

Life Is On

Schneider
Electric

Retail IT infrastructure solutions

Creating solutions that help IT professionals anticipate their information and data.

schneider-electric.com



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Business case for retail

Shoppers in new places

Digitization, mobile, the Internet of Things, and big data have revolutionized the retail industry. New consumer expectations around real-time access to merchandise, order information, and anytime, anywhere access to services have placed more pressure on retailers. At the same time, stores must compensate in-store foot traffic by optimizing online, social channels.

The adage of online and mobile being the death of the brick-and-mortar store is over. In fact, the majority of retailers believe that online and mobile channels will support physical storefronts rather than eliminate them. This new approach further reinforces the importance of consistent and reliable IT in all areas of the retail business.

Schneider Electric's retail IT solutions simplify infrastructure supply chain, reduce time and cost to deploy new stores, and reduce the overall complexity of retail operations.





Retail industry trends

IT infrastructure has become the backbone of the retail industry. But managing an IT environment is challenging, whether that be a large data center for a big-box retailer or a small IT closet for a smaller shop. Retailers continue to increase their reliance on access to the network to manage inventory, customer information, sale figures, process transactions, and more.

- Consumers' need for speed
- Omni-channel
- Big data investments to track shoppers
 - In-store positioning and location-based marketing
- Mobile wallet — more payment options
 - Forrester estimates mobile payments to grow to \$90 billion
 - 74% of consumers want mobile wallets
 - Examples include Apple Pay™ and PayPal™

The connected retail enterprise

Uptime of retail IT systems has become critical to the continuity of retail operations. From inventory management, workforce management, supply chain management, and transaction processing to web sales, store sales, marketing analytics, etc., managing this environment can be challenging. Whether it is a corporate network, store network, point-of-sale system, IT distribution center, or, the heart of it all, your retail data center, discover how Schneider Electric can improve efficiency in your retail environments.

Retail back-office IT and store networks

Improve overall simplicity, speed, and consistency of deployment with Infrastruxure™ Solutions from Schneider Electric.

Solution offering

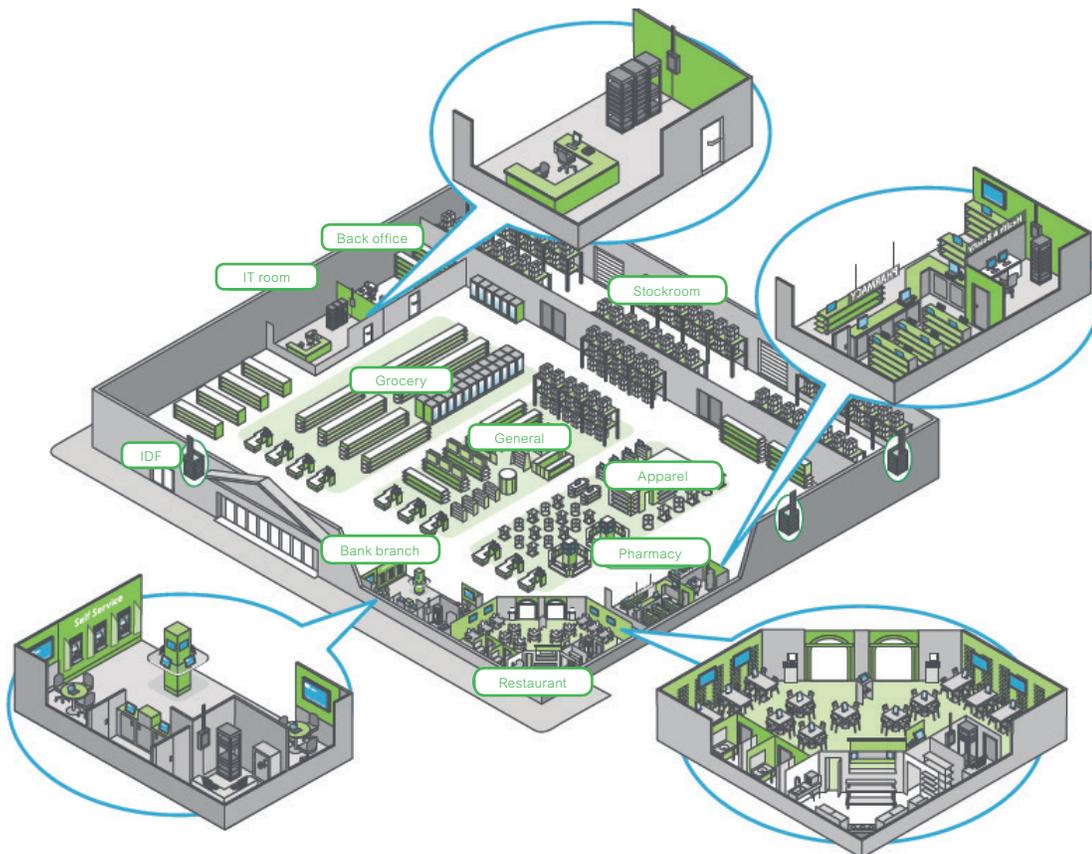
- Integrated infrastructure life cycle solutions

