

Build a better hospital

Now, make your new building as intelligent and efficient
as the best medical staff



Schneider
Electric

Who else faces decisions that affect life and death in their building project?

Announcing an intelligent infrastructure solution that protects both your patients and your bottom line



Your new building must accommodate strict regulations, ever-changing technology, and continuous health and safety requirements. Easily meet these obligations by working with Schneider Electric.

Your new hospital will be a critical environment where patients put their lives in your hands every day. Strict regulations, ever-changing technology, and continuous health and safety requirements need to be accommodated. Before your hospital is even built, there is already mounting pressure to do more with less. You are tasked to improve both financial performance and the environment of care long into the future.

Designing and building such a hospital is difficult. In fact, only nuclear power plants are considered more complex to construct. This complexity, combined with traditional building processes, threatens the success of your project while also increasing building-related risks to patients, staff, and the long-term reputation of your hospital.

We are ready to help you design and build an intelligent infrastructure that actively protects your patients and bottom line. We bring collective expertise in building and security management, power distribution and availability, lighting, room control, and IT and server room management.

Be ready for all the demands placed on your new hospital: Work with Schneider Electric to design and construct the most effective, efficient building possible.



Our comprehensive solutions will:

- > Integrate multiple infrastructure systems to maximize building performance, energy efficiency, and ongoing cost savings.
- > Provide a safe and secure environment for patients, visitors, and staff.
- > Improve patient satisfaction as well as staff and operational productivity.
- > Easily accommodate future technologies and regulatory changes.

Along the way, our expert staff will assist you in keeping your project on track and on budget, and provide ongoing services after construction.

With Schneider Electric™ as your partner, your intelligent hospital building will not only meet your needs and mitigate risks, but, just like your best medical staff, be a contributor to your success.

You only get one chance to build a hospital that handles all your challenges

Construct your hospital right the first time with a comprehensive, customized offer from Schneider Electric

Challenge:

How do you make sure you've thought of everything when designing your building?

You will only build your new hospital once. Making sure that your final building meets the many challenges of ensuring superior patient care must be a focus that will require comprehensive behind-the-scenes solutions.

Ensuring patient safety, hospital security, and regulatory compliance, while also reducing waste and controlling costs, all play a role in providing high-quality patient care. In addition, hospitals need to manage IT growth to accommodate medical imaging technology, electronic health records, and the influx of patients from the growing aging population.

To succeed, these goals need to be worked into your hospital construction project in the pre-design phase. However, with so many parties involved in hospital projects — architects, designers, and various contractors and trades, including construction, mechanical, electrical, security, and communications partners — it is difficult to keep everyone on the same page. Breakdowns in the specification process isolate the technology providers from the end user/construction manager.

These breakdowns can derail your hospital project and threaten future patient care.



Solution:

Rely on the experience, advanced technology, and dedication of Schneider Electric for your project

Schneider Electric is uniquely positioned to help you with all of the challenges you face in building your new hospital.

We know that creating the best hospital starts in the pre-design phase. This is when systems integration planning can set the stage for an efficient, effective, and safe building.

With EcoStruxure™ for healthcare, we help you create an intelligent hospital with solutions that integrate:

- > Advanced building management, including environmental and patient room controls

- > Electrical distribution and critical power
- > Sophisticated security management
- > Energy management
- > IT and server room management
- > Best-in-class third-party applications

From pre-design through operations and ongoing maintenance, our Certified Energy Architects will provide guidance and help bridge any gaps between the many people and systems needed to design and build your new hospital.

Why the Schneider Electric approach makes hospitals more intelligent

Be more in control and better manage your building with the EcoStruxure integrated approach

Up to **30%**

Ongoing utility savings that can be achieved based on how the hospital is built.

The traditional building process approach leads to a hospital infrastructure that has separate systems, redundant cabling, and inefficient communication, which results in wasting energy, productivity, time, and money.

