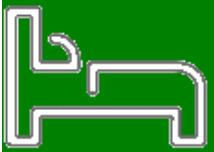
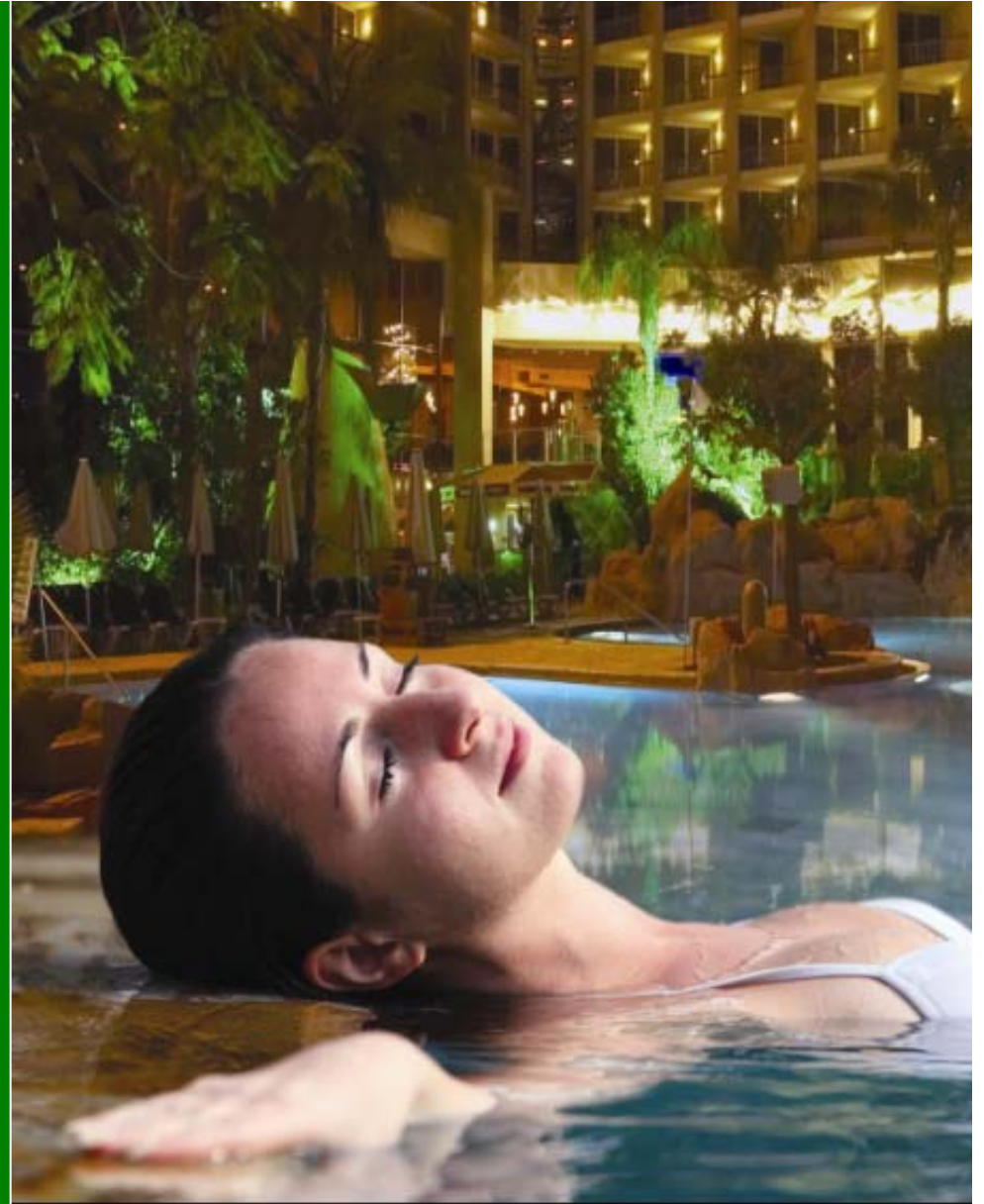


