

Clipsal Entertainment, Tourism & Recreation Solutions

Improving guest experience and operating efficiency
through flexible design and innovative technology.



Clipsal solutions include flexible integrated lighting and high-level connectivity that greatly improves customer experience and ambiance, allowing venues to cater for a wide range of events and requirements, while easily adapting to changing technologies.



Experience & Expertise Achieves Better Results

Clipsal by Schneider Electric is Australia's number one supplier of electrical products and solutions, with multiple manufacturing facilities across the nation. The Clipsal brand offering comprises more than 20,000 products, including electrical accessories, lighting, data, industrial, control systems, cable management and energy efficient solutions.

As an industry leader, Clipsal is dedicated to supplying the most innovative and sustainable electrical solutions on the market – providing a positive return on investment, and improving operational efficiency for our customers.

Clipsal's innovative, compliant electrical products combined with extensive expert advice assist you to achieve the best electrical solution for your project.

The Entertainment, Tourism & Recreation Markets

The dynamics of Australia's economy is progressively changing. Entertainment, tourism and recreation are becoming major industries in Australia for the leisure and corporate dollar, while also offering greater employment opportunities across the country.

As the global economy shifts and changes, we are experiencing unprecedented growth throughout Asia. This is creating a mass influx of a new travellers who are seeking a unique experience, some of which are focused towards eco tourism. The "eco tourist" also expects entertainment, tourism and recreation businesses to practice environmental sustainability, which contributes to saving energy and reducing carbon footprints – Clipsal solutions can assist with this.

Clipsal solutions for the entertainment, tourism and recreation markets extend to facilities such as *convention centres, entertainment centres, casinos, museums, art galleries, pubs/restaurants/wine bars, cinemas, theatres/auditoriums, sporting stadiums, aquatic centres, gymnasiums, special purpose venues, theme parks, boats/yachts/cruise ships and resorts.*

Improving Entertainment, Tourism & Recreation in Three Key Areas

We are committed to the success of the entertainment, tourism and recreation industries through providing individually tailored electrical solutions, to meet your specific requirements in the most cost-effective way possible. Our goal is to build a long-term relationship and assist with the ongoing success of your business.

When you choose Clipsal by Schneider Electric, you are tapping into a vast global network of electrical and energy management expertise. Our aim is to provide you with the safest, most innovative, sustainable electrical solutions available.

Clipsal solutions keep you at the forefront of technology and can significantly improve entertainment, tourism and recreation venues across three key areas:

- Customer Experience
- Safety & Security
- Improving Financial Performance

 **CLIPSAL**
by Schneider Electric

 **Schneider**
Electric



Customer Experience

Customer experience is an essential aspect of all public venues. Flexible integrated lighting solutions and high-level connectivity greatly improves customer experience and ambiance, allowing venues to cater for a wide range of events and requirements, while easily adapting to changing technologies.

Clipsal solutions assist with improving the customer experience through:

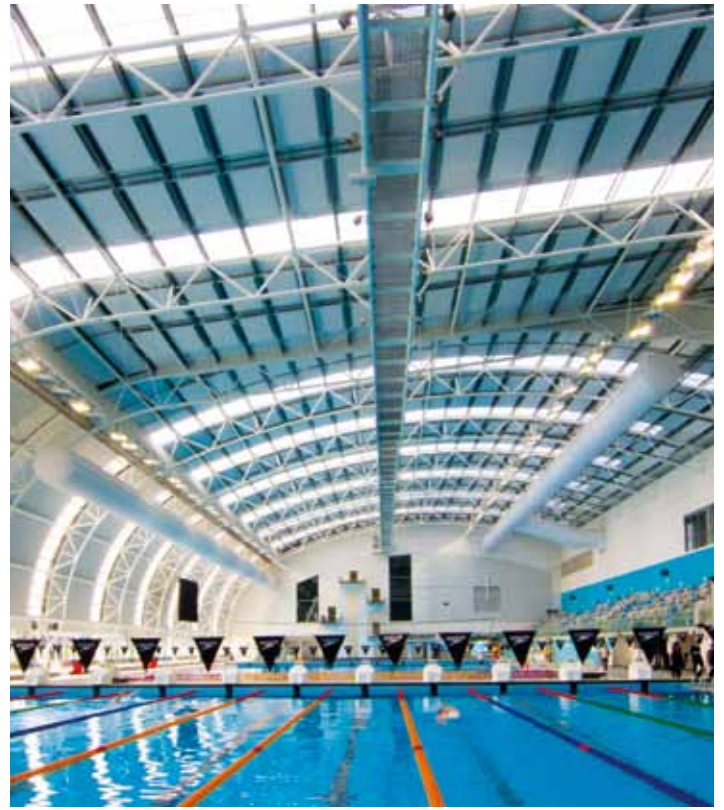
- flexible intelligent lighting control, such as C-Bus or DALI control that can be adjusted for specific venue or customer requirements
- integrated lighting control, which adjusts according to natural ambient light, providing a greater level of ambiance and comfort for patrons and improved energy efficiency
- intelligent lighting control systems to monitor lamp life and light quality, which ensures faulty lamps are replaced and lighting is operating at optimum levels – improving patron comfort and safety
- integration of lighting control with third party systems, such as audiovisual, air conditioning and climate control to improve patron comfort and venue ambiance
- high-level integration reduces staff interaction with technology and enables a repeatable environment for each day or event, while also assisting with energy efficiency
- high-level connectivity with voice, data, fibre and master antenna TV systems (MATV), improving point of sale/ promotional opportunities and allowing customers to access technology, such as high-speed Internet.

Safety & Security

Providing a high level of safety and security for patrons, staff and the venue is imperative. This can be achieved through advanced integration of building systems and well designed electrical systems, incorporating reliable circuit protection in switchboards and power outlets. Today, quality safety and security systems provide a broad, unobtrusive and discreet solution.

Clipsal solutions can provide greater levels of safety and security through:

- integration of emergency evacuation and security systems such as alarms, emergency exits, lighting, CCTV, PA systems, fire sprinkler systems and smoke alarms – providing the highest level of protection for patrons, staff and assets in case of an emergency
- advanced CCTV systems to monitor inside and outside the complex or venue to provide security for patrons and staff
- high-level intrusion detection through integration of CCTV, alarm systems, access control and lighting systems to provide a superior level of security
- programmable and sensor operated lighting control systems in areas such as storerooms, car parks and loading docks – providing greater levels of safety for patrons, staff and assets, while also improving energy efficiency
- comprehensive electrical circuit protection creates high-level safety for staff, patrons and venue assets – complying with mandatory OHS requirements and the Building Code of Australia (BCA)
- intelligent lighting control to provide the correct illumination levels in public areas, in compliance with Building Code of Australia (BCA).



