

schneider-electric.com/hotels September 2016 | 6

Innovation at every level

Integrated Building Management Solutions

Our single, integrated platform connects all assets, systems, devices, and services for monitoring, analysis, and control of your hotel. Turn system data at the automation level into valuable business information at the management level.

Guest Room Management Solutions

Guest rooms are unoccupied 70% of the time, yet account for 40-80% of energy consumption in hotels. While enjoying their rooms, guests expect a personalized, connected, intuitive digital experience. They want comfort, convenience, and control. With our integrated guest room management solutions, the very technology that gives guests control can help you drive down energy costs by 25-44%.

Common Area Solutions

Impress guests with perfect lighting effects, proper temperature control, fresh air, and an engaging ambience while saving energy and reducing operational costs. Our scalable, integrated common area solutions provide flexible, dynamic control of public spaces, conference rooms and stage areas, and ensure safety in case of emergency.

Electrical Power & Energy Management Solutions

Hotels need to reduce energy consumption, protect against grid disturbances, anticipate power distribution problems, and detect equipment maintenance issues—all while ensuring a safe and reliable electrical distribution system. Our solutions provide visibility and control of your hotel's energy consumption and power systems, enabling you to reduce carbon emissions and energy costs while providing safety to guests and staff.

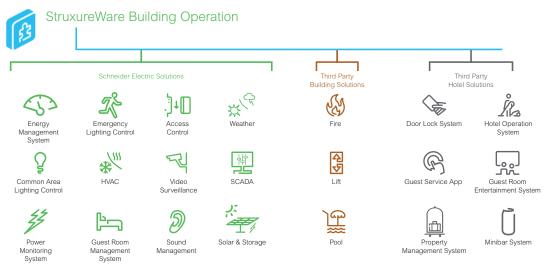
Services

Schneider Electric's complete set of services for hotels include:

- Smart Building Service Plans, including Building Analytics, StruxureWare Building Operation™ Cloud Backup, and Commissioning.
- Energy & Sustainability Services, including Energy & Resource Consulting; Energy Measurement, Monitoring, & Reporting; Strategic Energy Sourcing; and Corporate Sustainability Solutions.

SmartStruxure Solution for Hotels

Powered by StruxureWare Building Operation - a simple solution for a complex environment



schneider-electric.com/hotels September 2016 | 7

From connected devices to systems, software, apps, services, and analytics

Integrated Building Management

• Integration of building management, property management, guest room management

 Integrated power distribution providing safe, clean and reliable energy

 Integrated safety & security video surveillance, access control, fire and life safety systems, emergency lighting, sound monitoring, elevators

 High-level network connectivity and scalable backbone communication infrastructure, utilizing cutting-edge data and digital technology

Guest Rooms

• Our Guest Room Management System for control and visibility of room conditions: occupancy, energy use, temperature, humidity, maintenance needs, and status of HVAC, curtain, DND/ MUR, door, and windows

 Guests control curtains, lighting scenes, temperature, and entertainment systems from a bedside panel, tablet, or their own device

 Apps provide easy access to room and spa services, concierge, local entertainment, and more

Common Areas

 Scenes, lighting, curtain, and climate control in lobby, function rooms, restaurants, bar/café/lounge, corridors, outside & parking, façade

> Space join/divide, staging applications, high power dimming, audio, video, and projector control

- Integration with BMS, emergency lighting, and life safety systems
- Support for needed protocols (C-Bus, KNX, DALI, DMX)
- Full compatibility with any type of lighting (LED, CFL...)

Electrical Power & Energy Management

- Critical loads, standard loads, demand response loads, clean energy generation, EV charging
 - Utility incomer & MV substation
 - Voltage conditioning
 - Capacitor banks & other power quality equipment
- Metering, generator set, LV switchboard, UPS
- · Power monitoring & control software

schneider-electric.com/hotels September 2016 | 9

Life is On in your hotel



Schneider Electric is the global specialist in energy management and automation. With revenues of ~€27 billion in FY2015, our 160,000+ employees serve customers in over 100 countries, helping them to manage their energy and process in ways that are safe, reliable, efficient and sustainable. From the simplest of switches to complex operational systems, our technology, software and services improve the way our customers manage and automate their operations. Our connected technologies reshape industries, transform cities and enrich lives.

At Schneider Electric, we call this Life Is On.

Life is On for guests

- Overall hotel experience is inspiring and memorable—with perfect lighting effects, precise temperature control, fresh air, and an engaging ambience
- Exceptional comfort and convenience in the guest room—control of curtains, lighting scenes, temperature, entertainment systems from bedside panel and/or tablet
- Personalized, connected, intuitive digital experience

Life is On for staff

- Pre-engineered systems and solutions for fast installation and efficient operation
- Out-of-the-box reports and trending tools
- User-friendly functionality: trending, one-click reporting, interactive graphics, calendar-like scheduling, easy-to-use alarms
- · On-site and remote access
- Personalized user interface: the right information to the right person at the right time

Life is On for hotel owners & operators

- Exceptional guest satisfaction, which improves loyalty, review scores, and revenue
- Real-time visibility and control delivers operational efficiency, energy performance, and cost savings
- Significant energy savings: realize 25%-44% energy reduction in guest rooms and beyond
- Reduced CAPEX: simplified engineering through preconfigured, scalable solutions and standardized reference architectures
- Compliance with environmental regulations and hotel brand standards