Intelligent Energy™
Smart and efficient management solutions from Power Plant to Plug™

How to build an Efficient Enterprise™

New EcoStruxure™ integrated architecture saves up to 30%
See Page 7

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Discover why 92% of enrollees say they would take a course again

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Energy University™ is a web-based, on-demand resource for anyone interested in delivering energy savings for an organisation. The curriculum, featuring over 150 courses, is product-neutral and provides training that you can employ immediately. Topics range from alternative power generation technologies and the basics of lighting to high-density power distribution and the economics of efficiency.

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Editor’s Note

Now, new ideas for surviving a low energy future

How governments, businesses, and citizens work together

Our energy paradigm is shifting from an old mode of operation to a new one. Our energy resources were once plentiful and cheap. Now energy is becoming scarce and valuable. Countries, corporations, and households all share the challenge of engineering simultaneous economic growth while shrinking energy consumption. In this issue, Schneider Electric reveals solutions for migration to this new positive-economic-growth, low-energy-consumption reality. We illustrate a city/business/utility partnership built around a new electric vehicle charging station strategy and we highlight solutions for the integration of smart grids. Look inside to discover how our energy management solutions can help you today!

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Managing Director, Schneider Electric, Pacific

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For subscription information, visit www.schneider-electric.com.au/iemagpub or call us at 1300 369 233

P.S.: Don’t forget to discover how our new StruxureWare software places you in the energy management driver’s seat! (see page 4)

Editor’s Note

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Stephen Coop
Managing Director, Schneider Electric, Pacific

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Upcoming Events
Schneider Electric helps utilities migrate to a smarter grid
IT and power distribution expertise fuels solution development

The world over, electricity networks are becoming more complex and less stable. To efficiently balance supply and demand, the grid needs to become smarter — but this can’t happen unless all the connected players are smart-grid ready.

Utilities impact smart grid
Electric utilities play an important role in connecting the key components of the smart grid. These components include:

> Smart distribution
> Smart generation (bulk, distributed, and renewable)
> Efficient homes (including electric vehicle charging infrastructure)
> Demand management
> Efficient enterprises (buildings, industries and data centres, and including electric vehicle charging infrastructure)

Utilities are the glue that bind these components together. That’s why Schneider Electric™ offers a suite of services and solutions — from renewable energy integration to distribution management and cyber security — to help electric utilities make the grid more efficient, flexible, and secure than ever before.

Balancing the utilities’ supply and demand equation
Amid rising energy demand, tightening regulations, and increased pressure to perform, the utilities’ mission remains the same: to provide reliable, quality electricity to end users in the most efficient, cost-effective way possible.

In order to integrate more renewable energy and provide demand-side management, IT systems need to be integrated into the distribution grid. Sound impossible? It’s not, with Schneider Electric smart grid solutions.

With the benefit of our extensive industry experience, utilities can now maintain a stable grid, satisfy their customers and balance supply and demand over an increasingly complex network. Finally, utilities can upgrade their networks to meet the challenges of today — as well as tomorrow.

To learn more about electrical utility solutions from Schneider Electric, visit www.schneider-electric.com

No one is better positioned than Schneider Electric to address both supply-and-demand side issues facing utilities across the globe today.
—Scott Henneberry
VP of smart grid strategy
Schneider Electric
Intelligent Energy gift giveaway!

The lucky grand prize winner will receive:

- Handy mini tool set
- ‘Game time’ desk clock with indoor temperature display
- 21” Wheeled carry-on luggage with compu-sleeve

Entering to win is as easy as 1, 2, 3!

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New ways to drive business performance and maximise enterprise resources

StruxureWare software delivers visibility and control across organisational levels

Today’s corporate executives are under pressure. They need to drive business performance while conserving enterprise resources. But you can’t manage what you can’t see. Rising energy costs, economic uncertainty, and environmental challenges only exacerbate the problem. Creating an efficient enterprise is paramount, but how?

The answer: EcoStruxure™ integrated hardware and software system architecture from Schneider Electric. EcoStruxure architecture, incorporating StruxureWare™ software applications and suites, unifies power, process, IT room, building, and security systems, allowing users to see, measure, and manage efficiency across buildings, industrial plants, and data centres.

