

# Clipsal High Density Living Solutions

Creating a cost-effective,  
profitable investment.





Through innovative design and cutting-edge technology, Clipsal High Density Living Solutions assist to increase market value for prospective property investors, while maximising capital expenditure of the development.

# 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 assist you to achieve the best electrical solution for your project.

## The High Density Living Development Market

More than ever developers are looking for smarter ways to build their developments. They need more power to cope with more technology, but reduce energy consumption to comply with building regulations. Creating a profitable and attractive investment with high-value market perception is critical.

Achieving excellent financial performance and energy smart goals is a major challenge for any development brief, while offering stylish and functional design to tenants and investors alike. That is where Clipsal by Schneider Electric can help.

## Improving Commercial Developments in Four Key Areas

When you engage 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.

Clipsal solutions keep you at the forefront of technology and can significantly improve your high density living development across four key areas:

- Financial Performance
- Creating a Profitable, Attractive Investment
- Property Design that Sells
- Maintenance Reduction & Improved System Reliability





## Financial Performance

Good financial performance is an essential aspect of any well managed commercial or residential development project. Investing in our tailored electrical solutions, while dealing with one key vendor optimises capital expenditure and contributes to successful profit margins.

### **Clipsal solutions assist with increasing financial performance by:**

- offering an end-to-end solution and 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
- extensive experience backed by a large sales force. More than 90 years working closely with contractors and builders, assisting in a smooth development process
- premium product ranges that have a true point of difference, which attract prospective property investors and contribute to better profit margins
- quality product ranges providing potential reduction of body corporate maintenance calls, improving client satisfaction
- providing a range of products and solutions that can significantly reduce energy consumption and daily operational costs.

## Creating a Profitable, Attractive Investment

Successful developments need to achieve a higher-value market perception than their competitors. Investing in our premium electrical accessories and advanced communication infrastructure can assist with achieving a higher perceived market value. This results in a positive outcome for developers, property investors and homeowners alike.

### **Clipsal solutions assist in creating a profitable, attractive investment by:**

- offering an extensive range of premium electrical accessories combining both functionality and style, which enhance interior décor and value add to the building design
- providing technologically advanced communication infrastructure, enabling the support and integration of current and future data and digital technology
- delivering building control systems (including C-Bus) that integrate lighting and technology products, such as car park entry, air conditioning, security and audio. Integrated services provide a superior level of comfort, convenience, safety and energy efficiency for the homeowner
- offering an extensive range of energy efficiency products and solutions, such as motion sensors, timers, air movement products and energy efficient lighting, which substantially reduce energy consumption and assist you to meet and exceed Building Code of Australia requirements.
- acoustic dampening with Clipsal Fire Rated Wall Boxes, providing superior noise protection around power outlets, light switches and wall mounted touch screens, facilitating quiet apartments with greater privacy.

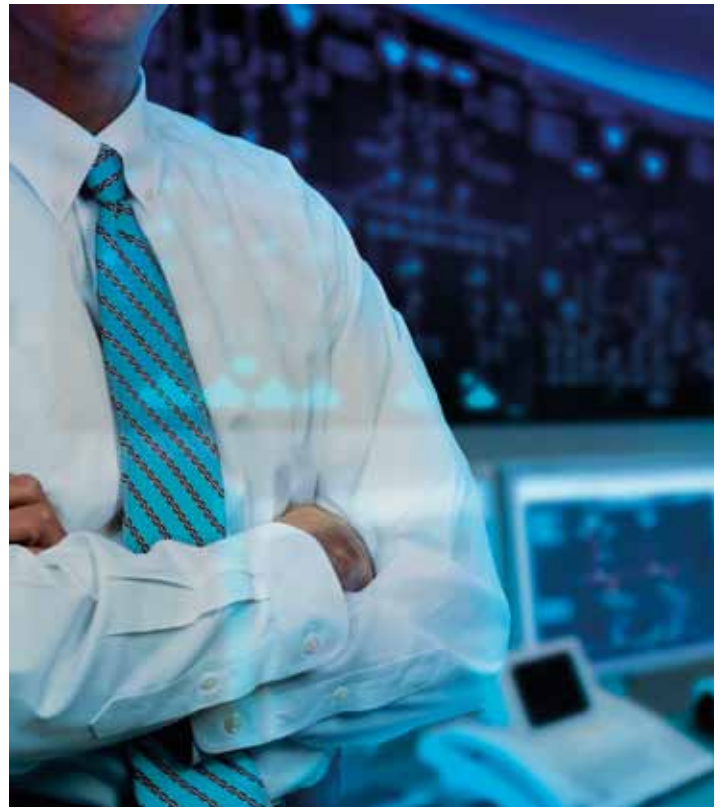


## Property Design that Sells

Unique points of difference in property design, which enhance the tenant's lifestyle, can increase the market appeal of your development. Our in-house Solution Design expert team can assist with electrical design, provide training to sales representatives and access to certified Clipsal approved installers and integrators.

