IT Infrastructures & Edge Solutions for Hotel Business

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APC by Schneider Electric

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Life Is On

Our technologies ensure that **Life Is On** everywhere, for **everyone** and at **every moment**.

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Schneider Electric is leading the digital transformation of energy management and automation

Key figures for 2018

5%
of revenues devoted to R&D

€26 bn
2018 revenues

42%
of revenues in new economies

137,000+
employees in over 100 countries

A well-balanced global presence (2018 revenues breakdown)
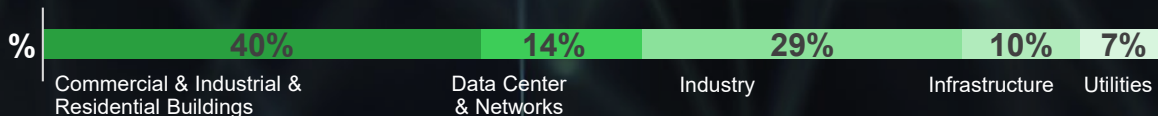
28% North America

27% Europe

16% Rest of the world

29% Asia Pacific

Four end markets:

%	40%	14%	29%	10%	7%
	Commercial & Industrial & Residential Buildings	Data Center & Networks	Industry	Infrastructure	Utilities

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Walking the talk – 2018 ~2020 out standing recognition

Sustainability commitment

People commitment

Innovation commitment

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Schneider Electric Greece & Cyprus

Schneider Electric in Greece

- History: 50 years of presence
- 2 Entities: Commercial & Industrial (Transformers factory)
- Employees: ~ **200** (Com: 85, Ind: 115)
- 2 sales offices: Athens, Thessaloniki

Partnerships:

- ET Distribution: 93 1st level &120 2nd level POS
- IT Channel: 4 Distributors, 2 Elite Certified Partners, 2.000 2nd level
- Panel Builders Licences: 11 LV (Prisma, 1 Okken), 2 MV (SM6)
- EcoXperts: 2 BMS, 6 Connected P. (Certified)
- Several Invensys partners
- Assets Under Management: 586 (23 WW ranking)

Schneider Electric in Cyprus

- History: 18 years of presence
- 1 Commercial Entity: in SEE since 2017
- Employees: 2
- 1 sales office: Larnaca

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Five trends are shaping the hospitality industry today

Virtual communities

Social networks (*Tripadvisor*)
Lead to transparent and improved quality of service.

Ecole hôtelière de Lausanne

Online Travel Agents (OTAs)

The notoriety of brands owned by *Book Holdings* and *Expedia* have almost replaced hotel brands.
This is achieved by building solid relations with travelers.

Hotel "on the go"

Apps and digital platforms have a tremendous impact on how hoteliers manage the services they provide on digital tools.

Experience seeking Travelers

More than 50%* of travelers are not seeking only luxury from a Hotel, but also to live the "experience".

*Global Web Index

The "battle" with Airbnb

Taking a step beyond differentiation, hotels can extend their amenities directly to Airbnb users by offering a "day pass" for the hotel's facilities to non-guests

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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 CO_2 emissions to meet environmental regulations and customer demands.

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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.
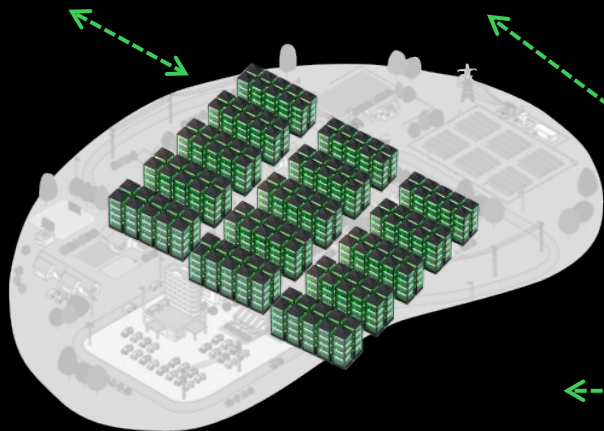
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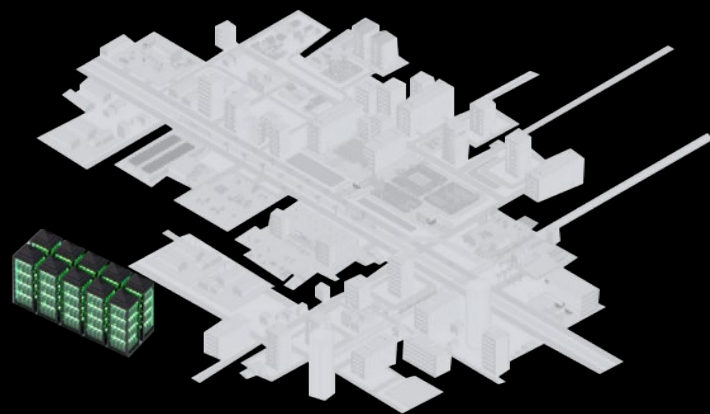# Computing architectures continue to evolve into multi-site, hybrid systems of centralized and edge

