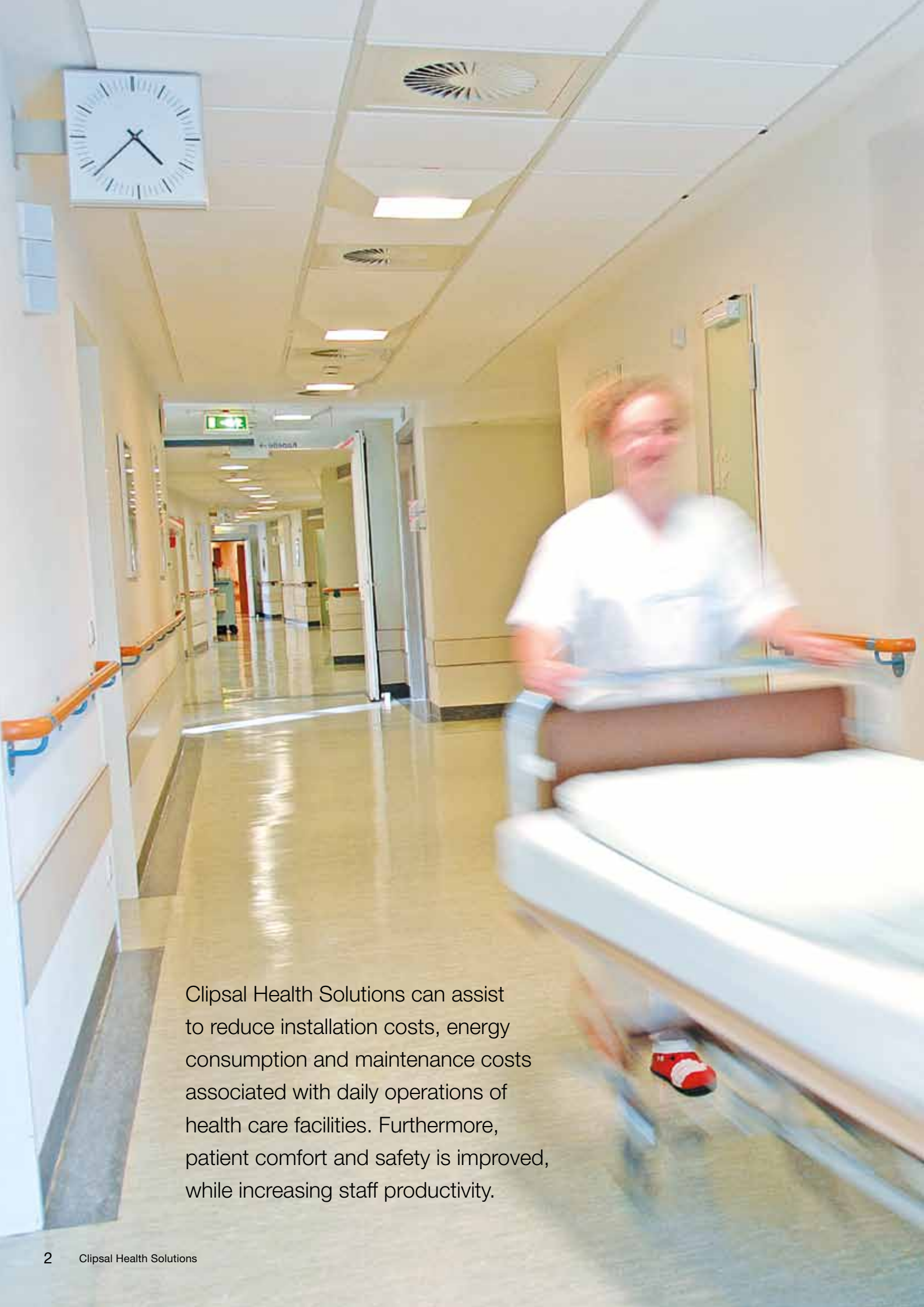


Clipsal Health Solutions

Integrated, reliable electrical solutions to improve the efficiency of health care facilities.





