

Clipsal Hotel Solutions

Innovative electrical solutions improving guest experience and hotel profitability.





Clipsal hotel solutions contribute to a superior guest experience and repeat business through providing access to cutting-edge technology and high-level connectivity.

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 Hotel Accommodation Market

In Australia there are currently more than 900 hotels offering over of 85,000 rooms nation wide. Hotels are an important part of the Australian economy, providing national revenue in excess of \$10 billion per annum.

The main objective of all hotels to provide a superior guest experience to ensure repeat business, while achieving a positive return on investment. This is primarily achieved through reducing operational costs and maximising staff uptime. In turn, this allows hotels to provide guests with modern, comfortable facilities and access to state-of-the-art technology.

Innovative electrical design utilising the latest energy efficient technology, contributes significantly to maximising revenue per available room (REVPAR) and provides a positive return on investment. Furthermore, investing in well designed electrical solutions throughout a hotel greatly benefits building owners, through creating an attractive and profitable complex for operators to lease.

Improving Hotels in Four Key Areas

We are committed to the success of hotels through providing individually tailored electrical solutions, to meet your specific requirements in the most cost-effective way possible. You can also be confident that all Clipsal products are manufactured in compliance with RoHS and Environmental Management Systems (ISO14001), reducing impact on the environment and contributing to NABERS and Green Star Ratings.

Our goal is to build a long-term relationship and assist with the ongoing success of your business. Clipsal by Schneider Electric hotel solutions ensure that the guests will be more comfortable, staff uptime is maximised and the hotel is more profitable. Our operational excellence as a world leading hotel solutions provider, allows us to work with you as a key partner to build a strong relationship based on common goals.

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 can keep you at the forefront of technology and improve your hotel across four key areas:

- Optimising CAPEX & Reducing OPEX
- Superior Guest Experience
- Safety & Security
- Energy Efficiency & Sustainability

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Optimising CAPEX & Reducing OPEX

It is essential for all hotels to optimise capital expenditure (CAPEX) and minimise operating expenditure (OPEX) in order to achieve healthy profit margins and a positive return on investment, without sacrificing guest comfort.

Clipsal solutions assist to optimise CAPEX and reduce OPEX through:

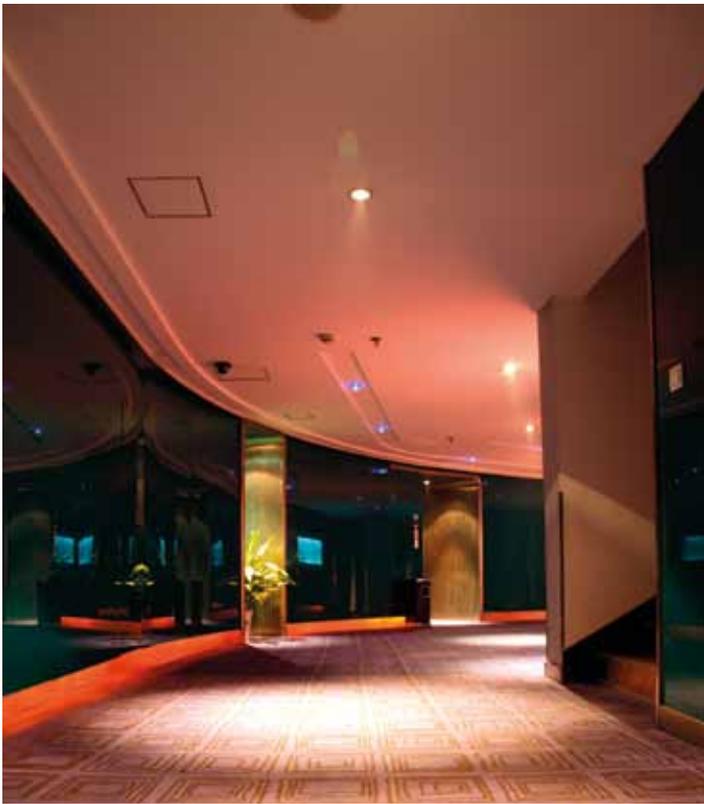
- intelligent lighting control and energy management systems operating with advanced monitoring and reporting capabilities, to reduce energy consumption, improve lighting efficiency and reduce maintenance costs
- high-level connectivity and scalable backbone communication infrastructure, utilising cutting-edge data and digital technology
- automated and intuitive lighting control, which improves staff efficiency and provides repeatable lighting scenes to create ambiance
- customised electrical solutions, catering for specific hotel chain requirements
- flexible, scalable wiring and electrical solutions, which allow for quick adaptation when updating or refurbishing
- one key vendor offering, meeting specific electrical requirements for any hotel
- high-quality, reliable products and solutions, which provide a positive ROI, reduce long term maintenance costs and are compatible with future technologies
- Innovative technology and control systems for conference areas, attracting guests/customers and increasing revenue for the hotel.