Unified software strategy key for enterprise-wide performance
Maximising business performance remains the primary challenge for today’s executives. Sustainability issues, however, are gaining significance, and best practices must be incorporated into company strategy and operations. Many CEOs cite the complexity of implementation across functions as the most significant barrier to achieving an integrated, company-wide sustainability strategy.

According to analyst group Frost & Sullivan, ‘The use of intelligent digital technology to optimise the performance of energy management systems offers the single biggest opportunity today to improve energy efficiency...’
and reduce operating costs, while also making a significant cut in overall carbon emissions’.

StruxureWare software is designed to work across three distinct levels of an organisation to maximise visibility and control of resources:

> **Control level**: Experts, on site or remotely, can control process performance and ensure business continuity in real time while tracking energy consumption in a highly ergonomic and secured environment.

> **Operations level**: Functional managers can optimise operations, energy, and assets through smart analytical tools, spanning multiple sites if applicable.

> **Enterprise level**: Corporate executives can drive their sustainability strategy efficiently, choosing the best scenario to conserve enterprise-wide resources.

Specialised functions, suites address specific business challenges

StruxureWare software incorporates critical elements (called functions) that a business must consider in order to achieve and maintain efficiency. The seven functions are: Sustainability Resource Planning; Energy Management; Business Operation; Asset Management; Power Availability; Business Process; and Security.

Supporting these functions are StruxureWare software applications. The applications are available individually for businesses requiring a targeted solution, or as part of an end market suite for buildings, industry, or data centres (in addition to the three demand side suites, a supply side suite will be introduced in 2013: StruxureWare for Grid). As business needs evolve, users may incorporate additional applications or an entire StruxureWare software suite, quickly and easily.

Open platform and easy integration deliver maximum flexibility and interoperability

StruxureWare software provides an open, scalable platform, easy integration, and a consistent user experience. One of the secrets behind this flexibility and interoperability is EcoStruxure Web Services. This common ‘language’ enables easy access to data and fast, agile integration of information from any system, platform, or outside service (such as weather, maps, etc.). In any work environment, users can receive data, create dashboards, access alarms—even collaborate with outside partners—without the need for additional software or hardware.

Intelligent, integrated solutions for up to 30% savings, enterprise-wide

Sustainability is a new business imperative; yet even as companies go green, they cannot sacrifice performance or disregard financial responsibilities. EcoStruxure architecture, incorporating StruxureWare software and supported by EcoStruxure Web Services, delivers enhanced visibility and control of enterprise resources across all levels of the organisation, without sacrificing business productivity or performance. The result: up to 30% savings on CapEx and OpEx — and a healthier, more sustainable planet.

Become more efficient! Download the FREE white paper, The Key to Cost-Effective and Sustainable Buildings: Intelligent Energy

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3. Click ‘The Key to Cost-Effective and Sustainable Buildings’ white paper

The StruxureWare platform unites important power, process, IT room, building, and security systems data via user friendly dashboards.
Powerful solutions for Oil & Gas pipelines

Telvent, world-wide leader in pipeline management systems, brings added reliability and efficiency to Schneider Electric architectures

Moving petroleum liquids through miles of pipeline is no easy task. Risk must be minimised, power usage optimised and uninterrupted production ensured despite unpredictable environments.

Our solutions are tested, validated, and designed to manage energy costs and remote assets. With the recent addition of Telvent systems and software, our pipeline architecture includes:

- Energy management and efficiency
- Pipeline SCADA with advanced pipeline management applications
- Telecommunications and integral security and safety
- Station power, control, and safety
- Process and energy monitoring and measurement

Industry-leading management systems transform your installation

Telvent, the worldwide leader in pipeline management systems, brings more than 25 years of experience developing applications for the petroleum industry. These real-time Oil & Gas solutions, coupled with proven, integrated architecture from Schneider Electric, help to boost efficiency and optimise Total Cost of Ownership (TCO).