Clipsal Health Solutions can assist to reduce installation costs, energy consumption and maintenance costs associated with daily operations of health care facilities. Furthermore, patient comfort and safety is improved, while increasing staff productivity.

Experience and 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, we are dedicated to supplying the most innovative and sustainable solutions on the market - providing a positive return on investment, and improving operational efficiency for our customers.

Our innovative, compliant electrical products combined with extensive expert advice assists to achieve the best electrical solution for your project.

The Current Health Market

As demand grows on our health system through an aging population and rapid changes in technology, the Australian market is experiencing unprecedented health care infrastructure growth.

A major challenge for health care facilities and providers is combining continuity and quality of health care, while optimising building investment and reducing operational costs. Furthermore, public and private health facilities need to:

- satisfy increasing safety and comfort requirements of staff and patients
- meet strict standards based on legislation
- implement efficient daily operations with full traceability
- find the right balance between operating constraints, cost optimisation, installation, energy management, maintenance and asset management
- identify the best financial compromise between capital expenditure and operational flexibility.

Improving Health Care Operations in Six Key Areas

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 on the market.

To achieve a significantly improved health care environment, integrated technologies need to interoperate with each other and interact with patients and staff to deliver solutions across six key areas:

- Financial Performance
- Patient Safety
- Productivity
- Patient Environment
- OH&S and Security
- Capital Expenditure





Financial Performance

Good financial performance is imperative to provide the high level of care expected in today's health system. Clipsal Health Solutions can assist to reduce energy consumption, maintenance and operational costs associated with health care facilities.

Clipsal Health Solutions improve financial performance through:

- precise maintenance reporting of lighting systems and emergency lighting, to provide instant identification of malfunction for maintenance. This minimises operational downtime and ensures lighting is operating at optimum levels
- Internet Protocol (IP) distributed intelligent nurse call with continuous fault detection, which notifies maintenance staff immediately to rectify problems. Specific areas of fault can be identified and isolated, increasing the efficiency of response
- medical service panels (MSPs) incorporating redundancy provisions to allow for cost-effective expansion and upgrading, without affecting the integrity of the installation
- state-of-the-art technology that assists to achieve maximum points towards Green Star; National Australian Built Environment Rating System (NABERS); and Leadership in Energy and Environmental Design (LEED)
- anti-microbial coating to prevent the transfer and spread of VRE and MRSA organisms, which reduces the unnecessary and excess costs of health care associated infections (HAI)
- expert advice and after sales service to reduce the costs and difficulties associated with using multiple vendors
- quality products providing reliability and performance, reducing the need for maintenance and upgrading
- integrated lighting control and energy management contributes significantly to reducing energy consumption and daily operational costs
- Cat 6 and Cat 7 IT infrastructure solutions that deliver high quality robust connectivity, which allows systems to evolve with time, as better equipment and services become available. This is backed up with continued after-sales support and a solid infrastructure that will last the test of time.



Patient Safety

A high level of patient safety is paramount for any health care facility. Reduction of health care associated infections (HAI), preventing micro electrocution, faster patient response times, continuous safe power and system integration; all contribute to better patient safety.

Clipsal Health Solutions improve patient safety through:

- anti-microbial coated products to significantly reduce the transfer of bacteria on areas such as light switches, power outlets and medical surface panels (MSPs). This ensures patients are not exposed to the risk of infections and delays in their recovery
- nurse call systems using high-speed data over Internet Protocol (IP). This integrates critical services, such as fire alarm systems, and ensures timely response during critical events
- type 1 residual current devices (RCDs) and line isolation overload monitors (LIOM) to reduce the risk of micro-electrocution when connecting patients to medical electrical devices
- secure power distribution and monitoring solutions to ensure safe, continuous power supply in critical areas, such as operating theatres and recovery rooms
- intelligent lighting control integrated with nurse call systems, movement sensors and building management systems (BMS). This provides medical staff with the required automated lighting to attend patients as well as reducing patient response times
- access control, restricting entry to high-risk areas and critical care, improving security and patient safety in high dependency units.