Superior Guest Experience

Ensuring guests have an exceptional experience is a top priority for any hotel. Superior guest experience is achieved through providing modern, safe and comfortable conveniences with access to cutting-edge technology and high-level connectivity. All this contributes to assisting with repeat business, brand loyalty and maintaining brand status.

Clipsal solutions contribute to improving hotel guests' experience through:

- user-friendly integrated control in guest suites to enhance privacy, comfort and ambiance, while improving safety. Guests can conveniently operate lighting, temperature, blinds, audiovisual systems and door courtesy panel – all from wall switches or bedside touch screens
- high-level connectivity solutions utilising data, voice, fibre optics and master antenna television, which all contribute to enhancing the guests' comfort and convenience
- premium electrical accessories to enhance interior décor and provide a seamless electrical solution
- customised in-room solutions to enhance guest interaction and experience, such as digital multilingual labelling on wall switches and integration of audiovisual systems with user-friendly connection hubs
- flexible electrical solutions to integrate meeting, conference and ballroom facilities – catering for guests' specific business requirements
- integrated control improving ambiance, comfort and climate in areas such as lobbies, restaurants, bars, function areas, guest rooms and public areas.



Safety & Security

Providing a high level of safety and security for guests, staff and hotel assets is imperative. This can be achieved through advanced integration of building management and emergency systems to be all inclusive and discreet, and well designed electrical that incorporates reliable circuit protection.

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

- integration of emergency evacuation and security systems onto one platform (i.e. building management system) to provide the highest level of protection for guests, staff and assets
- advanced CCTV systems to monitor inside and outside the hotel, providing security for property, hotel assets, staff and guests, while away from their room
- integrated access control to secure hotel assets, guests' property, building plant systems and hotel data systems
- sensor operated lighting control systems in areas such as storerooms, car parks, loading docks, external areas of the building, stairwells and staff service areas – providing greater levels of safety for guests, staff and delivery services
- high-level intrusion detection through integration of CCTV, alarm systems, access control and lighting systems
- reliable data infrastructure and cabling systems to ensure constant and continual communication for building services and check-in systems
- an extensive range of industry leading circuit protection including RCDs and MCBs that meet mandatory legislation and OH&S requirements – protecting guests, staff and assets.