The key is how Telvent pipeline solutions neatly organise major portions of your business into functional areas, drawing them into a powerful, centralised platform. Each application offers built-in redundancy and security to ensure consistent performance, including:

- The Telvent Liquids Management System (LMS), a comprehensive set of tools for real-time management of scheduling and measurement.
- The Telvent SimSuite Pipeline, a transient pipeline modelling and simulation system for gas and liquids pipelines.
- Telvent Power Optimisation, an energy management application suite that gives operators and managers access to precise cost data.
- The Telvent Universal Operator Trainer, which provides pipeline professionals with a realistic environment for training and qualification.

This suite of pipeline applications complements the architectures and integrated solutions offered by Schneider Electric.

Visit www.schneider-electric.com to learn more about our Oil & Gas solutions.

350
The number of Schneider Electric Oil & Gas specialists globally.
You can’t save what you can’t see
For many professionals, managing energy is like driving a car with no dashboard: they don’t know how much it costs or where consumption comes from. That’s why we developed EcoStruxure™ integrated hardware and software system architecture. It makes energy use across your entire enterprise visible so you can control consumption, save money, and reduce waste. We’ll help you measure your energy usage, fix the basics, optimise systems through automation, and monitor for ongoing improvement. And EcoStruxure integrated architecture guarantees compatibility among the management of power, IT rooms, process and machines, buildings, and security.

You deserve a clearer picture of your efficiency entitlement
Get accurate and actionable energy management data from across your enterprise with EcoStruxure architecture

Reduce energy costs today!
Download ‘Growing a Green Corporation’ FREE and enter to win a Zeppelin Air docking station!
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PowerStruxure unites disparate power solution elements

Now, overcome the limitations of traditional power management

Maintaining a reliable power system, complying with evolving emissions regulations, and reducing the risks posed by volatile energy prices was once nearly impossible to achieve economically. PowerStruxure™ allows for a progressive, holistic approach to managing power systems, providing solutions for these competing goals.

Comprised of hardware, communications, and software components, PowerStruxure integrated solutions unite disparate power infrastructure elements so businesses that need reliable, cost-effective power for a single site or multiple locations can quickly monitor, analyse, and control their entire network.

The seamless technology underpinning PowerStruxure solutions gives both management and frontline personnel the personalised tools they need to make timely, cost-trimming energy decisions without sacrificing reliability or operational efficiency.

**Scalability, reliability are key benefits**
PowerStruxure is an advanced family of integrated solutions that is complete and fully scalable, so it is an excellent fit for existing facilities and new construction alike. As part of our EcoStruxure™ offer that delivers optimised systems across an entire enterprise to produce up to 30% energy savings, PowerStruxure brings clarity to power networks to help improve reliability and save money. The mechanical, electrical, and digital systems are modular and interoperable, for improved continuity of supply and enhanced safety for both people and equipment. The solution also offers guaranteed upgradeability, and more effective monitoring and control. Compatibility with third-party systems is a priority so it is easier to leverage existing investments, and seamlessly integrate a cutting-edge power management system into your enterprise. Innovative software provides powerful, central monitoring, control, and analytical functions, with customised applications applied at the right time, where needed.

**Lower cost, higher efficiency**
Because PowerStruxure solutions provide fully-integrated power management capabilities, you can use consolidated monitoring, analysis and reporting to reveal many efficiency boosting and cost-saving opportunities undiscovered with traditional power management systems.

An average facility can save 10 – 20% annually by eliminating wasted energy consumption.
Key PowerStruxure capabilities include the following:

> **Cost and operational efficiency management**: PowerStruxure solutions help organisations trim power-related costs and boost operational efficiency by benchmarking processes to identify new opportunities, tracking greenhouse gas emissions, identifying and categorising cost centres and confirming savings efforts, reducing or eliminating demand charges, identifying utility billing errors, limiting uncontrolled costs with sub-billing and negotiating lower utility tariffs by taking advantage of load curtailment opportunities.

> **Asset management**: PowerStruxure solutions also help organisations extract peak performance from assets by verifying proper equipment operation, supporting proactive maintenance, and providing information to ensure your network capacity is optimised for present and planned loads.

