

Clipsal Education Solutions

Improving efficiency through flexible electrical design and innovative technology.





Clipsal's solutions for educational facilities are relevant to the students requirements, and provide the flexibility to adapt to changes in technology, teaching methodologies or building design.

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 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 Australian Education Market

Education is one of Australia's largest industries. Its value to the Australian economy is worth over \$19 billion per annum, and steadily increasing.

The education industry in Australia is highly competitive and well regulated by the government. The sector supports an average of 6.5 million students and government figures indicate there are approximately 632,000 international enrolments in Australia every year.

It is forecast that growth prospects for Australia's education, training and research sectors are very strong. Driven by demographics and government policy in support of educational excellence and attainment, the education markets of early childhood, primary, secondary, vocational and higher education are all growing.

The Australian Government also assists in ensuring that the Education Sector in Australia is strong and remains competitive. Clipsal's technologies were installed as part the Nation Building – Economic Stimulus Plan, Building Education Revolution (BER) program across 2008 – 2010. This program provided much needed infrastructure in public and private schools, which enhanced both the learning and the teaching environments.

Improving Educational Facilities in Three Key Areas

We are committed to the success of your educational facility through providing individually tailored electrical solutions, to meet your specific requirements in the most cost-effective way possible. Our goal is to build long-term relationships 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 education solutions can keep you at the forefront of technology and improve your educational facility in three key areas:

- Attracting and Retaining Students
- Managing Operational Costs
- Financial Sustainability

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Attracting and Retaining Students

Attracting and retaining students is essential for any educational institution in order to remain financially viable. This can be achieved by providing well-appointed, modern facilities that offer access to cutting-edge technology – maintaining a high level of student/parent satisfaction and repeat business.

Electrical design for educational facilities needs to be relevant to the students' requirements, while providing the flexibility to adapt to changes in floor plan or building design. Furthermore, electrical systems also need to have the ability to cost-effectively adapt to new technology.

Clipsal solutions assist to attract and retain students through:

- high-level connectivity and advanced communication infrastructure utilising cutting-edge data and digital technology solutions
- provide the electrical infrastructure and systems to facilitate a technologically advanced learning and teaching facility – providing a definite point of difference in the marketplace
- an extensive range of electrical products to improve the safety of educational institutions, including residual current device surge protected power outlets (safety switches), auto-shutterd power outlets, ID labelled power outlets and robust tamper-proof electrical accessories.
- user-friendly integrated control, which allows easy operation of lighting, audiovisual equipment and other building systems, such as automated blinds and air conditioning – providing greater comfort and convenience for students
- an extensive high quality range of electrical accessories, which are designed to enhance and complement interior décor, while providing a seamless electrical solution – improving aesthetics and student convenience
- reliable, innovative electrical products and solutions that reduce the need for replacement or upgrading – improving student satisfaction through less disturbances
- scalable electrical solutions that can be expanded or upgraded to accommodate new developments in technology
- intelligent lighting control to adjust lighting according to natural ambient light levels (daylight harvesting). This prevents over illumination and improves student comfort and eye health, while reducing excess energy consumption
- user-friendly technology, providing 'Plug and Play' connectivity for external devices into the facility's audiovisual equipment. This quick and easy access enhances staff and student convenience
- innovative power and data supply solutions, specifically designed to provide students with easy access to outlets in work stations and study areas
- cable management solutions – floorboxes and pedestals provide safe and convenient access to power, while cable trays and containment systems ensure cables are neat and tidy
- integration of lighting control with building management systems (BMS) such as access control, CCTV and emergency evacuation systems – improving student and staff safety and security.



Managing Operational Costs

All educational facilities need to manage and reduce daily operational costs to assist with meeting financial budgets and improve profitability. Incorporating flexible, innovative electrical technology that provides superior reliability, contributes to reducing maintenance and downtime associated with system modification. Furthermore, energy efficient products and design are important to decrease excess energy consumption and contribute to sustainable building design.

Clipsal solutions manage operational costs through:

- providing state-of-the-art energy efficient solutions, which utilise intelligent lighting control (C-Bus or DALIcontrol), sensors, timers, dimmers and efficient lamp technology to reduce excessive energy consumption and improve efficiency
- flexible, scalable electrical and wiring solutions, which allow for quick adaptation to changes in floor plan design to accommodate various student and facility requirements
- electrical solutions that easily adapt to new technology, allowing for simple and cost-effective system upgrading
- innovative, high quality electrical solutions that reduce operational costs through improved reliability and less maintenance downtime
- DALIcontrol systems integrate lighting and emergency lighting, with the ability to generate full error reporting of all lamp fittings and carry out emergency light testing
- customising products to suit installation requirements, allowing for efficient installation times and prevents the need for costly onsite adaptation
- products specifically designed to meet mandatory legislations and sustainability incentives, such as public safety requirements, Green Star ratings and NABERS.