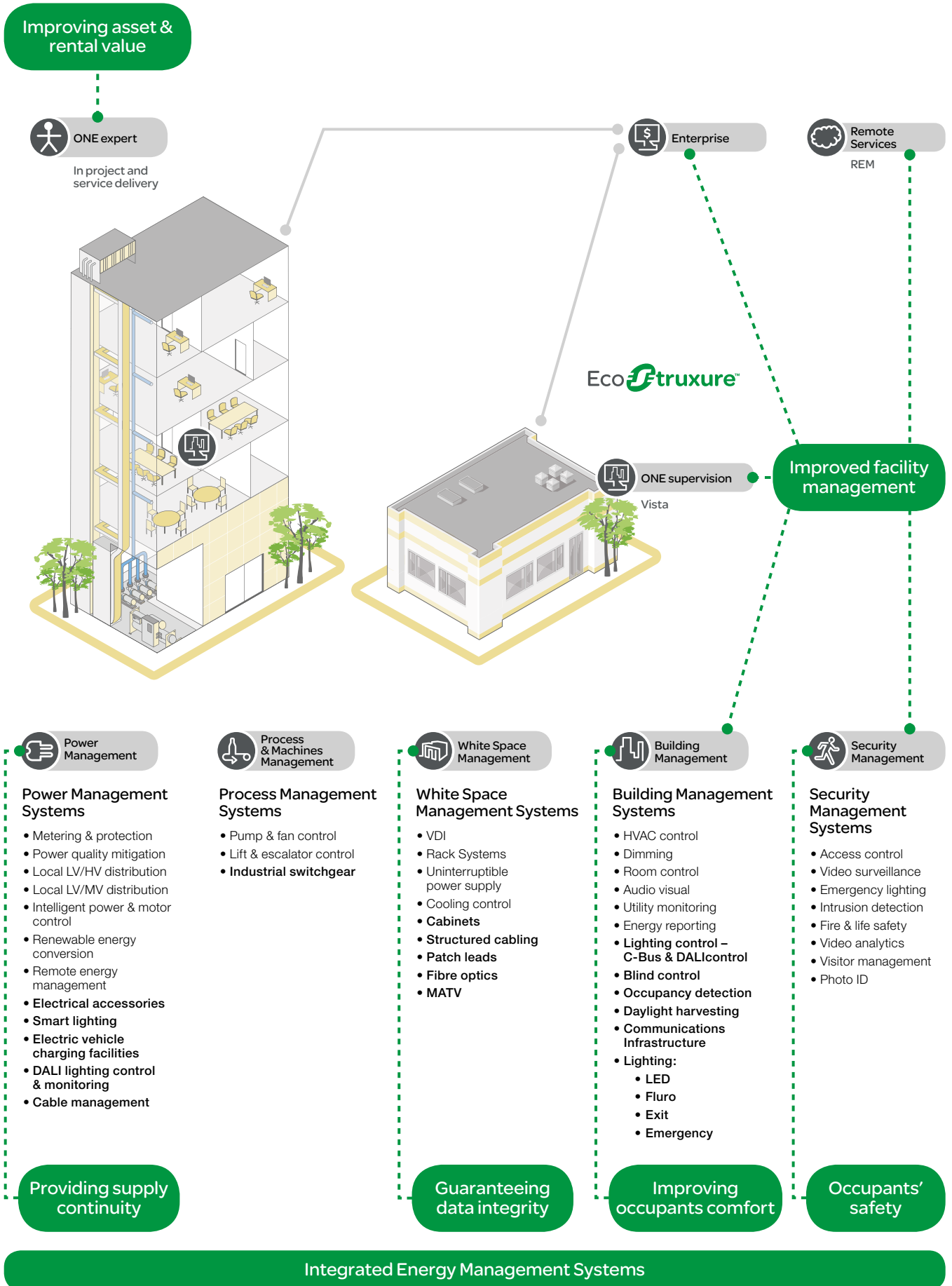
Improving Financial Performance

Increased revenue and positive return on investment (ROI) are essential for any venue or complex. Decreasing operational expenditure (OPEX) and improving business efficiency contributes to increasing profitability and maximising returns. Financial performance can also be maximised through offering a superior customer experience for patrons, that creates a loyal customer and encourages repeat business.

Clipsal solutions can assist with improving financial performance by:

- state-of-the-art energy efficient solutions, which utilise intelligent lighting control such as C-Bus and DALIcontrol, with sensors, timers, dimmers and efficient lamp technology to reduce excessive energy consumption and improve efficiency.
- intelligent lighting systems, which provide individual or holistic control of illumination, allowing flexibility in programming to facilitate the specific venue and event requirements
- energy efficient electrical solutions, which can operate stand-alone or as part of a complete control system. Energy savings can be achieved through minimal investment
- intelligent lighting control to provide accurate real-time monitoring of lamp life and light quality. This maximises staff uptime through knowing when lamps need replacing, while also reducing OH&S risks associated with lamp failure
- flexible electrical solutions backed by Australia-wide customer care, reducing maintenance requirements and downtime associated with product failure
- programmable integrated control of networked systems such as lighting, air conditioning and audiovisual equipment. This maximises staff uptime through reducing interaction with building systems and provides the venue with repeatable environments, which contributes to reducing energy consumption
- user-friendly technology, that is easy to operate and maximises staff uptime
- flexible, scalable electrical solutions that allow for quick adaptation to changes in floor plan design to accommodate various venue and tenant requirements
- electrical solutions that are compatible with new technology for easy adaptation, providing future-proof solutions
- high quality products that are easy to install and operate – avoiding costly installations and the need to train staff to operate complex systems
- offering industry leading, end to end electrical solutions coupled with expert advice, which eliminates the need to deal with multiple vendors
- reliable data infrastructure and cabling systems to ensure constant and continual communication for building services and point of sale transactional systems.

Entertainment, Tourism & Recreation Solutions



Solutions that Benefit your Business

The powerful combination of Clipsal's extensive product range and Schneider Electric's global expertise in energy management, allows us to provide complete electrical solutions. This is achieved through:

- **One key vendor**

Clipsal offer in excess of 20,000 products and solutions, and can meet the specific requirements for any project. Expert advice and superior after sales service eliminates the costs and difficulties associated with using multiple vendors.

We can actively participate in project implementation. With the assistance of our in-house Solution Design experts, we'll work closely with you to understand specific needs and create the best solution for your requirements.

- **Energy efficiency**

Our sustainable electrical solutions assist you to make the most of your energy and achieve more while using less. As global specialists in energy management we recognise the responsibility of coupling good business with good environmental outcomes. This is a key focus of all our electrical solutions.

We manufacture and supply reliable, sustainable electrical solutions to optimise energy usage, produce positive return on investment and comply with all relevant Australian and International Ratings. This includes Green Star, National Australian Built Environment Rating System (NABERS) and Leadership in Energy and Environmental Design (LEED).

The company's corporate commitment to sustainability involves leveraging its capabilities to meet the customers' growing focus on energy usage and environmental practices. Our commitment to environmentally friendly product design (ISO 14001 Certification), compliance with RoHS, PVC minimisation strategy and strong portfolio of energy efficient products, reinforces the company's commitment to sustainability and best practice.

- **Customised solutions**

We can tailor electrical solutions to suit individual requirements. From the smallest installation to large systems, Clipsal solutions are highly scalable, allowing you to procure only what you need now and expand as your business grows.

- **Research & development**

By remaining at the forefront of technology, our innovative products and solutions deliver superior reliability, safety and performance. The company invests an average of \$20 million per annum on research and development, and have access to a vast pool of global expertise.

- **Safety, reliability & performance**

You can be confident that all Clipsal products and solutions meet stringent OH&S guidelines. All products are manufactured to comply with relevant Australian and International Standards and meet Environmental Ratings, such as RoHS.

- **Partners in business**

Our goal is to build a long-term relationship with you, for the ongoing success of your business. We look beyond the project to find ways to add value in the future. When you engage Clipsal by Schneider Electric, you can be confident you are dealing with Australia's most experienced electrical solutions supplier and manufacturer. We strive in every aspect of the business, to provide all market sectors with high quality, intelligent, environmentally friendly, economical electrical solutions now and in the future.

Schneider Electric

From its inception back in 1836, Schneider Electric has become the global specialists in energy management, with presence in Australia since the early 60s. Today, Schneider Electric's commitment to Australia and New Zealand is a \$1.3 billion investment, with staff and factories around the world, and research and development centres in 25 countries.



Schneider Electric (Australia) Pty Ltd

33-37 Port Wakefield Road, Gepps Cross
South Australia 5094

PO Box 132, Enfield Plaza,
South Australia 5085

National Customer Care Enquiries:
1300 2025 25

clipsal.com

Website: clipsal.com
Contact us: clipsal.com/feedback

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