> **Network management**: PowerStruxure solutions improve power system reliability by identifying the sources of poor power quality, confirming the availability of backup power systems, and by removing the guesswork from issue diagnosis.

**Flexible solutions adapt to unique business requirements**
Aside from providing the benefits of traditional power management systems, the inherent modularity and flexibility of PowerStruxure solutions result in capabilities optimised to solve unique business challenges. For instance, data centre operators concerned with escalating energy usage can implement pre-designed power management solutions that include the ability to verify and track Power Usage Effectiveness (PUE), in addition to resolving issues such as battery maintenance, run time variations, and integration with fuel management systems.

Healthcare facility professionals can eliminate error-prone manual testing of backup generation, obtain automated pass/fail compliance reports compliant with their region’s standards, and reduce overall risk and liability.

Commercial building personnel can predict energy consumption with respect to all relevant drivers, establish energy efficiency benchmarks for every building and make informed decisions that improve financial performance across their entire portfolio.

For industrial facilities looking to improve availability and economic performance, PowerStruxure provides key real-time, historical and power quality information dashboards, with reporting and control that helps mitigate risk and track potential energy savings at the site and enterprise levels.

In a world where business is constantly searching for a competitive advantage, PowerStruxure solutions can provide precisely the advantage you have been looking for.

Learn more about PowerStruxure solutions today! Visit [www.schneider-electric.com](http://www.schneider-electric.com)
Spotlight on Solutions

Intelligent security solutions help hospitals provide a welcoming and secure environment

Integration increases operating efficiencies and reduces costs

As healthcare facilities grow larger and provide round-the-clock care, they become more vulnerable to a wide variety of costly security threats. In fact, studies from around the world show that violent incidents on hospital property are on the rise.

Security technologies that are purchased, administered, and maintained separately do not fully optimise the hospital budget and operational efficiency. Schneider Electric helps hospitals reduce security issues and costs by integrating security solutions that protect patients, staff, visitors, and assets.

Integration provides superior data and lower costs

Real-time actionable data allows hospital security personnel to respond more quickly to potential threats before they become incidents. For instance, if video analytics reveal a potential disturbance in the Emergency Room (ER), access control can lock designated doors while security officers are dispatched. Video surveillance and patient/staff/visitor management systems can also be used to clarify and resolve the issue.

Because systems are integrated over a common IP-based, intelligent IT infrastructure, waste and redundancy are reduced, and hospitals can save money in both project investment and long-term operating costs. The data aggregation enabled through integration also provides a full, automatic audit trail when necessary.

Security dashboards enhance productivity

Data from Schneider Electric healthcare security solutions are viewable through a customisable dashboard or remotely, and include:

- **Access control**: Smart cards can be used as an employee’s picture identification, access control card, debit card, and staff management/location card.

- **Video surveillance**: Cameras provide a variety of clear views with embedded processors so video can be compressed and transmitted over real-time IP networks. Video analytic software provides specific and detailed information and can help to reduce false alarms.

- **Patient, staff, and asset tracking and management**: Radio Frequency Identification (RFID) and Wi-Fi system solutions, along with tagging technology and management software, can identify, track, and locate patients, staff, and assets throughout the hospital campus.

The United Kingdom’s National Health Service reported that violence costs their hospitals about 100,000 GBP per year in security, time off for affected staff, and legal costs.

For more information on healthcare solutions, visit [www.schneider-electric.com](http://www.schneider-electric.com)
Now an action plan for reducing energy consumption in plants

How Schneider Electric PlantStruxure architecture cuts costs by automating energy management into processes

According to Frost & Sullivan, the energy-intensive industrial sector faces significant challenges in managing energy use. Rising energy costs, strict environmental regulations, supply constraints, and corporate sustainability targets all add to the complexity of energy management.

Awareness of energy consumption discrepancies help users minimise waste. With Schneider Electric PlantStruxure architecture, a detailed view of how much energy is consumed, and during which processes, helps identify where the opportunities lie for energy savings. In addition identifying what equipment or processes are underperforming, and what types of operator behaviours are impacting energy use are also important.

Let Schneider Electric jump-start your energy plan...