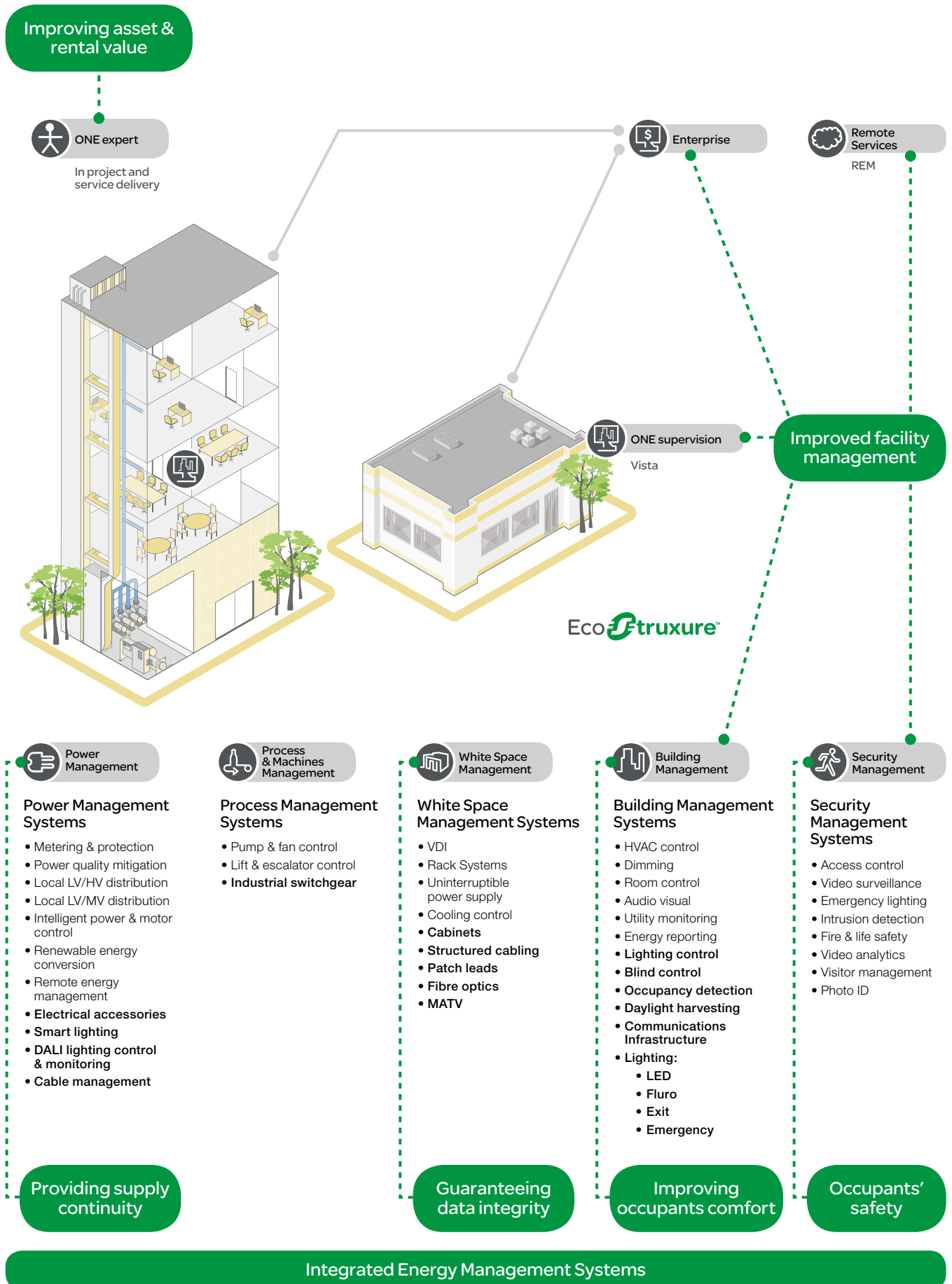
Financial Sustainability

Financial sustainability is achieved when an educational facility is able to deliver services to students at a price that covers expenses and generates a profit. In financially sustainable businesses, long-term profitability takes priority over any short-term gains. Financial sustainability contributes significantly to the success and longevity of any educational institution.

Clipsal solutions assist with improving financial sustainability by:

- offering an extensive range of energy efficient products and solutions, which reduce daily energy costs, including integrated lighting control and energy management systems, motion sensors, timer switches, building managements systems (BMS), energy efficient lighting and energy monitoring devices
- flexible soft wiring solutions that allow for quick adaptation to changes in floor plan design, eliminating costly infrastructure changes
- scalable electrical solutions that are compatible with new technology for easy adaptation, providing future proof solutions
- high-level connectivity and advanced communication infrastructure utilising cutting-edge data and digital solutions, with the ability to adapt to new technology
- offering an end-to-end solution with expert advice, eliminating the need to deal with multiple vendors. With an offering in excess of 20,000 electrical products and solutions we can meet your specific requirements for any project.

Education 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 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 has 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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