Customer benefits

- Reduced cost
- Reduced volume of vendors
- Pre-integrated systems
- Global supply chain capabilities
- Proactive system management
- Reduced help desk calls

Equipment solutions

At the heart of your business is constant movement. Goods arrive and are shipped out of the distribution center. Customers enter your store expecting to quickly find what they need in a comfortable atmosphere. Make sure all this happens seamlessly with solutions that optimize operations and create a safe, energy-efficient environment.



For retailers, the customer experience can be the key to success. This holds true for each platform where you interact with shoppers — web, mobile, or the physical storefront. In today's environment of instant gratification, shoppers demand consistent, integrated, and interruption-free interaction with brands across channels.

A comprehensive suite of IT and data center solutions and services by Schneider Electric simplifies growing IT complexity. This is done by helping retailers store, manage, administer, and protect this ever-growing volume of data so they can leverage big data to optimize sales.

Small

- Rack systems
- Wall mount
- 2-/4-post open frame
- 4-post enclosures
- Rack accessories



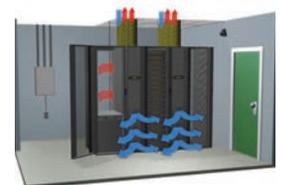
Medium

- UPS system
- Video surveillance
- Access control
- Environmental monitoring
- HVAC system



Large

- Power distribution
- Management software
- Project management and installation services
- Warranty and break-fix



Infrastructure rack systems

Schneider Electric NetShelter™ enclosures, open frame racks, and related products provide a complete solution to meet the challenges facing server and networking applications in every environment.



Traditional IT enclosure



Furniture style/portable server room



Open frame



Wall mount



Accessories

Infrastructure UPS systems

Setting the standard for quality, innovation, and support, we offer the widest range of UPS solutions to match specific applications, varying needs, and budgets. We provide protection against all types of debilitating events from surges to extended power outages.

Centralized solutions



Centralized UPS



Bypass solutions

Decentralized solutions



Distributed back office UPS



Teller station solutions

Software

Schneider Electric is a trusted provider of innovative software solutions that improve connectivity, efficiency, reliability, safety, and sustainability. These solutions allow you to address evolving market requirements with flexibility and agility.

StruxureWare

Monitoring and management software



- Remotely monitor and manage install base
- Get proactive alerts of power outages and system alarms
- Compile and store system logs for site and system troubleshooting
- Perform mass firmware upgrades

Take control of your remote IT environments

All too frequently, businesses lack visibility to their remote IT installations, leading to a chaotic and unmanaged environment. Unlike data centers, which may have qualified staff on hand 24/7, these remote environments may only be accessible to unqualified local staff whose primary role has nothing to do with IT. During normal operation, these sites frequently go unchecked and unsupervised. There is often no clear record of what is installed, what capacities may or may not be available, and what may be in some state of malfunction. This is where Schneider Electric can help.

Four steps to controlling your remote IT installations



Evaluate your current assets

Our first step is to review your current list of assets, often with data you supply. However, we can also conduct an on-site asset collection or assessment. The first provides a simplistic site inventory including asset age, status, part number, and serial number. The latter is a more comprehensive review of the IT environment including power and cooling performance, inventories, layouts, pictures, and recommendations.



Determine your needs

Once inventories are taken and sites assessed, recommendations are made to bring sites up to standards. Any upgrades to IT Infrastructure systems can be managed turnkey by Schneider Electric.



Connect sites to our experts

One option to maintaining the integrity of remote IT infrastructure is to digitally connect all related devices to the Schneider Electric StruxureOn service. This connects your infrastructure systems to the experts who can be a primary or secondary set of eyes for proactively monitoring any system faults 24/7. Connecting your assets makes them accessible via the StruxureOn mobile app and links you directly to Schneider Electric customer service for quick issue resolution.



