



PERFORMANCE

Building world class hotels designed to maximize business performance

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Data Center Solutions Architect

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Life Is On

Schneider
Electric

Schneider Electric is leading the Digital Transformation of Energy Management and Automation in Homes, Buildings, Data Centers, Infrastructure and Industries

€24.7 bn

2017 revenues

~5%

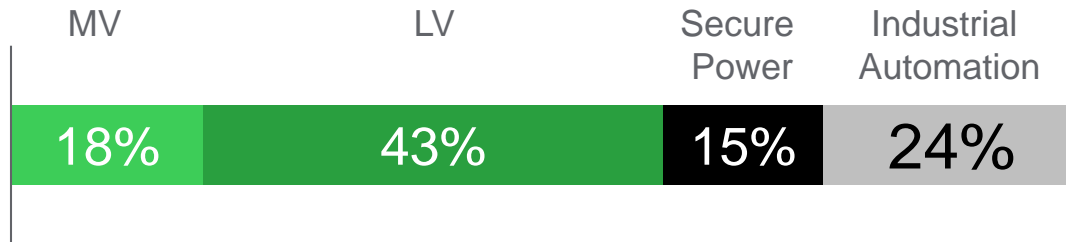
Of our annual turnover is invested in
R&D

142,000+


Employees worldwide

Our Products & Solutions

Sales 2017

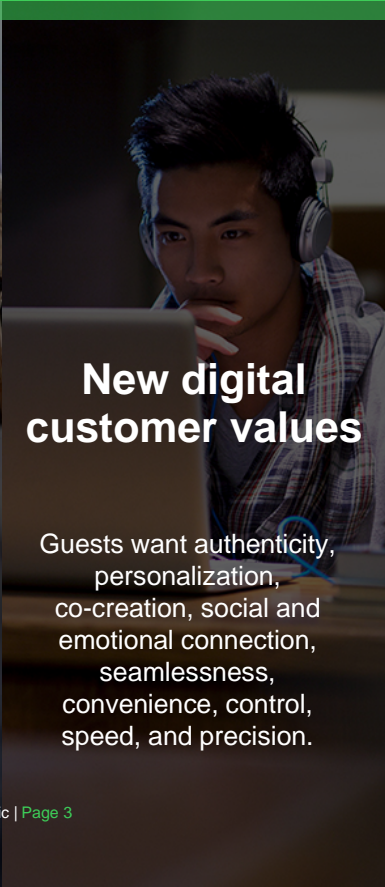


Five trends are shaping the hospitality industry today



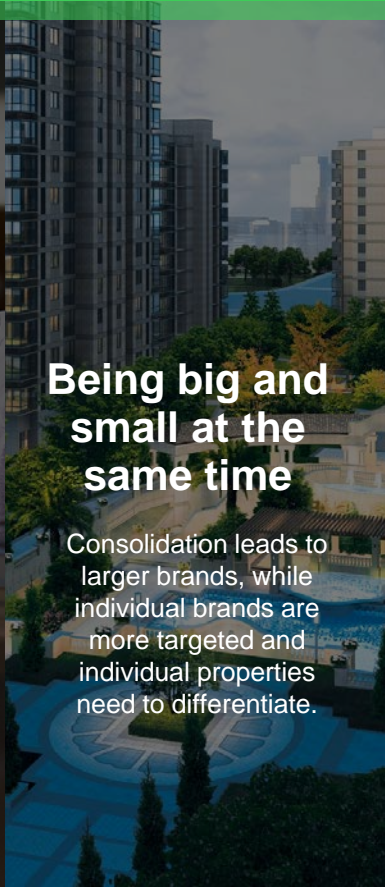
Surge in travel, changing demographics

1.8 billion international travelers by 2030.
By 2020, millennials = 65% of guests in Asia, 70% worldwide.



New digital customer values

Guests want authenticity, personalization, co-creation, social and emotional connection, seamlessness, convenience, control, speed, and precision.



Being big and small at the same time

Consolidation leads to larger brands, while individual brands are more targeted and individual properties need to differentiate.



Battle for mindshare

Direct relationship with guests is the golden ticket. Millennials collect experiences and events – not commodities.