CENTRALIZED CLOUD
Massive compute and storage located in remote areas

REGIONAL EDGE
Large compute and storage located closer to the user (urban areas)

LOCAL EDGE
Compute and storage near to where data is consumed

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Top challenges of edge solutions

Physical Security

29%

of data breaches are due to physical security
TrendMicro

Deployment

25 to **40**%

reduction in field engineering costs due to pre-configuration
World Wide Technology

Management

25%

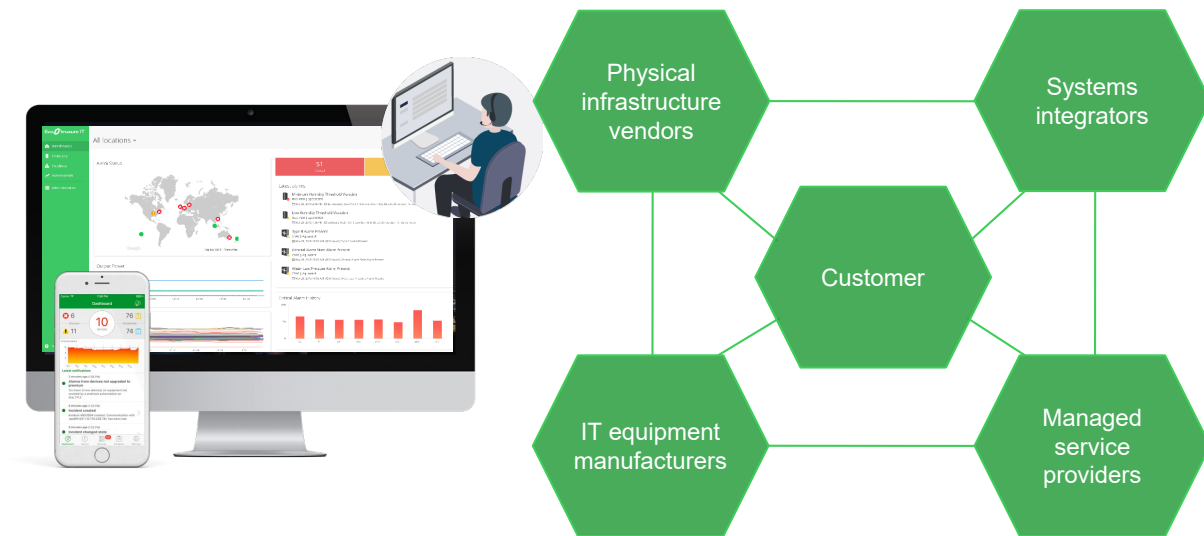of IT staff have suffered a stress-related illness
IT Admin Survey

Answering the challenges

Edge management software & services

Ecosystem of partners

Integrated systems

Physical infrastructure vendors

Systems integrators

Customer

IT equipment manufacturers

Managed service providers

- Reference design and architecture

- Certified interoperability

Hewlett Packard Enterprise

CISCO

Lenovo

SCALE COMPUTING

ConnectWise

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EcoStruxure Micro Data Center

Industrial & Harsh Environments	Commercial & Office Environments	IT Environments
Micro Data Center R-Series	Micro Data Center C-Series	Micro Data Center S-Series

⟵ 6U Wall Mount can be placed in many environments ⟶

	Industrial & Harsh Environments	Commercial & Office Environments	IT Environments
Environment Description	• Large amounts of particulate • Threat of water • Heavy traffic / Machinery • Not climate controlled • Less secure	• Occupied space (Noise) • Semi climate controlled (not 24/7) • Less secure	• Purpose built space for IT • Climate controlled • Secure
Applications	• Warehouse • Manufacturing Floor • Remote Sites • Cell Tower • Marine	• Retail / Storefront • Hotel • Branch Office • Airport • Bank	• Network Closet • Small Server Room

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Introducing the C-Series 6U Wall Mounted, Micro Data Center

Segments: Retail, Finance, Education, Healthcare, Industrial, Hotels

Common Applications: Network Closets, Retail Space, Branch Office,
Hospital Rooms, Industrial Control Rooms, Warehouse Floors

- ✓ 6U of Rack Space

- ✓ Compact, Low-Profile form factor

- ✓ No Floor Space

- ✓ Supports equipment up to 30in (762mm)

- ✓ 250lb (113kg) weight load capacity

- ✓ Compatible with SmartUPS VRLA and Lithium

- ✓ Sleek Design

- ✓ Dust Filter and Integrated Fans

<u>Vertical orientation validated with major IT vendors (HPE, DellEMC, Lenovo)</u>

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Design Highlights

NetBotz HD Security Camera (optional)

NetBotz Intrusion Detection (optional) – on front, rear, and side panel

1U or 2U UPS (1kVA Lithium pictured)

NetBotz Temperature/Humidity Sensor (optional)

Not Pictured: Replaceable MERV5/G3 Dust Filter

Easy Cabling Organization

3.5/1" (89/25mm) Cable Entry Knockouts (2) Brush Strip Panels (top and bottom)

