

Life Is On

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Älykiinteistöt ja niiden lisäarvopotentiali

6aika Energiaviisaat -seminaari
Tampere 31.1.2019

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SE, Nordic Connected Services



Schneider Electric, the Global Specialist in Energy Management and Automation



€26.6Bn

FY 2017 revenues




~ 5%

of revenues devoted to R&D



~160K+

people in 100+ countries

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Our Challenge in the next 40 years

x1.5

ENERGY
CONSUMPTION

÷2

CO₂ EMISSIONS
NEED TO
BE HALVED

3x

WE HAVE TO
BECOME 3 TIMES
MORE EFFICIENT

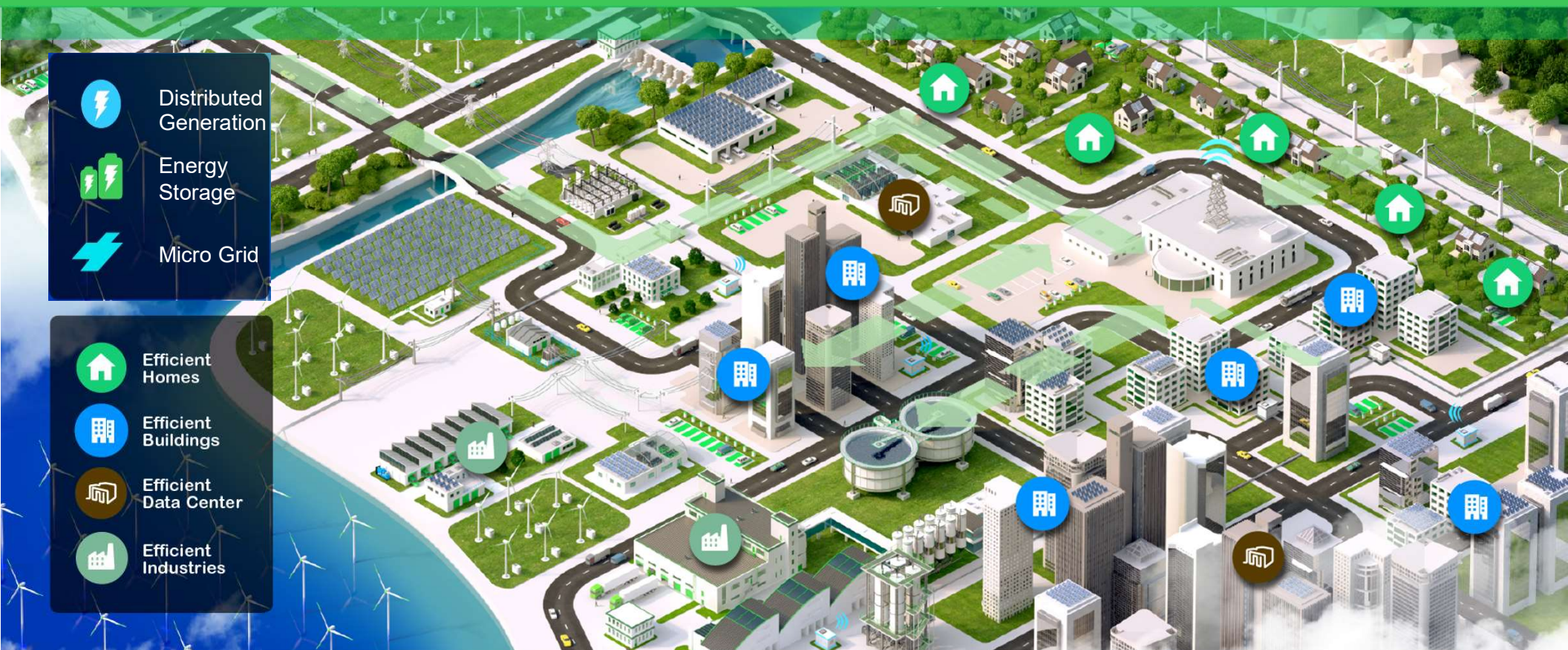
Note: Forecast for 2015 compared to 2009 levels

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MORE ELECTRIC, MORE DIGITIZED , MORE DECARBONIZED, MORE DECENTRALISED

Schneider Connects from Plant to Plug with demand side active energy and grid efficiency



3

- **Connectivity (IoT platforms)** will release hidden value potentials in buildings
- **Analytics and applications** create end user excitement & market pull
- Collaborative **ecosystems and people** drive growth of smart building services

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MOBILITY



CLOUD



SENSING



ANALYTICS



SECURITY

Changes in technology create new innovations!