Fierce competition

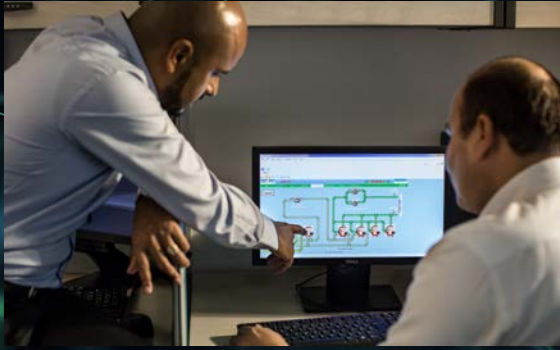
In NYC, September 2014 to August 2015, 480,000 hotel room nights were reserved while more than 2.8 million room nights were booked on Airbnb.

Hotels need to find new ways to ensure loyalty, maximize efficiency, and demonstrate climate stewardship



Guest satisfaction

Balance the need to cut costs while meeting rising guest expectations for a frictionless, digital environment with connectivity, control, convenience, and personalization.



Operational efficiency

Drive efficiency through IoT-enabled automation, analytics, and real-time actionable information. Intuitive, integrated solutions enable proactive maintenance and improved productivity.



Energy and sustainability performance

Reduce energy use, costs, and CO₂ emissions to meet environmental regulations and customer demands.

Our differentiation comes from Integrating Innovation at Every Level of the hotel

Building level

Everything that relates to the shell and structure of the building

Electrical distribution

Centralized HVAC & BMS

Building security

Fire protection

Floor & Room level

Everything that does not relate to the shell of the building.

Lighting control

HVAC control

Shutter control

Access control

Connectivity augments our core values of guest satisfaction, operational and energy efficiency
Typically, a hotel owner would have to go to 2 or 3 different providers & face connectivity challenges.

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EcoStruxure for Hotels

- Exceptional guest satisfaction
- Operational efficiency
- Energy and sustainability performance

Connected Products

- SmartX controllers
- Room controllers, HRC
- Lighting controllers
- Smart panels, power meters
- LV/MV
- Wiring devices, VSDs, UPS



Apps, Analytics & Services

- EcoStruxure Resource Advisor
- EcoStruxure Building Advisor
- EcoStruxure Power Advisor
- Field Services