Easy, Detachable Mount Wall Bracket

Integrated Fan Ventilation

Not pictured: Optional casters for floor standing

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VISIBILITY

EcoStruxure™

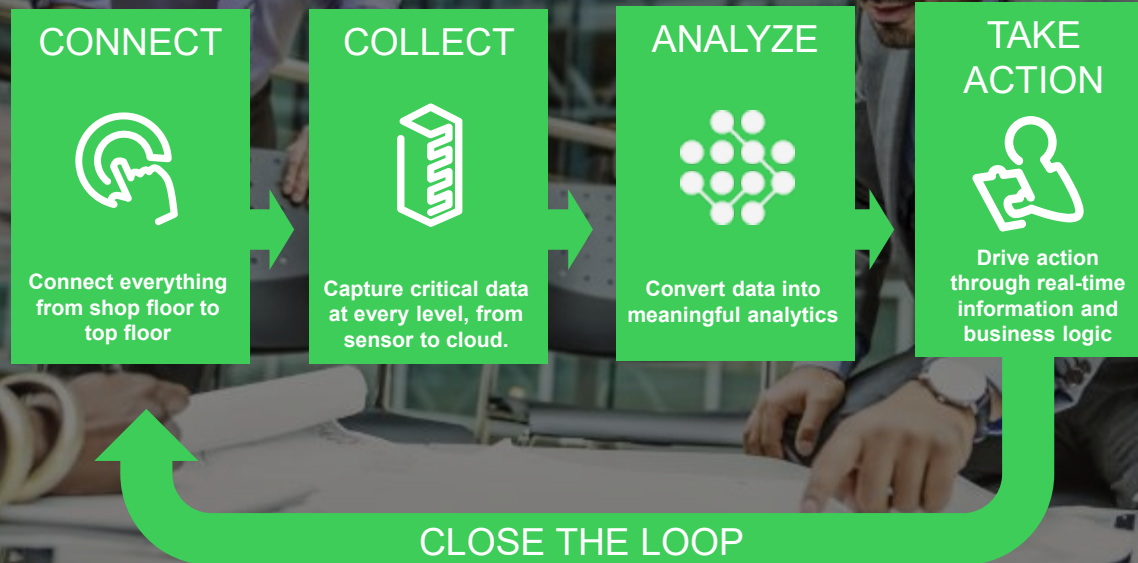Life Is On | Schneider Electric

… Ecostruxure IT Architecture

IoT & Data
Aggregation

On-Premise "Edge" Cloud
(Compute, Storage, Networking)
+
Micro Datacenter

Analytics,
Storage &
Monitoring

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EcoStruxure IT…

…simplifies local edge and distributed IT monitoring with EcoStruxure IT Expert

Centralized monitoring

Vendor agnostic

Benchmarking
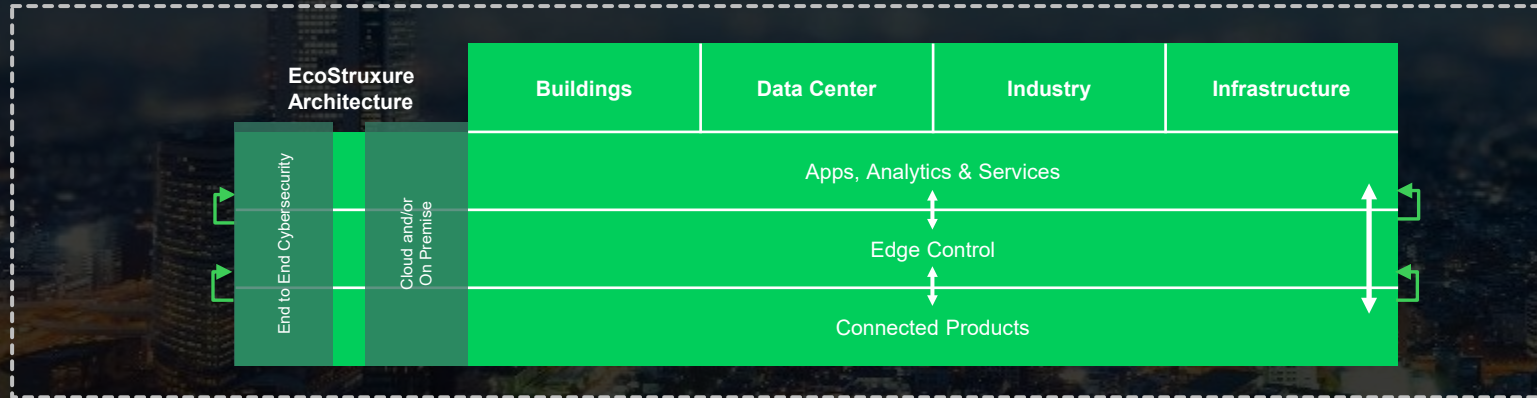
Assessments

Alarm consolidation

Data remains secure and private
at every step of the user journey

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Case: EcoStruxure at an international Hotel chain

Decreased average active UPS faults from

70 to **10**

Improved store stability by

82%

Allowing employees to focus on business returned over

3,600 Work hours

Easily manage global standards for security and settings to

2,300 devices

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APC offers a Complete **Solution**

Li-Ion UPS

Racks Solutions

Rack Accessories

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Trusted solution for local **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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