We see the Internet of Things as an “**evolution**”, not a “revolution”.

The recent Schneider **Electric Global IoT Survey** of more than 2,500 business decision-makers indicated that **they believe IoT makes business sense.**

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OPTIMISM FOR IOT

Survey respondents identified the top societal benefits of IoT:

18%

Increased safety

12%

Enhanced consumer experiences

16%

Changing the way we work and live

10%

Increased leisure time

20%

Improved resource utilization

14%

Connected living

10%

Reduced pollution

THE RISE OF IOT IS PROMPTING FACILITY PROS TO INVEST IN ANALYTICS

Participants know the **importance IOT brings** and have funding available to invest in new technologies.

60%

of facility managers predict **IoT will impact building and maintenance policies** within next year



65%

of facility managers **plan to increase building capital expenses** in 2016

Survey information

This survey was conducted by Opinionography in January 2016 among 400 U.S. facility leaders in establishments including data centers, commercial and industrial buildings, retail, healthcare, education, government and other building environments. Respondents have responsibility related to purchasing energy and technology solutions, and their biggest responsibilities included facility management and operations management. Results of any sample are subject to sampling variation.

THE CURRENT SITUATION

15%

of facility managers utilize **predictive maintenance** tools to assess and target equipment maintenance



52%

of facility managers are largely or very **reactive** when it comes to maintaining buildings

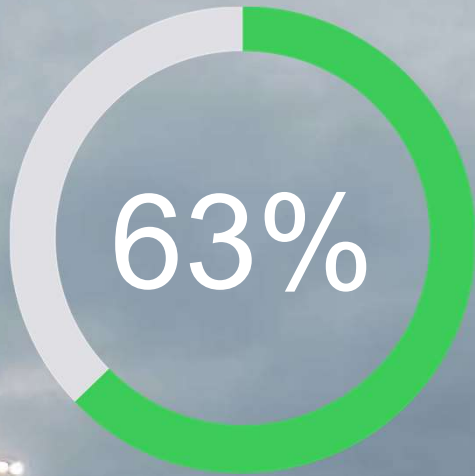
18%

of facility managers are using **continuous / real-time information** from their energy management systems to configure facility equipment



74%

of facility managers feel that available **building information** is **not** totally **adequate** for optimum facility maintenance and planning



of surveyed organizations plan to leverage IoT to better analyze customer behavior and improve service levels.

Analytics will change the Game.