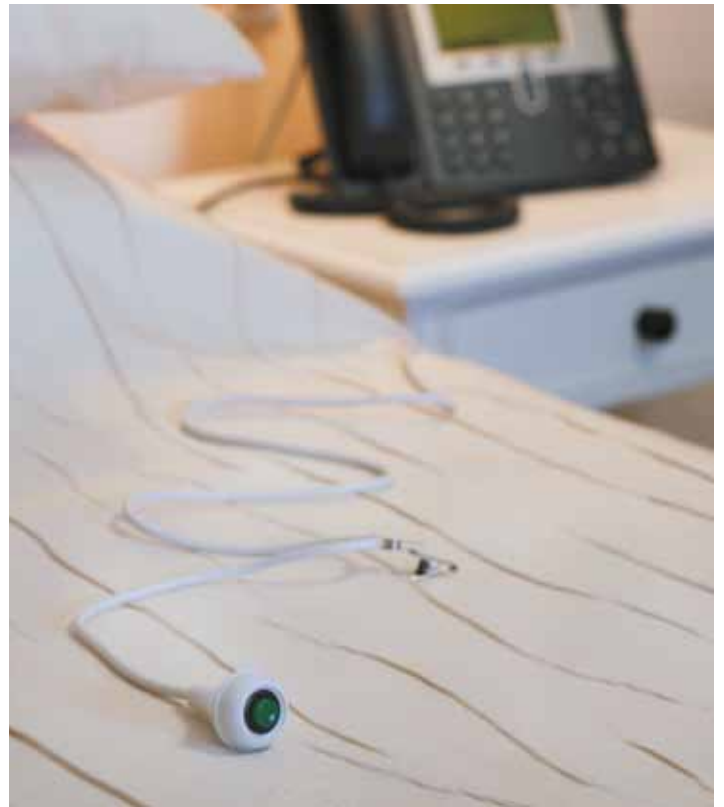


Productivity

In today's health care facilities, it is important to increase staff productivity and minimise downtime through state-of-the-art lighting solutions, broad integrated communication, intelligent monitoring, and simple control of systems and devices.

Clipsal Health Solutions increase staff productivity and minimise downtime through:

- circadian rhythm lighting panels operated by DALIcontrol, replicating natural light. This provides staff with a healthier more natural light to synchronise their body, resulting in greater productivity and reducing the risk of errors
- nurse call instant messaging systems integrated across a broad range of communication devices ensures accurate messaging to specific personnel, which assists with rapid response times
- dedicated supply distribution systems, which can be integrated with LIOM devices, building management systems (BMS), UPS, gas pressure systems, HVAC and lighting systems. This allows critical services to be displayed on a single flat screen monitor, allowing staff to clearly observe all information concerning the electrical and environmental conditions within the operating theatre
- bed status notification that informs staff via nurse call about bed allocations and maintenance requirements. This will ensure efficient and rapid response and allows the maximum number of beds to be available at all times
- intelligent integrated control systems to automate routine tasks, such as operating air conditioning and lighting levels, eliminating staff interaction with technology
- easy-to-use line protection devices (LPDs) that provide staff with fast identification of power losses, to maintain a high level of patient care and safety.



Patient Environment

Today's modern health care facilities provide patients with far greater levels of comfort, through user-friendly integrated control. Patients can enjoy remote control and operation of lighting, audiovisual systems, air conditioning and food ordering systems - all from the comfort and safety of their bed.

Clipsal Health Solutions improve patient environment and comfort through:

- nurse call controls and patient bed lights, which can be integrated so patients can dim and control lighting to suit their individual needs
- sky-ceiling panels with DALI lighting control to replicate natural ambient light to maintain circadian rhythm. This assists with faster patient recovery times and provides greater comfort - creating a feeling of being outside
- our electrical accessories and products create a more homely feel and environment, providing a sense of familiarity to the patient during their recovery and contributing towards reducing the patient's stay in care
- sensors and pre-programmed lighting control so patients can enjoy the convenience of hands-free operation of lighting for greater comfort, while also reducing transfer of bacteria to light switches
- nurse call and integrated IPTV entertainment systems to create a homely and relaxing environment for patients and assist with patient recovery.