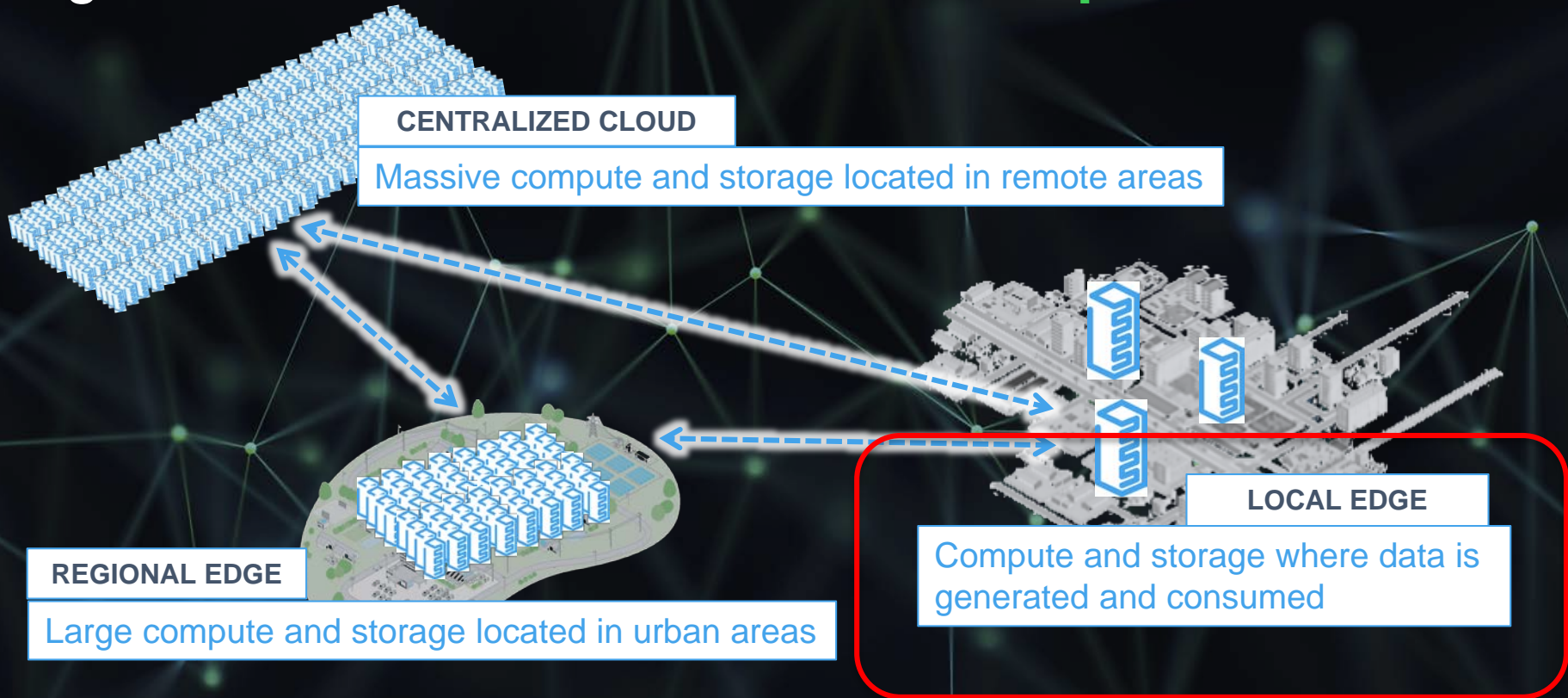


Edge Control

- EcoStruxure Building Operation
- EcoStruxure Guest Room Expert
- EcoStruxure Power Monitoring Expert
- EcoStruxure Power SCADA Operation



Larger demand for data in **smaller Computer Rooms**



3 main pillars for a **safe IT Room**

**Standardization and
Redundancy**



**Remote Site
Management**



Secure Environment



3 main pillars for a **safe IT Room**

Standardized and Redundant Deployment

- ✓ **Pre-Fabricated:**
Micro Data Center Xpress
- ✓ **Configure to Order:**
Infrastruxure (ISX)
- ✓ **Pre-Configured & Certified:**
Alliance Reference Architectures
- ✓ **Custom Capabilities**
Custom Rack *varies per region

Remote Site Management

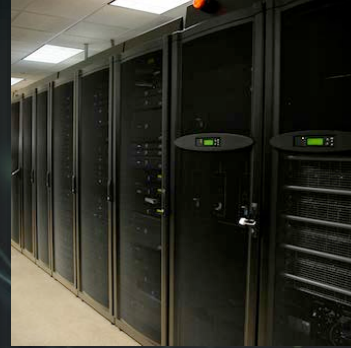
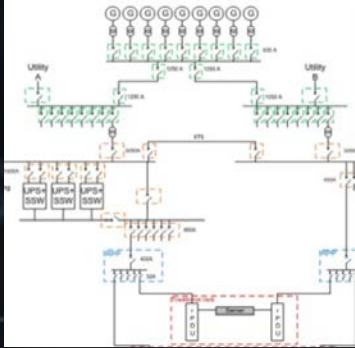
- ✓ **Cloud-based solutions Monitoring:**
 - EcoStruxure IT
 - Smart UPS with SmartConnect
- ✓ **Device Management:**
Network Management Cards

Physical Security

- ✓ **Monitoring and Supervising**
Netbotz
- ✓ **Secure physical environment**
Netshelter Rack

✓ **Alliances Integrations, Certifications & Reference Architectures**

Best Practices that are being followed on **Data Centers**...



✓ Redundancy ✓ Monitoring ✓ Staffed ✓ Organized ✓ Security

... Must be followed in **smaller Computer Rooms**



IoT & Data Aggregation

On-Premise “Edge” Cloud
(Compute, Storage, Networking)

+

Micro Datacenter

Analytics, Storage & Monitoring

APC provides a complete **Solution**

Online UPS Rack Mounted - Single Phase



Online UPS Easy UPS – 3phase



APC provides a complete **Solution**

Racks



Accessories



Trusted solution for **Large Hotels and Resorts**



- Sensimar Royal Blue Resort & Spa (Panormos Rethymno)
- Peninsula Resort & Spa (Agia Pelagia)
- Blue Palace (Elounda)
- Elounda Peninsula (Elounda)
- Sea Side Resort & Spa (Agia Pelagia)
- Athina Palace (Made)
- Aquila Porto (Rethymno)
- Aquila Atlantis (Heraklio)

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