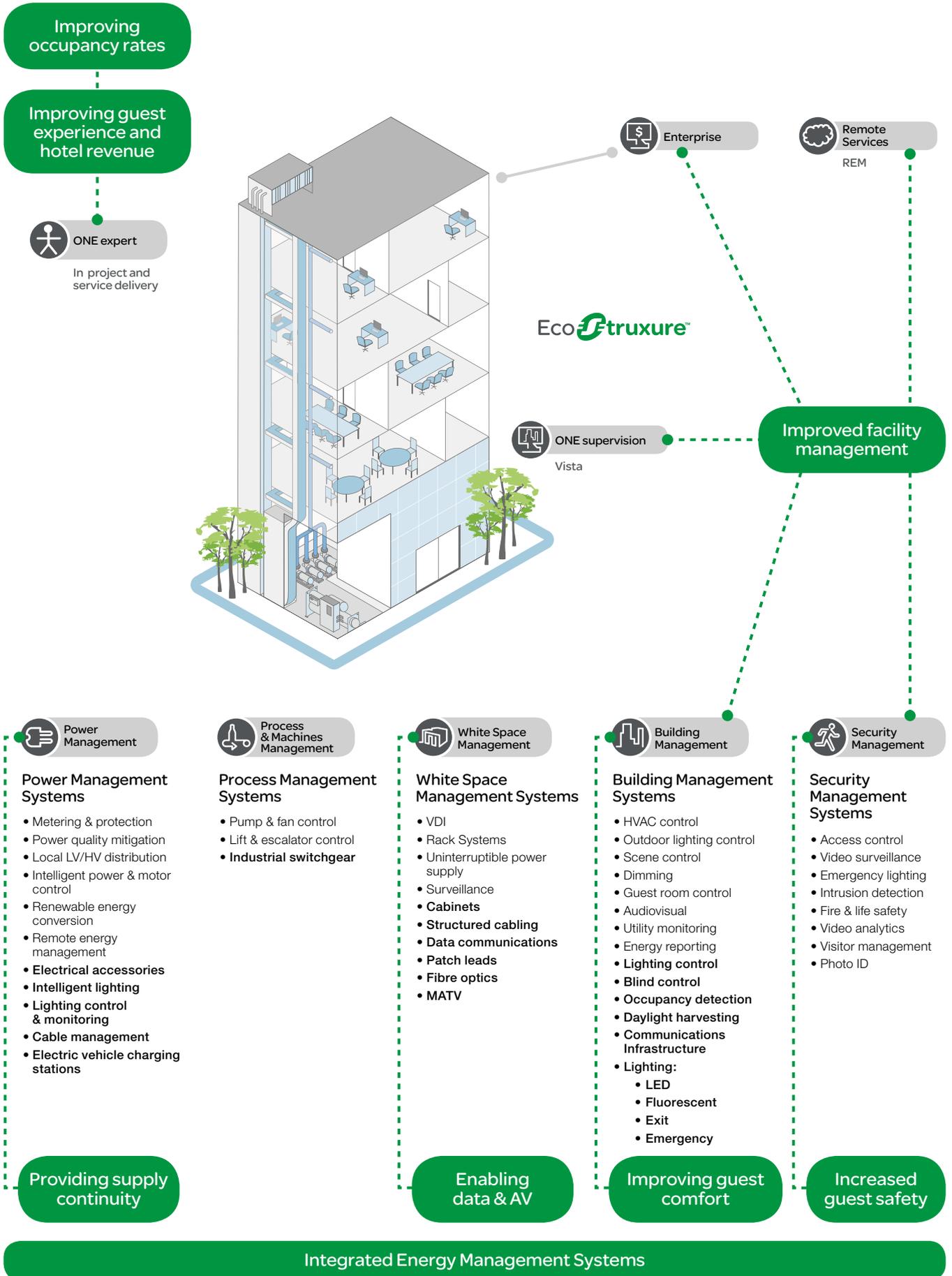
Energy Efficiency & Sustainability

Today's hotels have a social responsibility to demonstrate sustainability and energy efficiency. Reduction of electricity, gas and water usage, while implementing innovative recycling and waste management strategies – all contributing to higher ratings for Green Star, NABERS and hotel group sustainability programs.

Clipsal solutions assist with improving energy efficiency and sustainability through:

- advanced metering and monitoring systems to analyse and report on building services, providing benchmarks for operational performance
- state-of-the-art lighting system monitoring to provide real-time information on lamp life and light quality, preventing lamps operating inefficiently
- lighting control and energy management systems, such as C-Bus and DALI control, installed in function and meeting areas, which reduce excess energy consumption
- stand-alone and networked energy efficient solutions including motion sensors, dimmers and timers – activating lighting only when required and turning off lights if an area is vacant for a period of time
- energy monitoring solutions integrated with building and property management systems, providing accurate information on energy consumption and turning off services in guest rooms (i.e. HVAC and lighting) if the room is vacant
- energy efficient lighting solutions utilising state-of-the-art lamp technology.

Hotel 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 end-to-end 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. Our 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 reliable and 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 our 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 specific 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 \$20m 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 in 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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