Turnkey Hotel solutions portfolio



Schneider
Electric

Schneider is a global company

North America

€ 27%

28,000

Europe

€ 44%

48,000

€18.3B revenue (2008)

32% in new economies

114,000 people

Presence in 100+ countries

Rest of the world

€ 10%

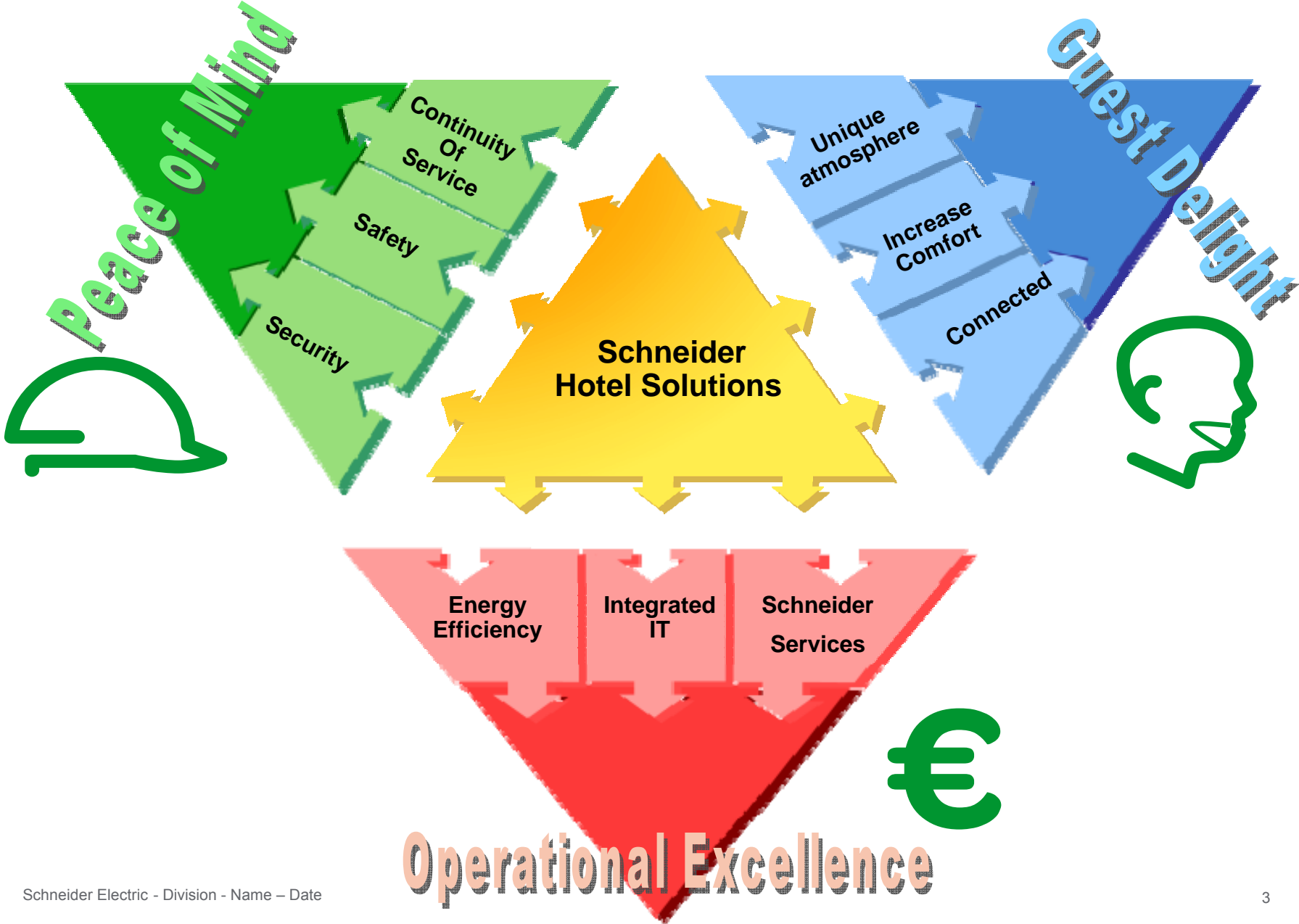
9,000

Asia-Pacific

€ 19%

29,000

Key deliverables of our Solutions





Guest Delight

Meeting Rooms

- Mood lighting control
- Climate control (Aircon)
- Connectivity solutions
- Integration of lighting control to A/V system
- Server level control (IBMS)