Download Frost & Sullivan’s energy management white paper and enter to win 1 of 3 Bluetooth hands-free car kits!

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Enhance your electrical distribution with a professional MP4 assessment

Expert assessments help you optimise expenditures, improve performance, and increase safety

It’s much easier to protect your business from accidents, downtime, and unexpected costs if you are familiar with the nuances of your electrical distribution infrastructure and have a clear vision for improvement. That’s the purpose of MP4, an electrical infrastructure management service from Schneider Electric™.

MP4 is a site-wide electrical installation assessment that offers an accurate and updated picture of your electrical distribution system, which, in turn, helps avoid unpleasant surprises. The assessment is conducted by experienced Schneider Electric specialists who deliver improvement plans in four areas: maintenance, modernisation, monitoring, and management.

Benefits of an MP4 assessment include:
> Optimisation of operating and capital expenditures
> System performance improvement
> Prioritisation of electrical distribution investments
> Increased safety
> Improved failure prediction and prevention

Quick to implement and easily replicable
Another major benefit of MP4 is quick deployment, as demonstrated in the case of Calgary International Airport. In 2011, the airport suffered a number of utility failures — a dangerous and expensive situation in the aviation industry.

A team of Schneider Electric specialists was quickly deployed at the site and delivered a preliminary report within two weeks. The Schneider Electric team later returned to complete a comprehensive appraisal and deliver expert recommendations identifying the steps needed to improve the safety and reliability of the airport’s electrical distribution system.

Another advantage of MP4 methodology is simple application across multiple sites and environments.

Food and nutrition giant Nestlé, originally deployed MP4 at a number of industrial facilities in Europe after experiencing electrical distribution problems. Following the success of these projects, Nestlé arranged for MP4 assessments of 27 coffee factories. Finally, in early 2012 it ordered inspections of all Nestlé factories 10 years and older, around 400 sites, to take place over a five-year period.

For more information on Schneider Electric MP4 assessments, visit www.schneider-electric.com
Energy monitoring is the key to successful energy management and can empower homeowners to understand and manage their own energy consumption. With electricity bills set to rise, homeowners can take action to reduce their energy consumption and household costs.

The five steps outlined below help homeowners positively impact their energy bills without sacrificing comfort and lifestyle.

1. **Educate:** Homeowners can be educated about the opportunities that energy management provides and how this knowledge can be used to monitor and analyse their electricity consumption.

2. **Engage:** Beyond the savings they can accrue, homeowners like to understand their energy use and identify how much energy is being used in their home and where. By setting and tracking electricity targets, homeowners can manage and plan energy demand and graphically display and monitor their energy use.

3. **Empower:** Homeowners will feel empowered through knowledge of their electricity usage and will feel comfortable implementing solutions to reduce use.

4. **Emphasise:** By continuing to monitor electricity consumption over days, weeks, months and years, home owners can change the way they use energy. Viewing electricity consumption summaries, predictions and electricity reports further emphasise the benefits of energy monitoring.

5. **Equip:** Having the best options and tools to make home energy management possible will help reduce home owners’ energy usage. A user friendly home energy management monitor, such as the Ecomind Electricity Monitor, provides homeowners with the tool to take control of their energy consumption.

To learn more about Clipsal by Schneider Electric energy efficient solutions, visit [clipsal.com](http://clipsal.com)
Spotlight on Solutions

Now, ports transform into examples of sustainability

Enjoy profitable, environmentally-responsible power with Schneider Electric shore connection solutions

The advent of global trade has fostered strong economic growth through the commercial exchange of goods. From a transportation perspective, 90% of all commercial cargo is carried via ship.

Increasing environmental awareness
Pollution created by ships, especially those at berth is a concern. This apprehension is warranted, as transport vessels are currently responsible for 6% of sulfur oxide (SOx) and 15% of nitrogen oxide (NOx) output globally, along with 2% of CO₂ emissions. As global shipping continues to increase, stricter emissions and particulate output regulations are being put in place to more tightly control these types of pollution.