OH&S and Security

A high level of workplace safety and security is essential in any health care facility. Clipsal Health Solutions seamlessly integrate lighting and electrical systems to ensure fast response, reliable operation and personal safety during critical emergencies and daily operations.

Clipsal Health Solutions improve OH&S and security through:

- fail-safe critical lighting to maintain full light levels in the event of control failure, to ensure safety at exit and stairwell locations
- integrated emergency lighting, which provides superior reliability and constant reporting of system status. In the event of a power loss emergency, the lighting system will provide a clearly lit path to safely guide people out of the building
- integrated lighting and nurse call systems to provide staff with the required lighting necessary to light their path. This assists with safe and rapid response to patients
- emergency services such as fire systems, nurse call, lighting, security systems, emergency exits, access control and building management systems (BMS), all integrated to provide message alerts between systems and devices. This enables fast identification of critical hazards.



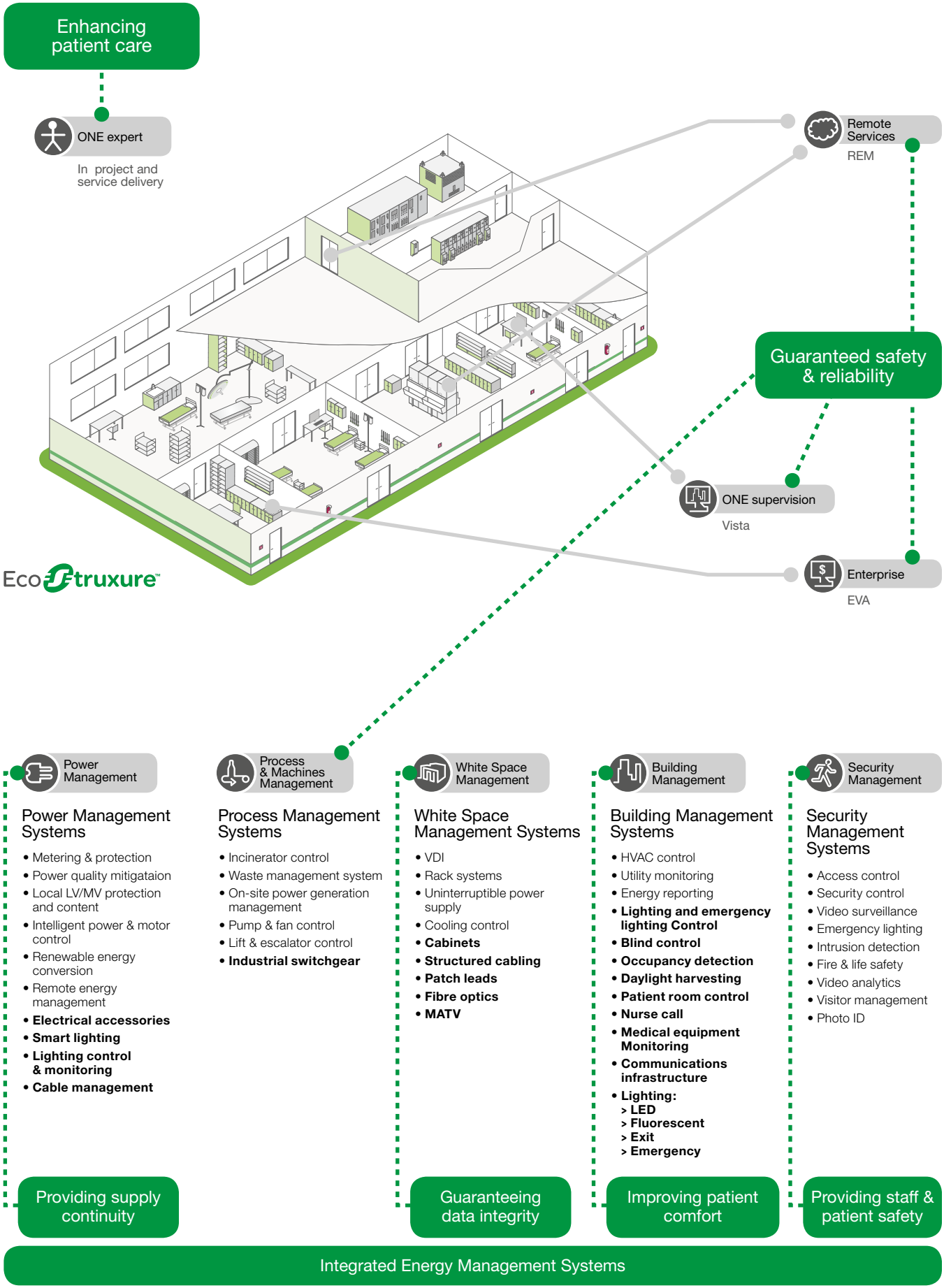
Capital Expenditure

To ensure a positive return on investment it is essential to optimise capital expenditure with flexible, innovative electrical solutions. Cost savings can be achieved through faster installation, improved commissioning, efficient delivery logistics and innovative product design.

Clipsal Health Solutions assist to optimise capital expenditure through:

- fast-fit, modular soft wiring solutions, which allow for flexible configuration of electrical cabling. The innovative five-pole connector design allows for quick adaptation to floor plan changes and ensures correct polarity - reducing installation errors and commissioning time
- lightweight, flexible cable tray solutions featuring screwless accessories and “fast-fix” locking clips, which are designed for quick installation and minimal handling – reducing installation time and costs
- nurse call and integrated lighting systems, which are designed and engineered to meet specific health care requirements. This results in intelligent, efficient lighting that reduces operational costs, while creating state-of-the-art facilities to cater for unique patient requirements