Guestroom

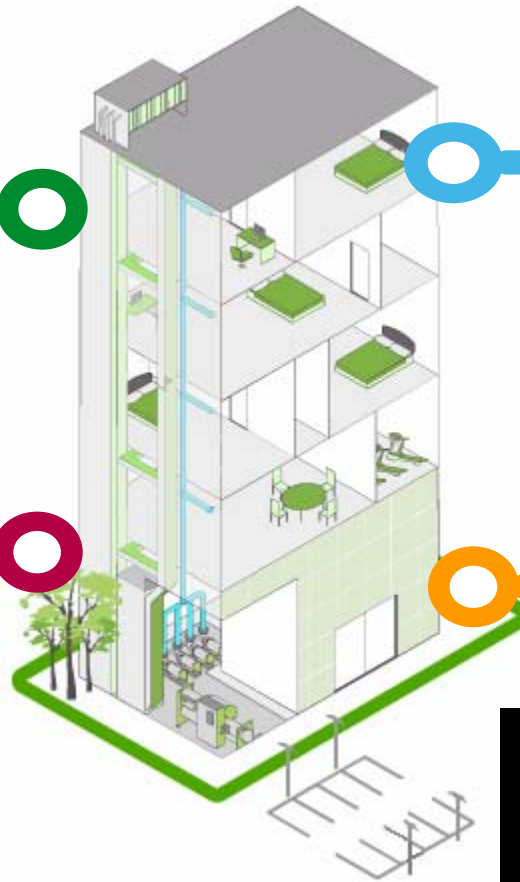
- Mood lighting control
- Climate control (Aircon)
- Bedside control
- Blind control
- Multimedia connectivity
- DND/MUR
- HITV

Restaurants

- Mood lighting control
- Climate control (Aircon)

Lobby

- Mood lighting control
- Climate control (Aircon)



€ Operational Efficiency



Meeting Rooms

- Occupancy based control of lighting and climate

Elevator

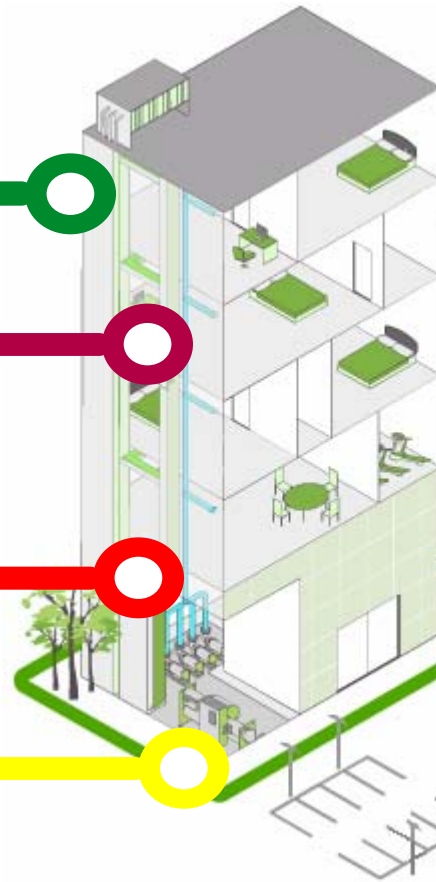
- Motor starters
- Speed drives
- Load duty cycling

Restaurant

- Occupancy based control of lighting and climate
- Energy monitoring

Electrical Room

- Server level control & monitor of power distribution network
- Automated load shedding, automatic change over, ...
- Power monitoring
- Control & monitor of air & water equipments- Motors, pumps, chillers, AHU's



Guestroom

- Occupancy based control of lighting and air-conditioning
- Integration to PMS
- Energy monitoring
- Water flow control

Administration

- Monitoring of electrical power, gas & water consumption
- Energy audits.