Low cost in-dock power generation
Docked ships can use one of two methods to obtain electrical power — use onboard auxiliary engines (which burn marine diesel fuel) or a shore connection, which allows the ship to receive power from the local grid. From a financial and an environmental perspective, connecting ship to shore power has been proven to be the most efficient method.

Quick scalability and manageability
Shore connection serves all different types of vessels that come to dock. Management software is included with every installation, which allows for monitoring of power usage in real time. As a result, port authorities will be able to bill customers based on actual usage. Customers can also forecast and optimise their energy consumption, all while they benefit from new cost reduction opportunities such as improved contract negotiations with the utilities and selling negawatts back to the grid.

Comprehensive services to support your project
Execution of your project goals is critical to your installation’s successful operation. Schneider Electric™ can offer complete end-to-end services to make this process as seamless as possible, from consulting and engineering the system to commissioning, training, and post-sales services.

Shore connection systems allow ships to save on fuel costs and enable port operators to bill customers for the energy that they use.
Managing complex building environments while meeting your energy efficiency targets is no small task. Our EcoStruxure energy management architecture addresses this challenge through intelligent integration of building systems on a single IP platform.

The savings go far beyond buildings
Today, only EcoStruxure by Schneider Electric™ energy management architecture delivers up to 30% energy savings, by combining energy-intensive systems like HVAC, access control, video security management, and lighting control across your entire enterprise. Saving up to 30% of a building’s energy demand is a great beginning and thanks to EcoStruxure energy management architecture, the savings don’t end there.

Learn about saving energy from the experts!
Download the ‘Active Energy Efficiency’ white paper and register to win a FREE iPad!

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*EcoStruxure architecture reduces energy consumption by up to 30%.
The city of Fort Collins, Colorado, USA, has partnered with Schneider Electric™ and Fort Collins-based Spirae Inc., to roll out the area’s first electric vehicle (EV) charging stations. As part of their innovative FortZED (Zero Energy District) project, the city is phasing in EVlink™ charging stations for installation at the city’s fleet lot, select public parking facilities, and private business parking lots.

‘Fort Collins owns and operates a progressive municipal electric utility,’ said the city’s chief financial officer Mike Freeman. ‘Our businesses and residents have a history of taking the lead on energy conservation and energy efficiency practices. Through our partnership with Schneider Electric and Spirae Inc., we are continuing that tradition by rolling out the area’s first EV charging stations.

City of Fort Collins drives clean energy innovation with EVlink charging stations

Collaboration between city, utility, local business, university, and Schneider Electric establishes electric vehicle charging best practices
stations.’ Proposals to expand the vehicle charging infrastructure include partnerships with local car dealerships selling EVs.

The project is the result of collaboration between the City of Fort Collins, the utility, large area businesses, and Colorado State University. The goal is to help all stakeholders leverage multidisciplinary expertise in order to address the challenge of building a reliable EV charging infrastructure. The success of the initiative in Fort Collins demonstrates the viability of EV charging technology for individuals, businesses, and government agencies worldwide.

**Ease of use and safety key benefits**

Effective EV charging involves more than simply supplying electrical current to a vehicle battery. A comprehensive solution offers safety, ease-of-use, and technology with the ability to balance a vehicle’s power demand with the utility’s ability to supply reliable and cost-effective power. EVlink solutions utilise advanced engineering and multi-level networking capability to help meet these goals.

The EVlink solution extends from the device layer to the business management layer. Advanced software and communications ensure that EVlink provides useful and relevant information to both users and suppliers. This includes data such as station location and availability, business statistics such as aggregate usage data and billing figures, plus demand management and power availability information.

To learn more about EVlink go to [www.schneider-electric.com/electric-vehicle](http://www.schneider-electric.com/electric-vehicle)

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Meet our People
Introducing the faces of Schneider Electric

ELENA PEROVA
18 years at Schneider Electric
Marketing Director,
Schneider Electric
Russia

Starting her career at Schneider Electric over 18 years ago, Elena Perova has made a radical climb from Commercial Assistant in St. Petersburg in 1994, to Marketing Director in Moscow today. Elena currently manages a team of 30, handling the development and implementation of Schneider Electric’s marketing strategy in Russia.