RETHINK



RETHINK

Integrated systems

Open platforms

Smart technologies

Connected & cyber secure

Eco-system friendly

Better user interfaces

PLATFORM ECONOMY

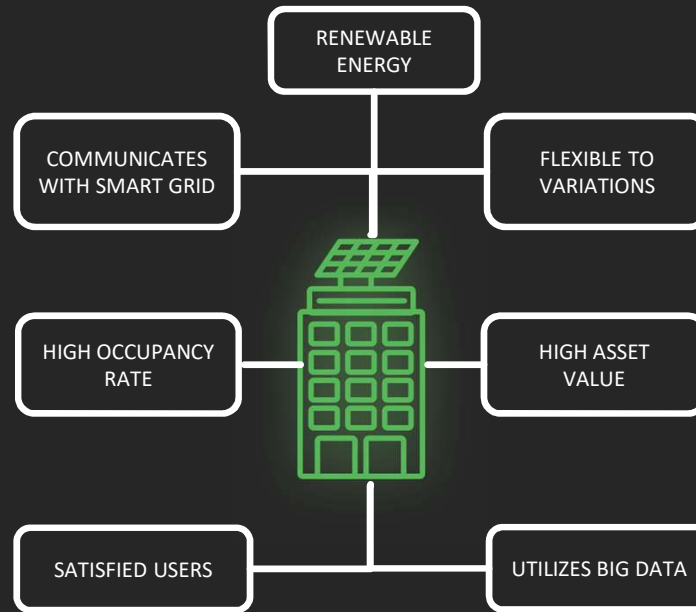


IDEA OF THE NEW BUILDING



INVESTOR 2019

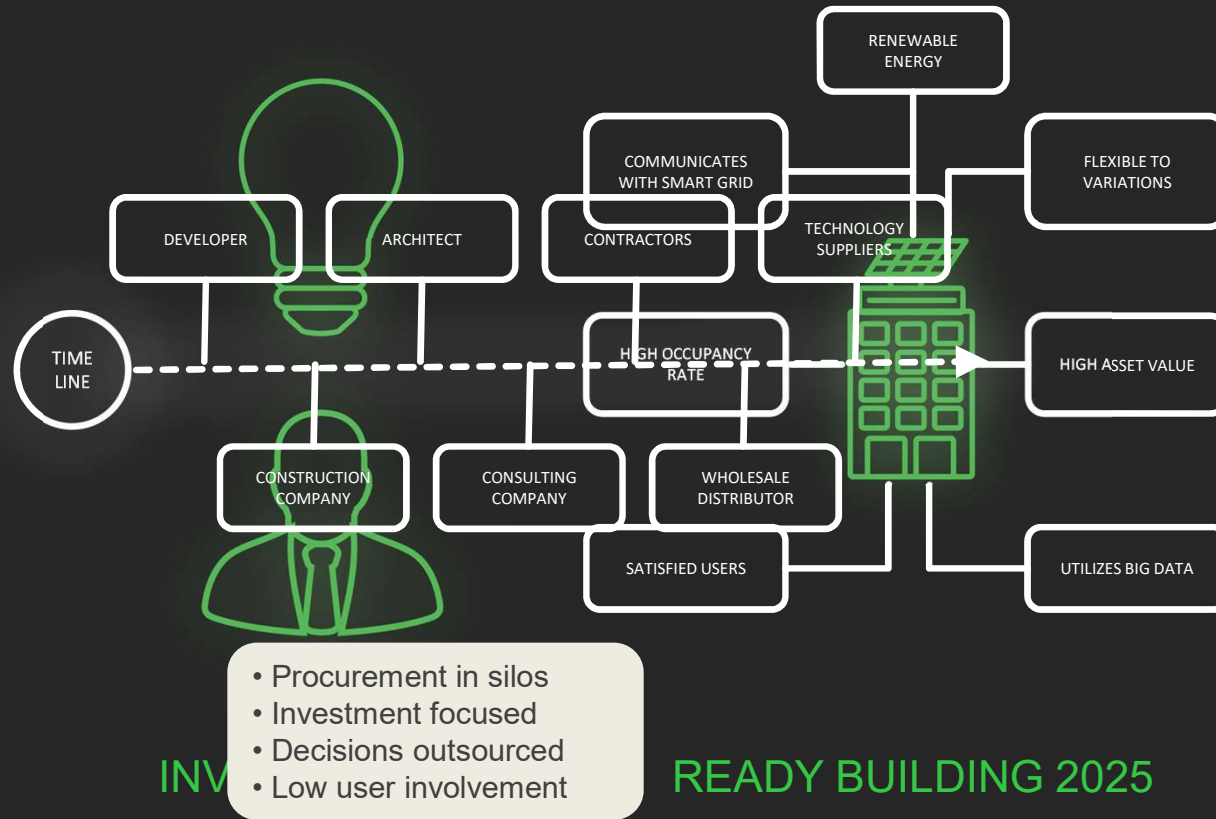