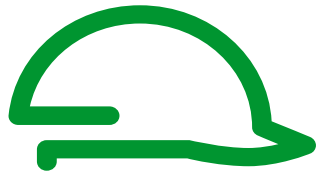
IT Room

- IP Convergence
- Structured cabling infrastructure
- Racks and cabinets

Car park

- Lighting control
- CO₂ monitoring





Peace of Mind

Corridors

- CCTV
- Access Control

Elevator

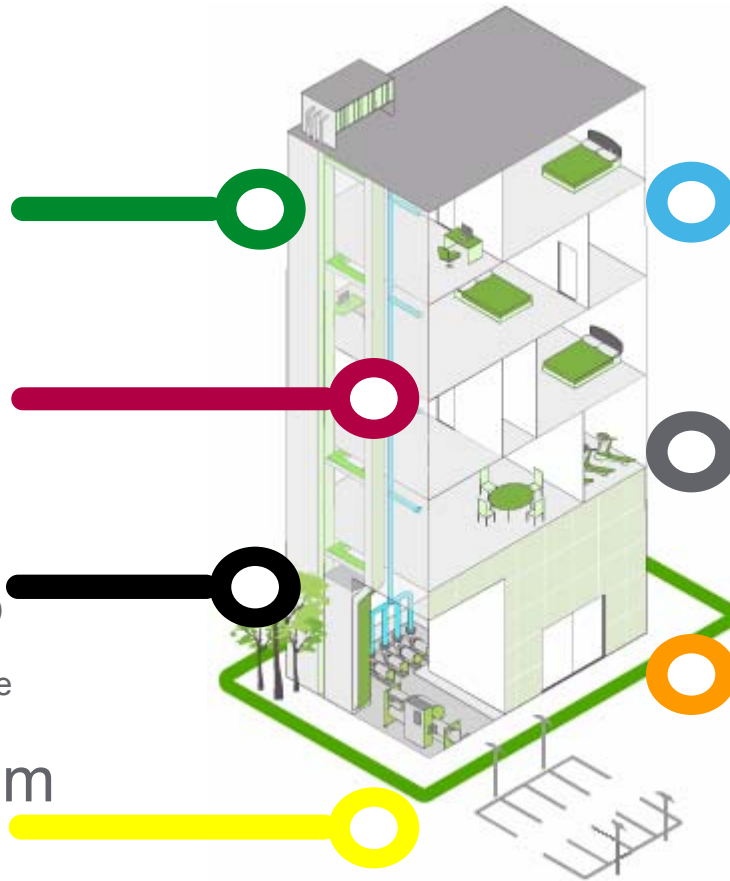
- Continuity of service
- Power fault monitoring

Security room

- Video surveillance (CCTV)
- Access monitoring
- Analytic CCTV surveillance

Electrical Room

- Source change over for continuity of service.
- Fault monitoring on power distribution network
- Harmonic filtering
- Circuit protection



Guestroom

- Electrical protection.
- Emergency & water leak detection.
- Integration to Door Access Control

IT Room

- UPS & IT infrastructure.

Administration

- Service support, remote monitoring.
- Maintenance
- Energy audits
- Warrantees & upgrades



Solutions portfolio

 Schneider systems
 Partnered systems

Medium Voltage Power

- Transformers
- Switchgears
- Ring Main Units
- DC systems
- Automation
- SCADA systems