- custom designed, innovative medical service panels (MSPs) that can be manufactured to exact specifications. This will maximise the use of space and enable efficient installation times, preventing the need for onsite adaptation and costly installation time.

Health Solutions



EcoStruxure™

Enhancing patient care

ONE expert
In project and service delivery

Remote Services
REM

Guaranteed safety & reliability

ONE supervision
Vista

Enterprise
EVA

Power Management

Power Management Systems

- Metering & protection
- Power quality mitigation
- Local LV/MV protection and content
- Intelligent power & motor control
- Renewable energy conversion
- Remote energy management
- **Electrical accessories**
- **Smart lighting**
- **Lighting control & monitoring**
- **Cable management**

Providing supply continuity

Process & Machines Management

Process Management Systems

- Incinerator control
- Waste management system
- On-site power generation management
- Pump & fan control
- Lift & escalator control
- **Industrial switchgear**

White Space Management

White Space Management Systems

- VDI
- Rack systems
- Uninterruptible power supply
- Cooling control
- **Cabinets**
- **Structured cabling**
- **Patch leads**
- **Fibre optics**
- **MATV**

Guaranteeing data integrity

Building Management

Building Management Systems

- HVAC control
- Utility monitoring
- Energy reporting
- **Lighting and emergency lighting Control**
- **Blind control**
- **Occupancy detection**
- **Daylight harvesting**
- **Patient room control**
- **Nurse call**
- **Medical equipment Monitoring**
- **Communications infrastructure**
- **Lighting:**
 - > LED
 - > Fluorescent
 - > Exit
 - > Emergency

Improving patient comfort

Security Management

Security Management Systems

- Access control
- Security control
- Video surveillance
- Emergency lighting
- Intrusion detection
- Fire & life safety
- Video analytics
- Visitor management
- Photo ID

Providing staff & patient safety

Integrated Energy Management Systems

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 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 the company's 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.



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