### **Clipsal solutions assist to create property design that sells by:**

- use of Clipsal's Clipspec software, a powerful design program that can create a custom electrical plan for all your projects electrical needs. With the help of a Clipspec Consultant, a customised electrical plan and costing is created so all your specific requirements can be met, while working within your budget
- access to Certified Clipsal installers, ensuring you achieve the best results from your building electrical design. Through the Clipsal Certified Installer Program, you can select from three groups of approved installers, which specialise in varying degrees of integration to suit your specific requirements
- specific sales representative training, especially for technologically driven products. This increases knowledge and enhances product capabilities when selling to property investors.
- delivering quality products and services that enhance your reputation of being a superior property developer. This assists in creating a loyal customer base and potentially increases future business.



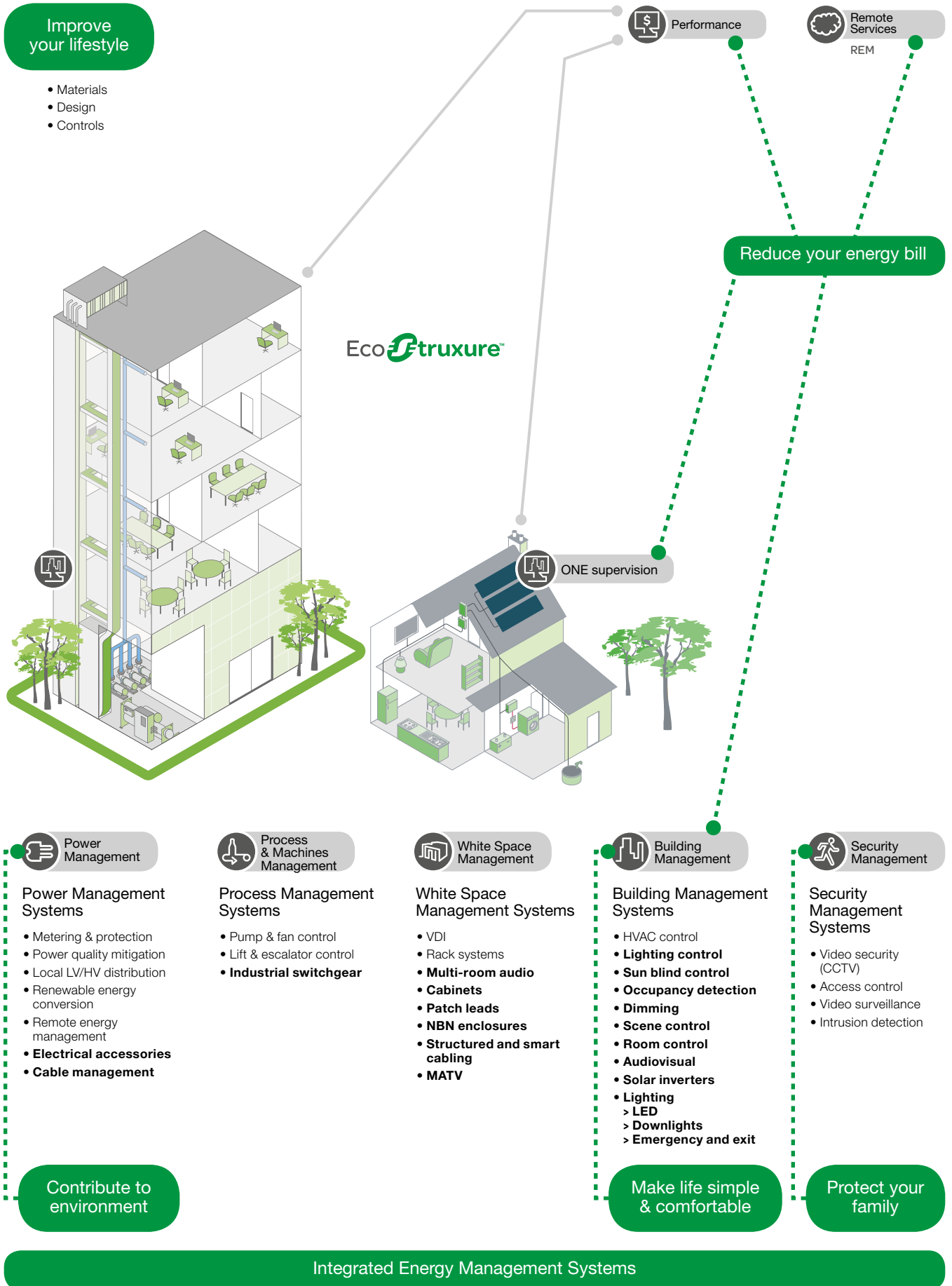
## Maintenance Reduction & Improved System Reliability

Through a combination of quality product design, integrated control and intelligent maintenance reporting, system reliability will be greatly improved. This can result in fewer body corporate maintenance calls, a reduction in operational downtime and greater tenant satisfaction.

### **Clipsal solutions assist with maintenance reduction and system reliability through:**

- quality product design, delivering superior reliability, safety and performance, which reduces the inconvenience and cost of replacements
- DALIcontrol systems combine lighting, emergency lighting and controls in one managed solution. With the ability to generate full error reporting of all light fittings and carry out emergency light testing. A DALIcontrol system makes it easier to maintain the lighting component of a building
- Program Partners with extensive product knowledge and skill set to ensure the highest quality installation. This will deliver the best possible outcome for your project.
- Australia wide access to an extensive service agent network, ensuring peace of mind for developers, property investors and homeowners alike.

# High Density Living 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 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.



**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](http://clipsal.com)  
Contact us: [clipsal.com/feedback](http://clipsal.com/feedback)

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