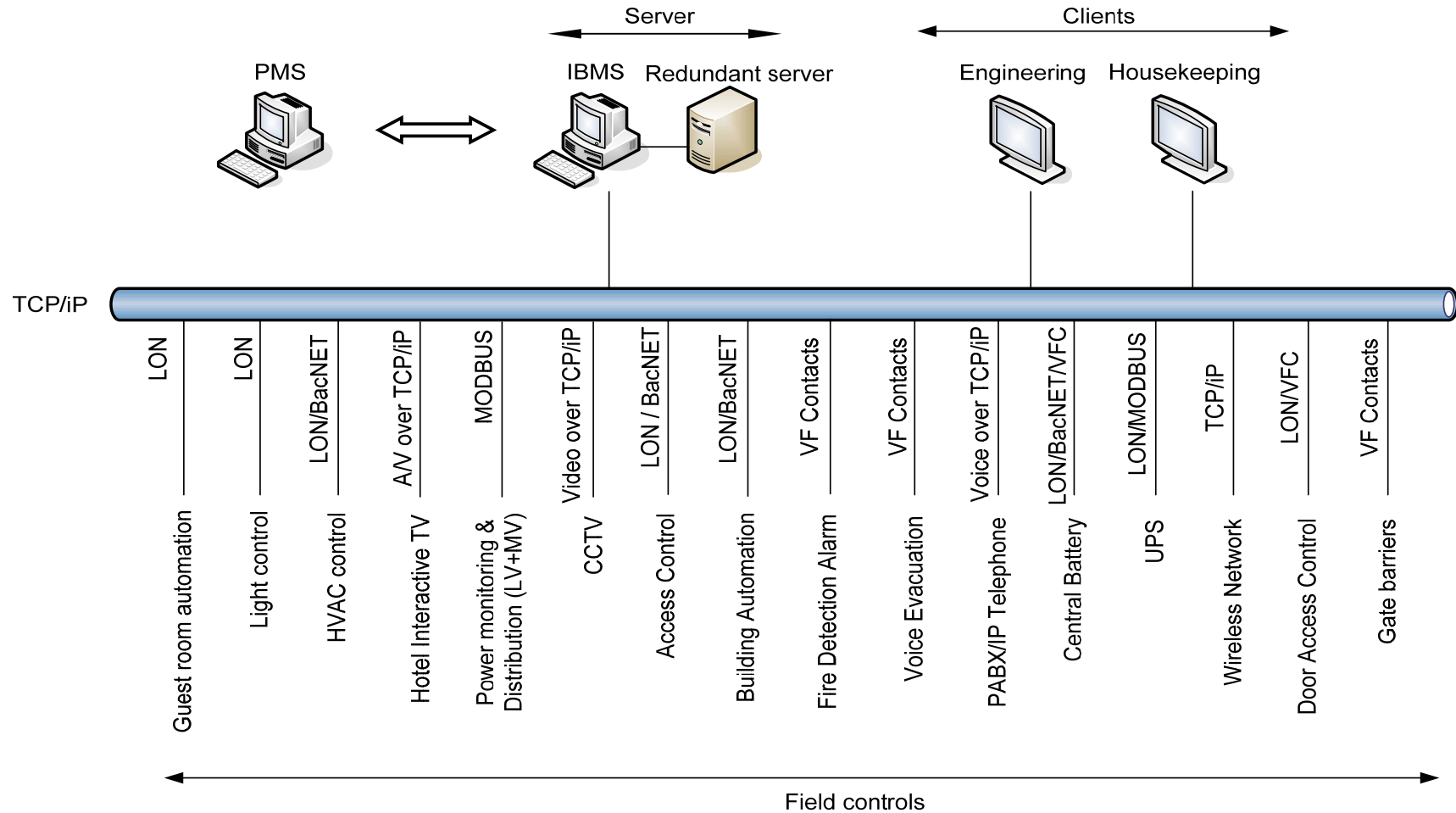
Low Voltage Power

- Busways
- LV switch gear & equipments
- Harmonic filters
- Circuit protection
- Energy meters
- Motor control centre
- Variable Frequency Drives

ELV systems

- Building Automation
- HVAC control
- Lighting control
- Guest Room Automation
- CCTV
- Access Control
- Structured cabling
- Wiring devices
- Guest room Connectivity solutions
- Metering & Billing systems
- Critical Power- UPS
- HITV
- Active networking
- Wireless networks
- PABX, Telephony
- Gate barriers
- Door Access Control
- Audio Visual