Manage infrastructure systems

It is a common scenario: You are responsible for a "fleet" of IT infrastructure systems, you have limited staff on location, and there are constant issues happening or about to happen. Managing incidents will keep local staff focused on their primary roles, keep systems up, and the business functioning. Again, this is where Schneider Electric can help with infrastructure fleet management. An enhancement to the StruxureOn service, Fleet Management adds on-site resolution to system faults, helping to spot a problem before it has a chance to escalate, fixing it quickly, and greatly reducing the overall mean time to repair.



Solving customer challenges



Customer example: Site assessment

Customer challenge

The customer was spending too much time managing different systems and equipment across all field offices. When any IT equipment failed or needed to be updated, the facilities department had to coordinate both a Schneider Electric technician and an electrician to resolve the issue. Scheduling issues often resulted in multiple visits to the site for additional maintenance, creating frustration and a loss of time and money. The customer needed help optimizing the process, removing risk, and improving speed of service.

The solution

Schneider Electric implemented turnkey operations for each of the facility sites.

All end-user products are managed by Schneider Electric as a single point of coordination, including planning, preparation, and execution of all IT facility operations.

Benefits to the customer

The customer has greatly reduced their risk and is able to focus on the full portfolio of their sites per region. Countless man hours have been saved and risk has been removed.

Customer example: Fleet Management/StruxureWare

Customer challenge

The customer had no IT staff on-site and needed help increasing the speed of recovery and equipment installation.

The solution

Fleet Management Service from Schneider Electric is an all-inclusive package that provides proactive monitoring, remote troubleshooting, and repair or replacement of equipment in the event of failure, regardless of UPS age or location.

Benefits to the customer

Utilizing Schneider Electric's Fleet Management Services and StruxureWare™ software

solutions, the customer saw a 99% drop in site outages and greatly increased their availability and site up-time.

Schneider Electric offers a wide variety of services to help your critical equipment stay up and running with as little management as you desire. Let us know how we can help with your challenges.

Integrated IT solutions

Five steps to easy integration

Schneider Electric's integrated IT solutions simplify infrastructure supply chain, reduce time and cost to deploy, and reduce the overall complexity of your IT solutions and operations.



Choose your rack

Schneider Electric has the right rack system to fit your needs. Choose from traditional IT cabinets, CX furniture enclosures, wall-mount enclosures, or multi-bay enclosures.



Select your components

Customize your racks and have them prebuilt and preconfigured with your power strips, UPS, data cabling panels, organizers, fans, and other IT gear.



All components installed

Schneider Electric has a comprehensive selection of components, all installed at customer-defined locations within the rack.



Delivered on shock-proof pallets

Our shock packaging pallets are designed to safely load, transport, unload, and deploy a cabinet with up to 2,000 lbs of IT equipment installed.



Rack installed at your location

Schneider Electric can help you with everything from electrical and mechanical installation, to third-party management services. We're here for you.



Simplify your IT infrastructure solution

Keep up with the speed of business with integrated infrastructure solutions from Schneider Electric.

- Improve speed and simplicity of deployment
- Reduce costs and time associated with managing multiple solutions providers
- Boost uptime of IT system with a standardized solution

Our integrated IT rack system helps lower deployment costs and time by providing a full rack with all rack components and UPS installed, delivered to you on a shock pallet, and installed at your designated location.



Choose from our broad selection of rack components



Rack with all components factory installed



Completed rack on shock pallet ready for install

- Reduce total cost per site by consolidating vendors and shipping costs
- Decrease installation and technician costs with majority of components preinstalled
- Speed installation by lowering the number of components installed on site
- Lower complexity with uniform parts and locations within rack

- Reduce tracking of multiple orders and vendors for the site
- Ensure availability of all components to eliminate delays in installation

Solving customer challenges

With limited or no IT staff on site, the customer needed to reduce equipment installation time in each store. Also, each location was operating independently, creating confusion when trying to address IT issues.

The solution

Schneider Electric preinstalled the required equipment in each rack at our factory, assigning specific rack locations to specific data center equipment.