VISION

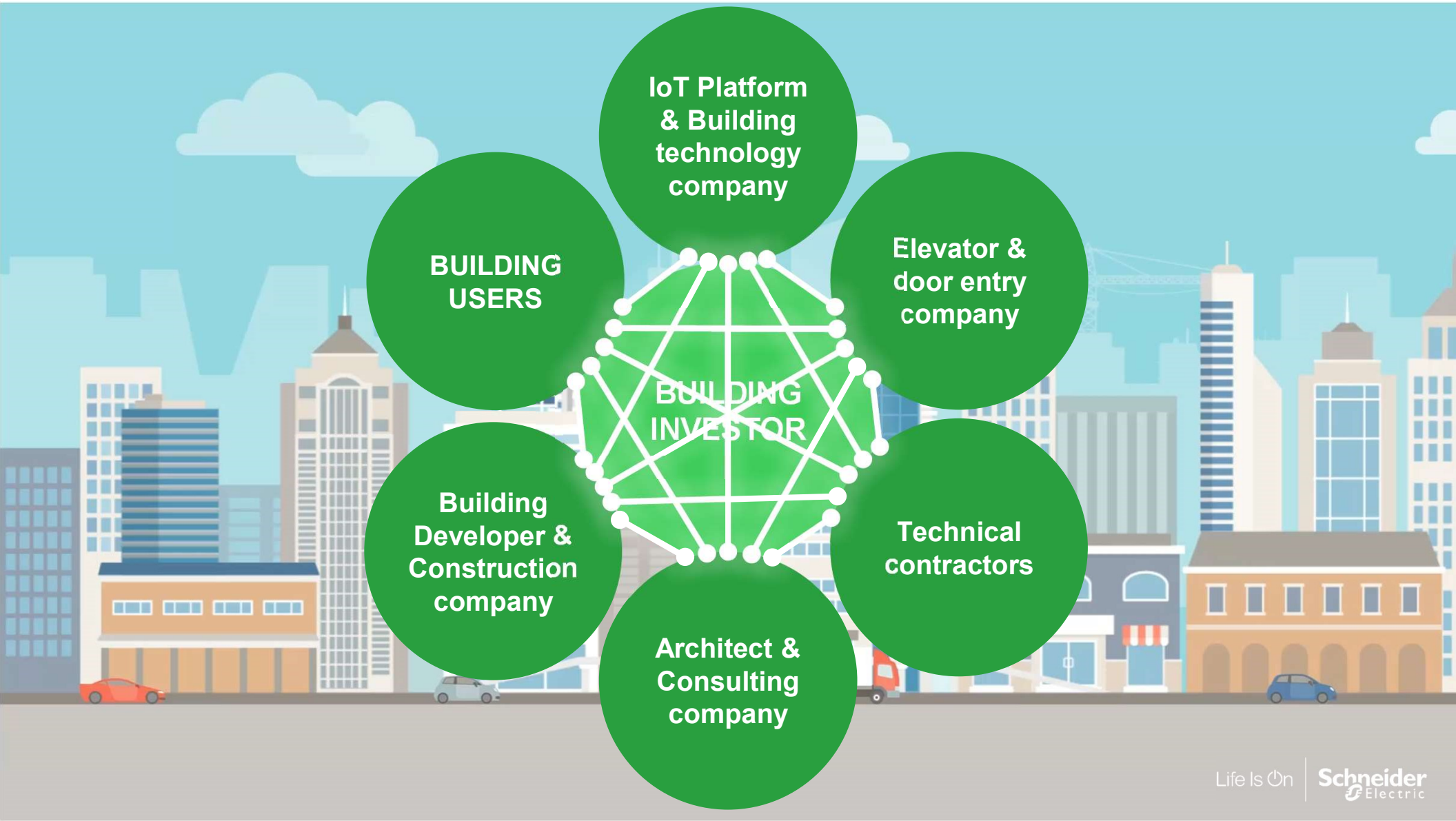


READY BUILDING 2025

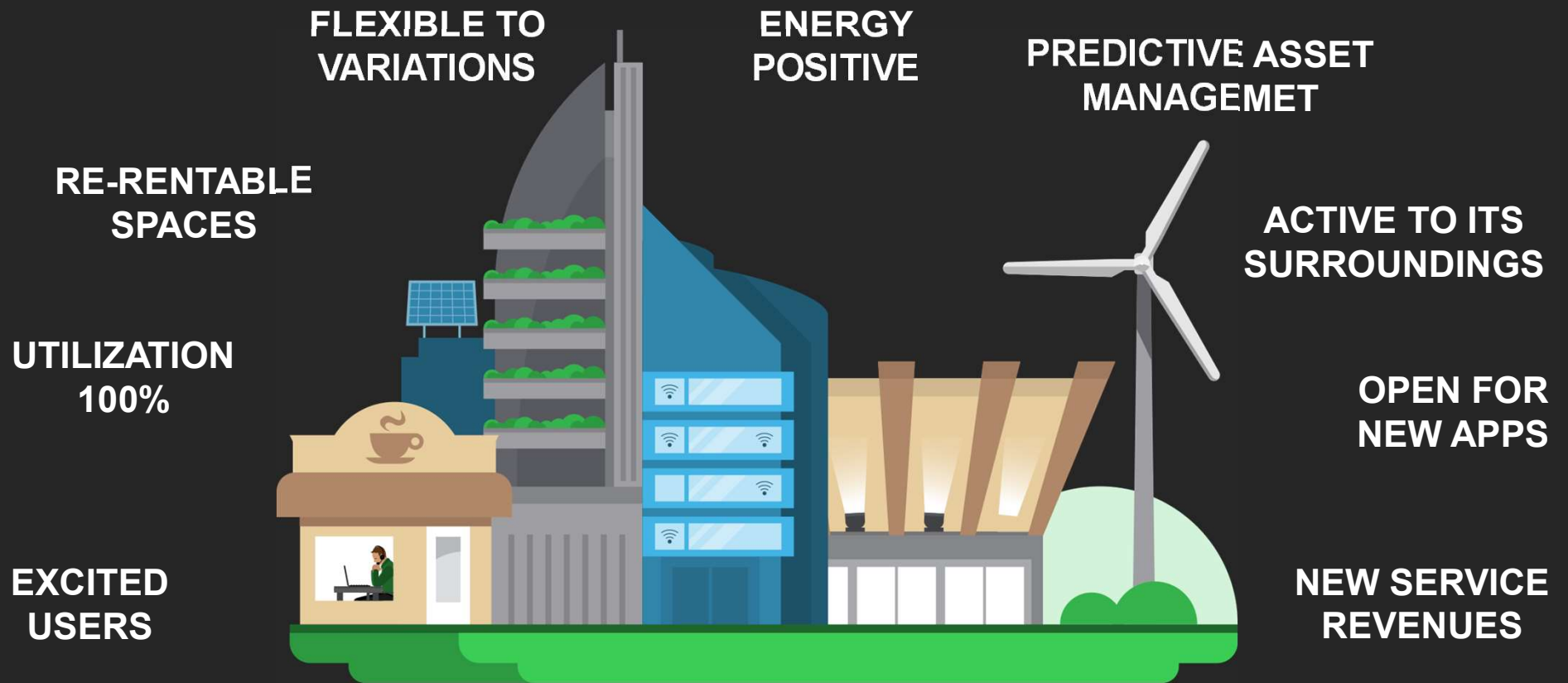
IDEA OF CONSTRUCTION NEW BUILD VALUE CHAIN

VISION

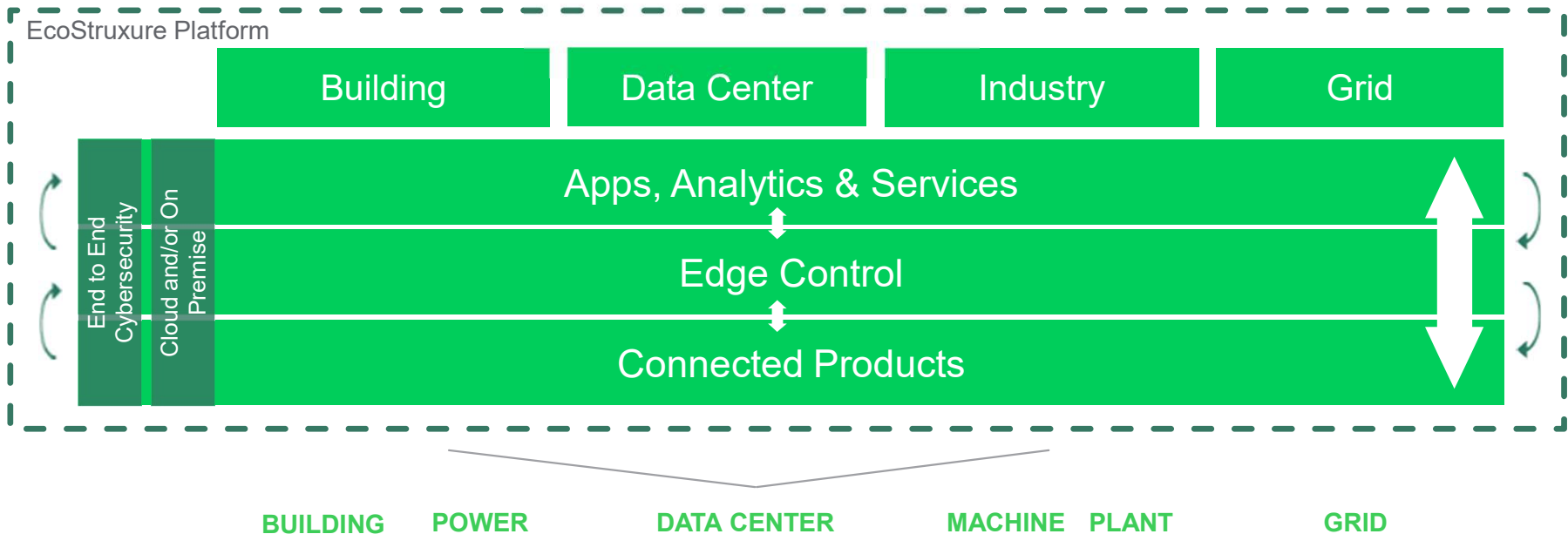




ADDED VALUE IN LIFE-CYCLE



EcoStruxure in 4 End Markets, structured in 6 Architectures and 3 Layers



