildings. Testing is crucial before large-scale development of the HOMES innovations can begin."*

Two methods will be used. The first will rely on monitoring and using data from simulators, which will involve installing sensors, setting up a communication center and interviewing building occupants. The second will rely on monitoring and installing prototypes, which will require adding controllers to switchboards and integrating display systems.

"As a key player in the electrical industry, it was natural for FFIE to support the HOMES programme through its network of affiliated contractors," notes Jean-Claude Guillot. *"Our companies will bring their technical skills, availability and responsiveness to the testing process. Most important, this cooperation will provide an in-situ opportunity to invent, learn and circulate good practices for making buildings more energy efficient."*

In their agreement, the HOMES programme and FFIE have selected six pilot sites to represent offices, hotels, stores, schools and residential buildings. Located across France, the sites offer varied weather conditions and diverse profiles, ranging from new buildings to renovated and older structures.

The results are to be measured in two stages, with an initial analysis in March 2011 and a full analysis a year later.

Presentation of selected pilot sites



> Tartaix primary school

Montbonnot, France

Building owner City of Montbonnot

Description: Primary school with five classrooms, a computer center and cafeteria. Natural gas heating – radiators in the classrooms and central air handling unit for the foyer.

> 22-unit apartment complex

Vaux-Sur-Seine, France

Building owner: LOGIREP

Description: This project integrates various green processes for an innovative, environmentally friendly building. Type of building: 22 studio to three-bedroom apartments in a three-story unit built in 2009 (5% wheelchair accessible).



> Residential home

Site being currently identified. The place, the building owner and the description will be available soon.

Pilot site characteristics

Type of building

Offices, hotels, stores, schools and residential buildings

Size

Target: between 500 and 3,000 square meters

Building owner

A single owner for apartment buildings

Age

New, renovated or older, in operation at the beginning of 2010

Weather

Varied if possible.

Presentation of selected pilot sites

> Multifunctional office complex

Le Bourget du Lac, France

Description: The Lama complex comprises three mixed-use two-storey buildings with a total floor space of 2,580 square meters. The ground floor is designed to accommodate business premises with a ceiling height of 3.5 to 7 meters, accessible through roll-up doors. The ground floor units can also be adapted for office space. The first floor is reserved for office space only. The building was designed in compliance with current architectural and high environmental quality standards, for a new, upscale complex in an area suited to business growth.



> Hôtel Balladins

Carcassonne, France

Description: This one-story, 38-room hotel has a closed private car park and is open year round. In 2008, the hotel recorded an occupancy rate of 72%.

> Hôtel Windsor

Nice, France

Description: This 57-room hotel (plus five private rooms) is open year round, with an occupancy rate of between 70% and 75%.



Biographies

Jean-Claude Guillot, President of FFIE

Jean-Claude Guillot, 65, was elected President of the French Electrical Contractors' Association (FFIE) following its annual meeting on June 10, 2009. CEO of SNEE Entreprise in Gond-Pontouvre, western France, Mr. Guillot was Vice President of FFIE from 2006 to 2009. He has chaired the Economic Commission since 2005 and served as a Director since 2002.



Jean-Claude Guillot

Didier Pellegrin, HOMES Programme Director

Didier Pellegrin received a post-graduate degree in information technology from Université Joseph Fourier in Grenoble, France in 1984 and completed his doctorate in the mathematics of neural networks there in 1996. He has published several articles on neural networks, including *On learning abilities of random boolean networks* (Cognitiva 1985), *Dynamics of random boolean networks* (Springer Verlag 1986), *Specific roles of the different boolean mappings in random network* (Bull Math Biology 1986), *Emergence of classification procedures in automata networks as a model for functional self organization* (1986), *Calcul de constantes par un logiciel multi-précision* (1985) and *Algorithmique discrète et réseaux d'automates* (1986). Mr. Pellegrin joined Merlin Gerin's Research Department in 1986 as head of Artificial Intelligence in Grenoble. He successively headed the Advanced IT unit within Schneider Electric's Research Department, led Technological Plans and managed Schneider Electric's portfolio of collaborative programs. In 2006, he was appointed Director of the HOMES programme.

Olivier Cottet, HOMES Programme Marketing and Industries Director

Olivier Cottet, who joined Schneider Electric in 1980, has been the HOMES Programme Marketing and Industries Director since July 2008. Early in his career at Schneider Electric, he held various operating positions in the programmable logic controller, low voltage electrical distribution and high voltage network management businesses. First hired as an R&D engineer, he very quickly specialized in industrial marketing. Mr. Cottet joined Schneider Electric's French Division in 1995, becoming Marketing Director for the buildings and residential markets. In this capacity, he helped promote the collective development of markets for smart building solutions through KNX, ADDI, Europtibat, Gimelec and Domergie, of which he was Vice President until 2009. In January 2007, he led the Installation System and Control business' development strategy for buildings and in 2008 he joined the HOMES programme's management team as Director of Marketing and Industries.

Mr. Cottet holds an engineering degree from Institut National Polytechnique de Grenoble and is a graduate of Ecole Supérieure des Affaires.

About the French Electrical Contractors' Association (FFIE)

FFIE is a professional organization that represents, defends and promotes its affiliated members in relations with officials in France and the European Union.

FFIE also provides advice, training and information on a daily basis, with support from 92 local trade associations.

Created in 1924, **FFIE has more than 5,000 members**, ranging from single-employee firms to companies with around 800 employees. The association represents 130,000 employees, or 40% of the industry's workforce, and its members account for one third of the industry's revenue, or €10 billion.

FFIE participates in the industry's main organizations (Consuel, Qualifelec, Promotelec, UTE, etc.), as well as in various inter-professional organizations devoted to training, labor relations and other issues.

A member of the French Building Federation (FFB), FFIE is one of the five signatories of the building industry labor agreements.

www.ffie.fr

About HOMES (Homes and buildings for Optimized Management of Energy and Services)

The HOMES **collaborative innovation programme** is designed to create solutions for achieving optimal energy performance in all buildings.

The four-year (2008-2012) **programme is supported by the French Agency for Innovation (OSEO)** and led Schneider Electric.

Its thirteen members are manufacturers and researchers with synergistic expertise in building management: CEA, CIAT, CSTB, Delta Dore, EDF, Idea, Philips Lighting, Radiall, Schneider Electric, Somfy, STMicroelectronics, Wateco and Wieland Electric. Together, they are designing solutions to optimize energy use, diversify energy sources, sustain energy performance and facilitate the deployment of energy management systems in new and existing commercial and residential buildings in Europe.

www.homesprogramme.com

Press Contact

HOMES

Marie Castella

Tél. : +33 (0) 4 76 57 31 53

Email : marie.castella@fr.schneider-electric.com

www.homesprogramme.com

Press Contact

FFIE

Clotilde Lepape

Tél. : +33 (0)1 44 05 84 13

Email : c.lepape@ffie.fr

www.ffie.fr