Benefits to the customer

1. Simplified deployment by bringing six vendors down to one
 - One quote, one PO, one order to track (vs. six)

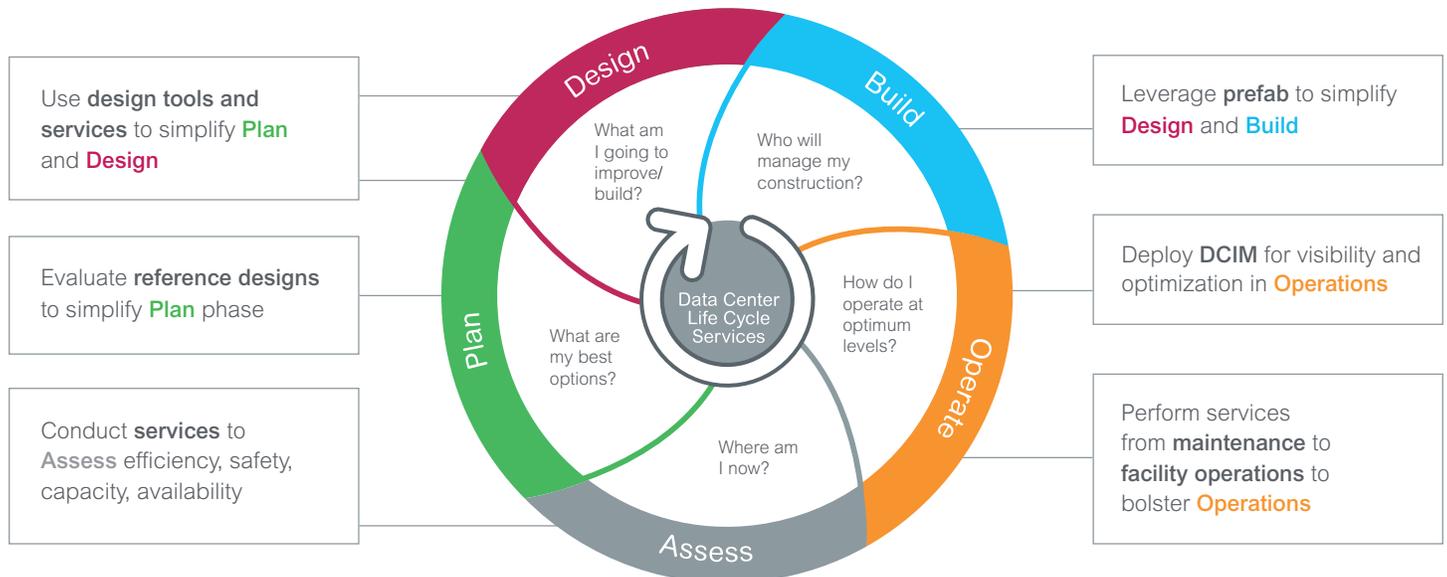
2. Reduced shipping cost
 - One configured rack vs. six separate components with separate shipping costs
3. Increased speed of install
 - Reduced complexity during store installation

Schneider Electric offers a wide variety of services to help your critical equipment stay up and running with as little management as you desire. Let us know how we can help with your challenges.

Simplify your retail data center complexity

The most effective data centers, including new builds, upgrades, and retrofits, use a life cycle services approach because it helps them:

- Standardize and modularize to avoid or quickly resolve issues, and reduce and preserve capital
- Optimize power, cooling, and space both in bank-owned and collocated sites to maximize computing effectiveness and create new opportunities for IT expansion
- Lower operating costs
- Mitigate risk
- Contribute to corporate energy efficiency and sustainability goals
- Make operational excellence a core competency, which ultimately improves customer satisfaction



A life cycle services approach helps retail businesses, reduce, eliminate, improve, and create.

REDUCE

- Number of decisions and the complexity of data centers
- Number of equipment and service providers
- Operating costs
- One-time engineering
- On-site fabrication
- Maintenance
- Human error

ELIMINATE

- Oversizing
- Component-level specification process
- Unusable capacity
- Rework
- Surprises

IMPROVE

- Efficiency, power density
- Deployment speed
- Predictability, including availability, capacity, and density
- Aesthetics