One architecture for different solutions

Eco truxure™

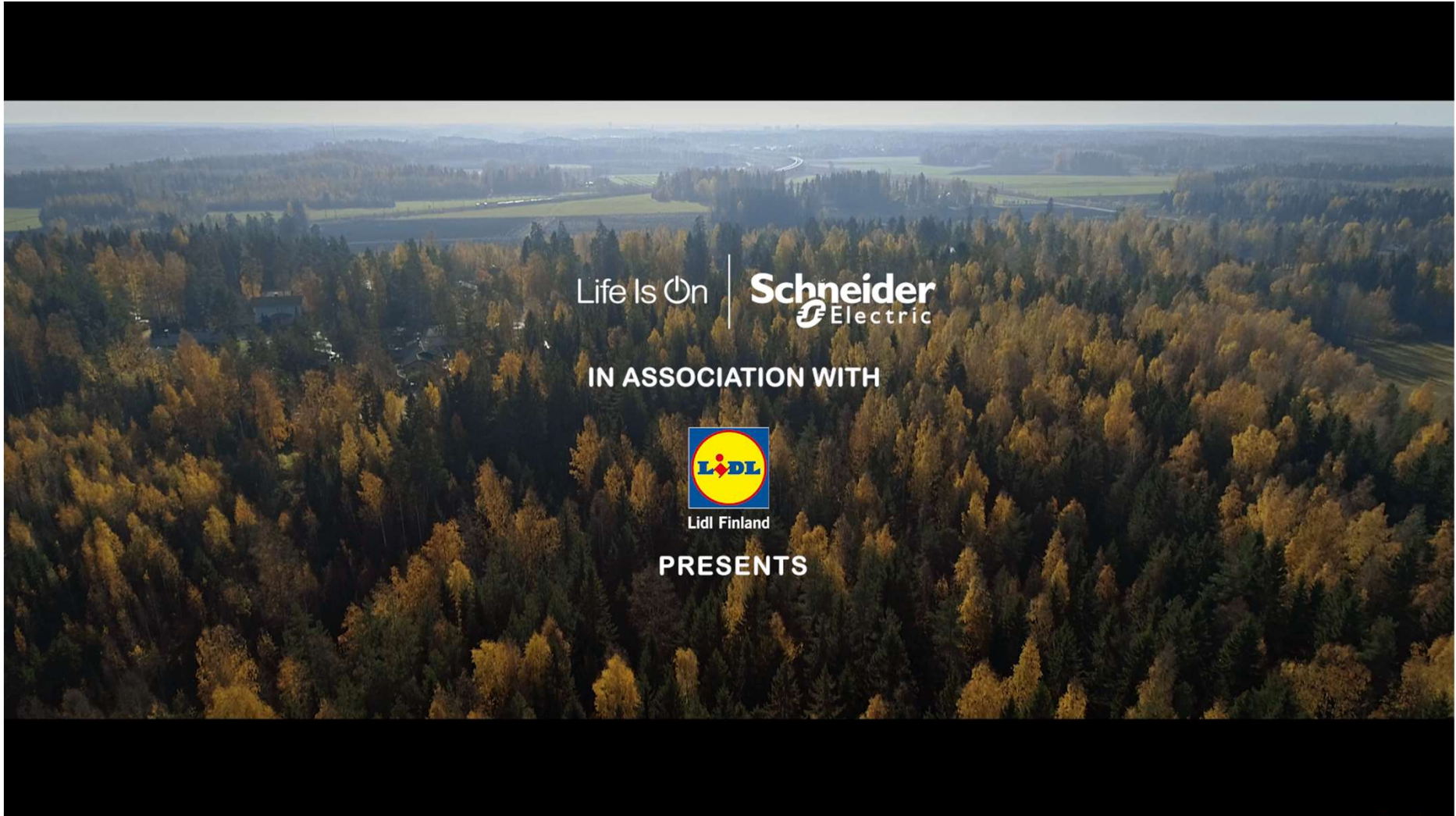
Eco  truxure™
BUILDING

Eco  truxure™
PLANT & MACHINE

Eco  truxure™
GRID

Eco  truxure™
POWER

Eco  truxure™
DATA CENTER



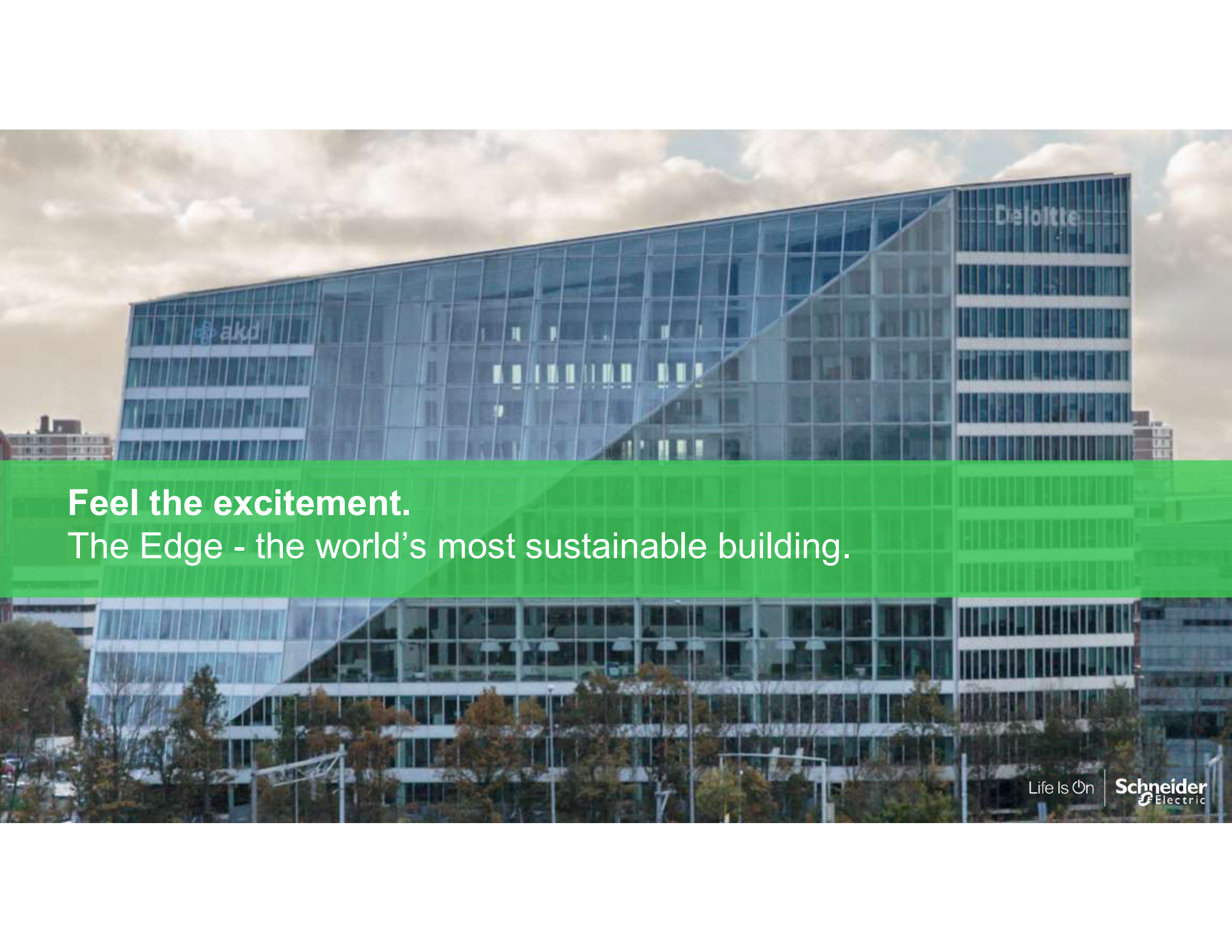
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IN ASSOCIATION WITH



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The Edge - the world's most sustainable building.

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A raccoon is the central focus of the image, looking directly at the camera. The scene is dimly lit with a strong blue color cast, creating a moody and mysterious atmosphere. The raccoon's facial features, including its mask and whiskers, are highlighted by the light.

Technology is fun!





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