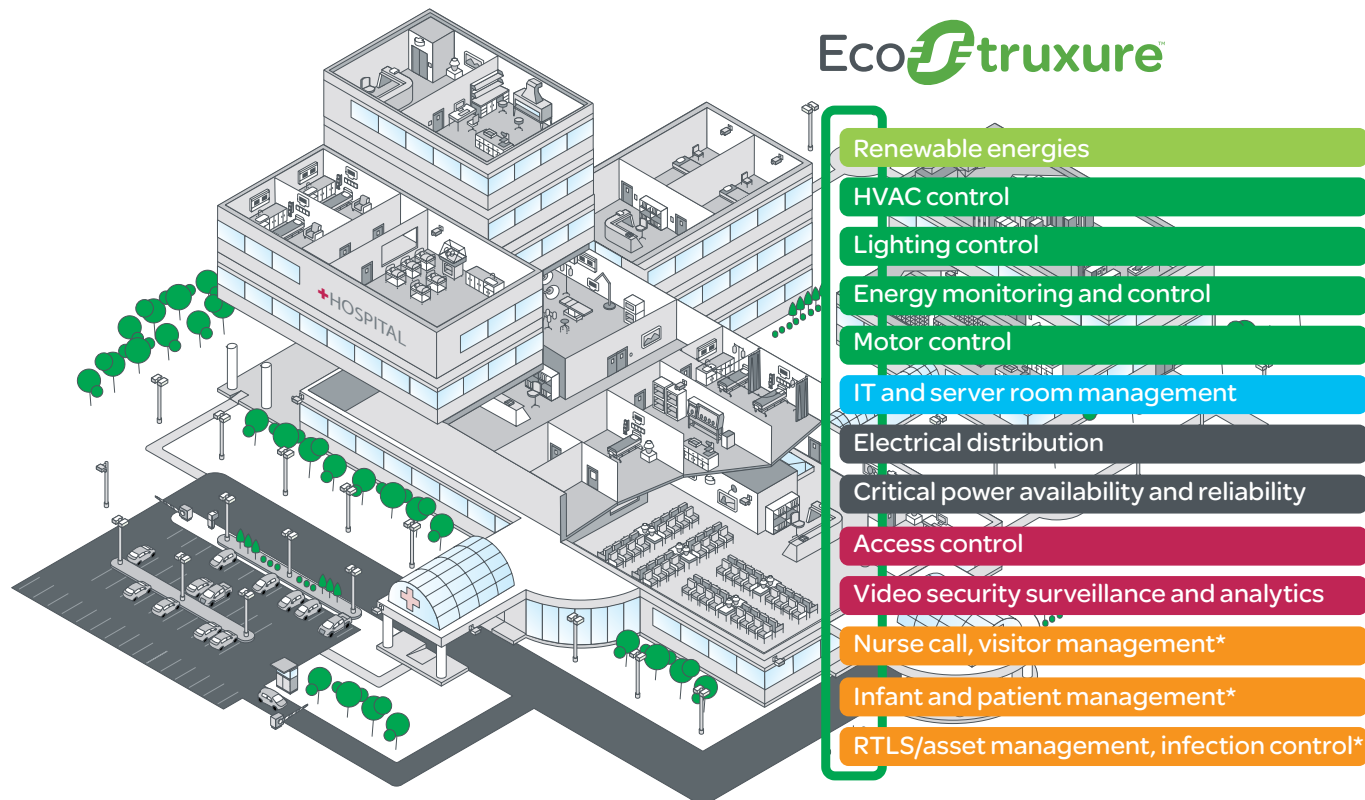
Schneider Electric has solved this issue with our exclusive EcoStruxure solutions for healthcare. EcoStruxure is an open architecture approach that creates intelligent buildings through integration of systems like HVAC, access control, security management, power distribution and monitoring, IT management, and lighting control.

EcoStruxure Active Energy Management™ allows our customers to realize marked improvements in energy efficiency in terms of usage, cost, safety, and

environmental impact. This approach can be used for both new and existing hospitals.

With the EcoStruxure approach, your hospital will have:

- > Compatibility between all your infrastructure systems and intuitive, Web-based interfaces that keep you in control no matter where you are.
- > The ability to see your energy usage and track it so that you can reduce waste and maximize the energy you do use.
- > Modular solutions, simplified installation, and system integration that improves hospital performance.