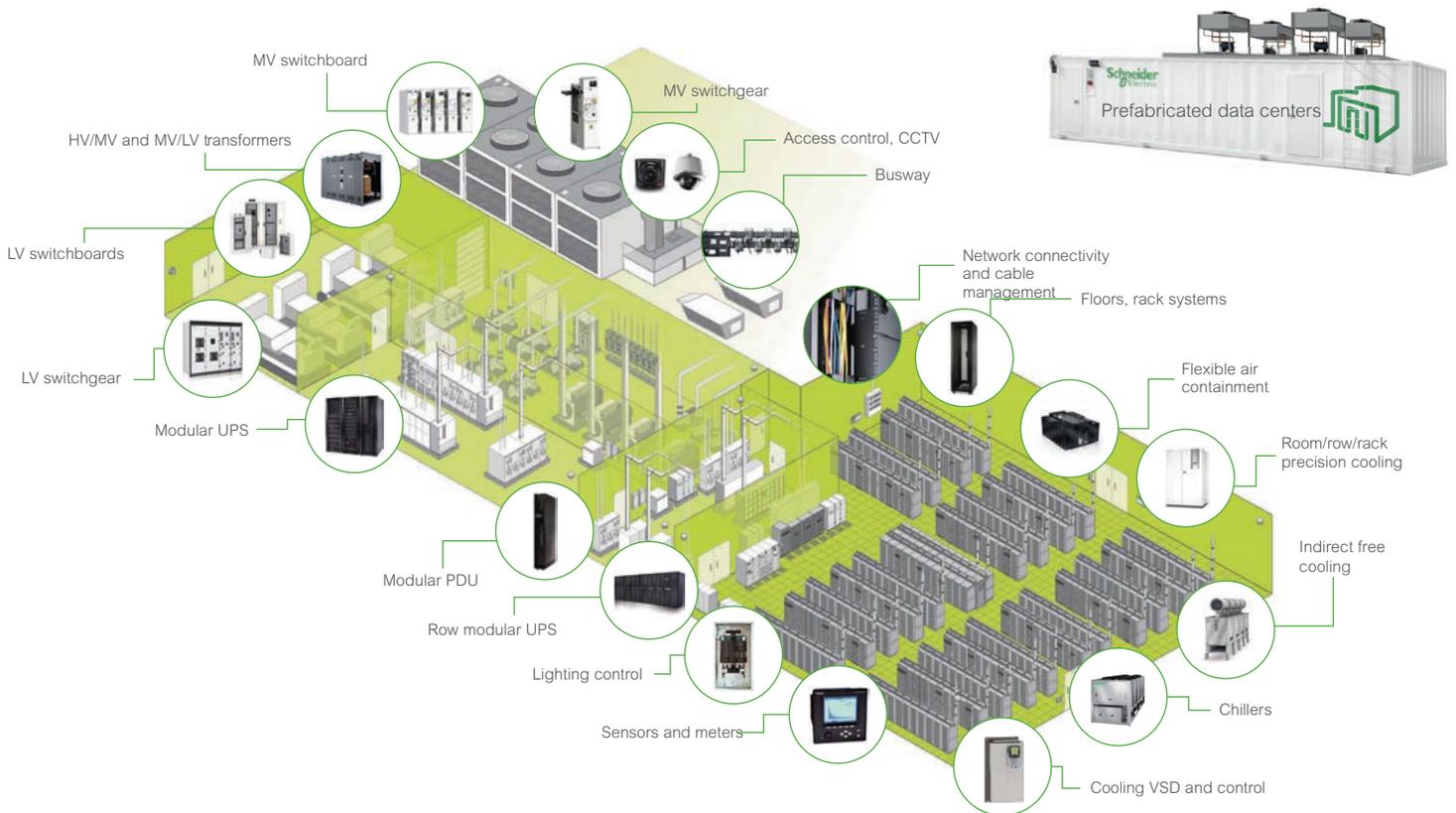
CREATE

- Standardized reference designs
- Solution-level performance specifications
- Simple specification methods
- Automated selection and design tools

A comprehensive suite of IT and data center solutions and services by Schneider Electric simplifies growing IT complexity. This is done by helping retailers store, manage, administer, and protect this ever-growing volume of data so they can leverage big data to optimize sales.

Schneider Electric has the solutions, experience, and expertise to help you protect your investment, efficiency, and availability. Our comprehensive software,

solutions, and services portfolio supports third-party integrations. This open architecture ensures your applications receive the care you need to operate at optimal levels — at all times from — installation to ongoing operations.



Hardware

Schneider Electric provides leading network backup and protection for small IT environments, as well as medium and large data centers.

Software

StruxureWare software solutions by Schneider Electric allow you to manage capacity, prevent faults and incidents, monitor energy usage, reduce costs, and improve availability through monitoring and automation of networked equipment from any manufacturer.

Services

Schneider Electric has the solution to meet your IT infrastructure needs. Supported by a world-class services organization, we have the expertise to deliver the highest level of business continuity required to ensure a strong customer experience both online and in-store.



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Resource Advisor
- 

Data Center Expert
Data Center Operation
- 

Building Operation
- 

Power Expert
Power SCADA Expert

Life Is On

The retail sector has endured some turbulent times. The global economic crisis has damaged customer confidence. Increasing regulations and consumer protection have added pressure. Lastly, the rapidly evolving digital service shift requires a reliable physical infrastructure. This is critical to maintain essential services, add new services, and stay competitive.

We understand our retail customers' unique needs, and find solutions to reduce capital spending and operational costs while ensuring infrastructure reliability for your digital transformation, regulatory compliance, and protection against cybersecurity risks.

We help retail customers achieve sustainable growth, manage operational risk, and succeed in their digital transformation.

Schneider Electric is committed to supporting the retail sector.



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