

Find your competitive advantage

Deliver a total solution across your air handling HVAC system



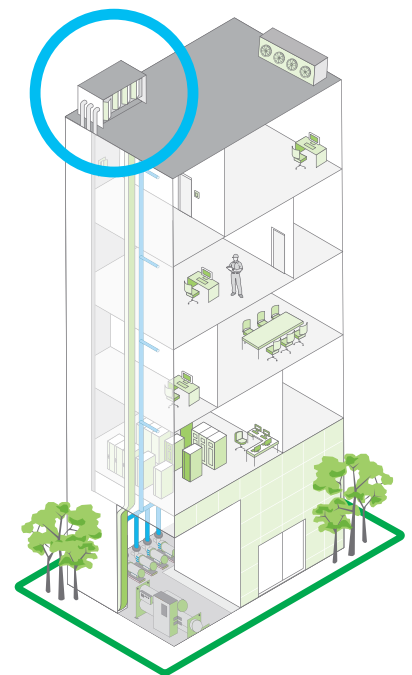
Schneider Electric solutions for air handling HVAC systems

It's time to redefine energy. Beyond power and electricity we offer solution partnerships that focus on you and your air handling HVAC system application needs.

Utilization of our vast, highly reliable product offering and our years of experience in the HVAC OEM market make us an ideal partner to help grow your air handling HVAC system business.

Schneider Electric adds value to your business with overall operational excellence, including:

- Total **cost reduction and efficiency gains** (manufacturing to supply chain)
- Improved control system **quality**
- Improved **speed to market** for your air handler unit (AHU) systems
- **Innovative solutions** to ensure energy efficiency and electrical codes and standards compliance
- Additional **engineering resources** and HVAC expertise available
- Enhanced sales/services support, **worldwide**



Make the most of your energySM

Schneider
Electric



> A Customer's Challenge

An HVAC air handling OEM experienced delivery delays from their current supplier during peak seasons and needed to make sure that the products received across North American locations were consistent in quality and price.

☑ The Schneider Electric Solution

The Air Handling OEM had a high demand and a variety of locations through North America. Teaming up with our extensive distributor network via vendor-managed inventory (VMI), we were able to serve as a single source provider for all of their needs. They achieved desired price consistency and availability even during peak seasons along with the industry-leading quality products and innovative solutions.



Whether you are concerned about energy efficiency, controls, functionality or codes and standards compliance Schneider Electric has resources available for you.

Our **OEM Technology and Solutions Center** (TASC) offers extensive expertise in the HVAC Industry to assist OEMs with codes and standards compliance, control system design, and in optimizing both control system architectures and product selection. **Energy efficiency** is an important component of HVAC applications. Schneider Electric is on the leading edge of solutions from variable frequency drives to power monitoring/power management systems. We provide smart strategies to optimize energy efficiency.

Our **HVAC and Pumping Solutions Center** offers a dedicated team of design engineers and technicians that are focused on the design and engineering of high quality energy efficient HVAC and pumping solutions.

Our **commercial and industrial buildings** expertise can help you enhance the value of your HVAC offer. Schneider Electric is a recognized market leader, with extensive coverage of the value chain including consultants and contractors.

Our **control panel builder and system integrator** teams have a network of trained and experienced staff that can assist you with solution design and cost competitive custom panels.

Our **local application experts** are available to assist with design needs in drives, automation, sensors and relays.

We offer an **extensive distributor network** complimented by a task force of manufacturer's representatives that are well trained and easily accessible to ensure readily available product and technical support

The **Customer International Support** (CIS) program provides global partners access to services including commissioning and troubleshooting. It allows you to provide quick response and service to customers around the world.

Product offering

Schneider Electric has a comprehensive product and offer solution for every segment in the HVAC market – from the simplest application to the most complex architecture.



The Schneider Electric **drives** offer provides HVAC OEMs:

- Energy efficient operation
- Mechanical isolation
- Simple installation and startup
- Constant torque/variable torque loads
- Communication options, including Ethernet, BACnet, LonWorks for building networks, remote programming/monitoring



The Schneider Electric **soft starts** offer provides longer life to your machine.

- Reduces peak energy demands
- Reduces motor wear/tear
- Available in enclosed versions for stand alone HVAC control



Schneider Electric is the world leader in bright, easy-to-read **human machine interface** (HMI).

- Easy to installation and setup
- NEMA 4X touch screens that can be used in wash down environments
- Withstands high temperatures (<50° C)
- Brilliant high visibility display
- Communication options for all major network protocols

continued...



Product offering (continued)



From circuit breakers to ground fault protection, our comprehensive **motor protection/circuit protection** offer is tested to the highest standards.

- Wide variety of both molded case and miniature circuit breakers to provide protection for HVAC systems, when your motor exceeds its current limitations
- Diverse offering of motor circuit protection can simplify start up, prevent nuisance tripping and provides better system protection and safety
- UL 508A tested combinations available with all Schneider Electric motor control offers



Our **NEMA and IEC motor control** offer provides robust performance and enhanced reliability.

- IEC solutions for reduced panel space and networked solutions
- Both full voltage and reduced voltage versions
- Available in a variety of enclosed versions, including NEMA 3R and 4X to meet your environmental challenges



Our **HVAC panels** are designed by dedicated HVAC industry experts.

- UL (UL 508A, UL 1995, etc.), CE and other globally accepted standards with advanced technology, reliability and quality
- NEMA and IEC versions to meet your specific application needs
- Cost effective packaged control panel solution
- Additional space provided, allowing you to add the necessary monitoring and protective equipment to meet your system needs



Our **Operator Interface** offering provides the right information at the right time.

- Complete line of operator interface, allowing you to optimize your HVAC system design
- Modular design for quick and easy assembly, saving you time and money
- NEMA 4/4X ratings providing corrosion resistance for harsh/outdoor applications
- SuperBright LEDs, insuring visibility even in your harshest HVAC applications



Our **Relays, Timers and Terminal Blocks** are designed and manufactured to provide reliability and performance.

- Comprehensive line of relays, timers and terminal blocks, allowing you to save time and money.
- Measurement relays monitor phase, current, voltage, frequency and speed to ensure uninterrupted performance.

Schneider Electric USA, Inc.

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