Initially, Elena found her niche at Schneider Electric working on the operational management of logistics and customer services. ‘I really learned that the partner and channel management was one of the strongest areas of Schneider Electric’, explains Elena. ‘I came to understand the relationship we have with our customers’.

After her award-winning work on the integration of Wessen group into ZAO Schneider Electric, Elena turned her sights on shifting her career to marketing. ‘I had channel management in my scope and I saw the added value of marketing,’ explains Elena. ‘I wanted to make that move.’

The dynamic nature of Schneider Electric allowed her to do just that. ‘My managers were very open to the move. They coached me at different stages of my career to really think about my development and what I needed to keep it dynamic.’

For Elena, this has been the case throughout her time at Schneider Electric. ‘Schneider Electric has a different attitude to newcomers than other companies in Russia,’ Elena explains. ‘They care about post-graduates and their development. If you have the capabilities, you’ll have the chance to develop yourself and you’ll have diverse options here.’

Early in her Schneider Electric career, in 2001, Elena participated in a six month training programme called the FELIX Leadership & Management Programme (now the LEAD Programme). ‘The programme gave me a global perspective of all our Schneider Electric business functions,’ explained Elena. Beyond upping her Schneider Electric business smarts, Elena credits the programme with bettering her communication skills and providing her with a global network within Schneider Electric that remains to this day.

For now, Elena is where she wants to be: ‘In my role we focus on our partners. My greatest satisfaction is seeing partners that understand what we’re doing and move with us. We do our best to support them, to maintain their loyalty, to work with them through their evolutions, and ours.’

‘My managers coached me at different stages of my career to really think about my development’.

Meet more Schneider Electric people and the solutions they provide:

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Why Installed Base Services improve infrastructure management

Expert advice and proven methodologies offer peace of mind throughout the equipment life cycle

When it comes to the successful management of your infrastructure, professional services are becoming increasingly critical. Schneider Electric is at the forefront of this trend, offering high-qualityInstalled Base Services tailored to seven stages of the equipment life cycle.

Here’s how, and why, it works. Our experts are highly trained and experienced in their respective fields, allowing them to spot a variety of problems – current and potential – that might otherwise be overlooked, as well as to offer clear explanations and resolutions. We combine this human expertise with proven methodologies to achieve results such as risk reduction, productivity, extending equipment-lifespan, and improved cost-effectiveness.

Therefore, whether a project involves commissioning new equipment, modernising an existing installation, or decommissioning an outdated facility, the assistance of Schneider Electric service specialists adds another dimension of professionalism and helps achieve a stronger return on investment and greater peace of mind.

Ensure the proper timing of support
It’s vital to employ the services which best suit the equipment. Every installation has different needs depending on where it stands in its life cycle.

For example, equipment installed five years ago might require an installation assessment to improve performance and build a clear roadmap for future capital expenditures. Or it might need on-demand maintenance to prevent, diagnose, or repair technical issues and to set up maintenance best practices.

An installation approaching end of life, on the other hand, needs a responsible, environmentally friendly plan for recycling and recovery of pollutants. Or perhaps the top priority is technical training for staff, so that safety and professional competencies remain at peak levels.

At these or any other stages of the life cycle, Schneider Electric Installed Base Services are structured to optimise equipment and employee performance, and to make electrical distribution, automation and control infrastructure management a success.

To learn more about Installed Base Services, visit www.schneider-electric.com
Upcoming Events

September 2012

TEMC: The Tertiary Education Management Conference will be held at the Adelaide Convention Centre from September 16-19. Promoting the theme ‘The Right Blend: Innovation and Transformation’, this conference offers professional administrators and managers within the tertiary sector an opportunity to explore innovative developments and new ideas around people, services, facilities and environment. For more information on the event visit temc.org.au

October 2012

IHEA: The Institute of Hospital Engineering Australia presents the Healthcare Facilities Management Conference to be held at the Hotel Grand Chancellor in Hobart from October 3-6. The theme for this year’s event is ‘Back to Basics’. For more information on the event visit www.hfmc2012.org.au

For more information visit
www.schneider-electric.com

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