IBMS architecture



Service offer

Pre-tender:

- Assist in value engineering, customise solutions based on budgets
- Do feasibility analysis (Return On Investment on CAPEX) of deployed systems

Execution:

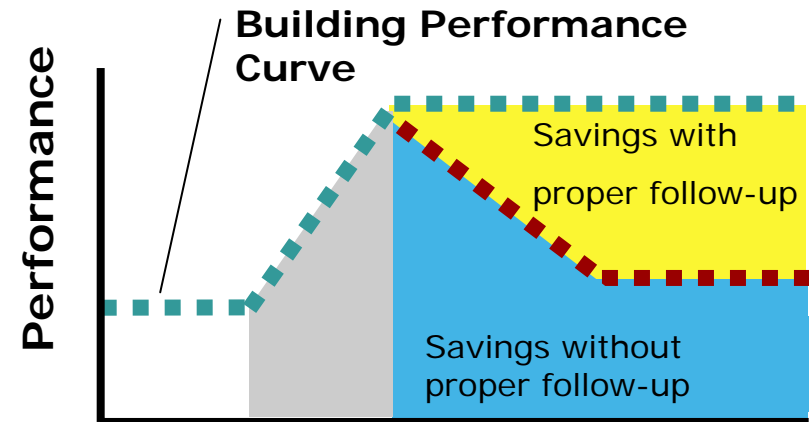
- Undertake turnkey execution of systems as a specialist sub contractor
- Single point of contact on power & ELV scope
- Integration of the IBMS to various deployed sub systems
- Training and handover

Post execution:

- System maintenance
- Performance and energy audits
- Application upgrades & refurbishments



Benefit to Investors



- One point of contact for Power, ELV scope
 - Effective project management and coordination
- Potential Integration problems can be avoided
 - Integrated turnkey solution
- CAPEX could be lower as compared to fragmented scopes
 - Integrated solution, single riser.
- Managing on-site coordination, snags, warranties and replacements could be more effective

Benefit to Operators



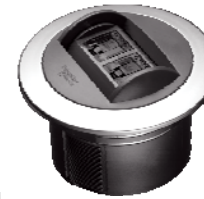
- Service support could be more efficient in lieu of a single point of contact
- Maintenance support enables minimal levels of spares inventory and infrastructure to be maintained at site
- Periodic measure and audit of energy consumptions in partnership with the Schneider service support team, could impact OPEX
- System upgrades could be better managed by entering into service and maintenance contracts with Schneider.



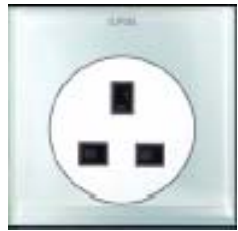
HMI Profiles



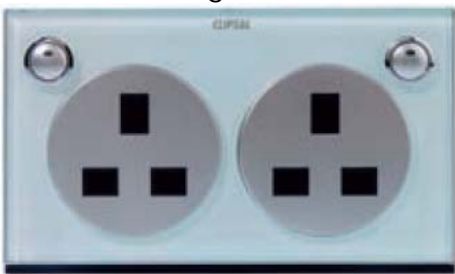
Master control stations



Connectivity solutions



Un-Switched sockets 1, 2 Gang



Switched sockets – 1, 2 Gang



Thermostats



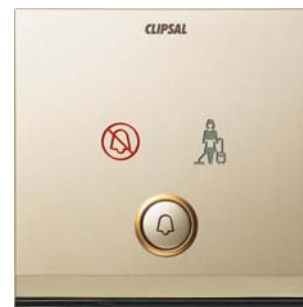
Electrical Wiring Devices



Shaver sockets
Schneider Electric - Division - Name – Date



DND/MUR switch with indicator



DND/MUR indicator with Bell switch



Keycard holder

Helping you make the most
of your energy....

Schneider
Electric