EcoStruxure

* Integration with third-party applications



Don't miss out on the long-term advantages available through up front planning

Schneider Electric offers an exclusive ability to create a building that lowers your ongoing operations costs

25%

of a building's life cycle cost is financing and construction



75%

of a building's life cycle cost is operational

The CABA building life cycle costs are based on U.S. data

Most of your hospital building's costs won't come until after it is built — up to 75 percent of its life cycle costs occur after construction. So while cost containment is always necessary when building a new hospital, there are important steps you can take to ensure your building will fully support your future needs and goals.

The Schneider Electric offer will maximize these potential project and operational benefits in all areas of your hospital including:

Improved financial performance

- > Reduced risk of project delay or exceeding the project budget while optimizing your capital expenses through the integration of building systems that previously would not have been integrated.
- > Utility cost savings that are sustained throughout the life cycle of your building, generating new cash and more capital on an ongoing basis. Receive up to 30 percent savings in energy costs over a traditional building.
- > Reduced risk of carbon taxes and penalties as energy efficiency grows more important in the future.
- > The ability to fully comply with regulators and accrediting organizations throughout the life of the building.

Improved patient safety and security

- > Reduced risk of errors because of the integration of patient safety defences into facility systems.

- > Reduced risk of preventable adverse events.
- > Improved patient, staff, and assets security including protection against infant abductions and unexpected patient departures.
- > Reduced risk of power failure as well as patient injuries or death from power failure or electrical fires.
- > An improved healing environment with reduced risk of healthcare-acquired infections via building systems.

Improved patient satisfaction

- > Rooms designed specifically for patient comfort and control.
- > Best-in-class solutions for visitor management and nurse call.

Improved hospital productivity

- > A reliable, scalable, and energy-efficient IT infrastructure to support new productivity-enhancing initiatives such as Electronic Health Records (EHR) and Picture Archive Communication Systems (PACS).
- > Increased staff productivity through user-friendly tools and dashboards that provide access to the right information at the right time, from operating theater environment data to an overview of the entire facility.
- > Creating an easier-to-maintain hospital building through systems that allow for better predictive maintenance planning.

Your benefits come from working with the right full-service partner

Introducing the team that will save you headaches from project start through ongoing operations

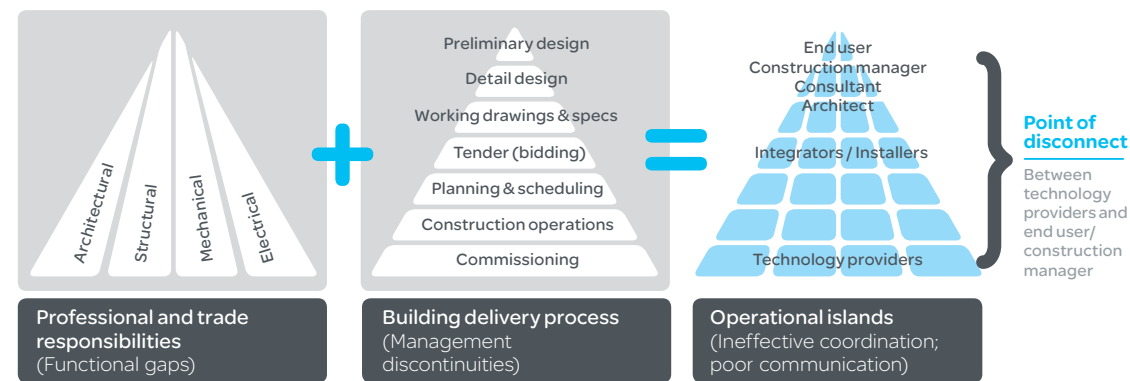
Schneider Electric complements its intelligent infrastructure solution with expert project management services from the initial design phase through project completion and occupancy.

We consider it important to not only help you build a hospital that meets performance goals, but to be there throughout the entire life cycle of your building. We can help you maintain and optimize your infrastructure

for many years, sustaining your energy efficiency and cost savings. As your trusted advisor, we will ensure that you remain on the forefront of building innovation as new technology and new mandates come about.

Our Certified Energy Architects for healthcare provide hospitals with one expert Schneider Electric point of contact through the entire design/build process to save time and minimize the risk of errors.

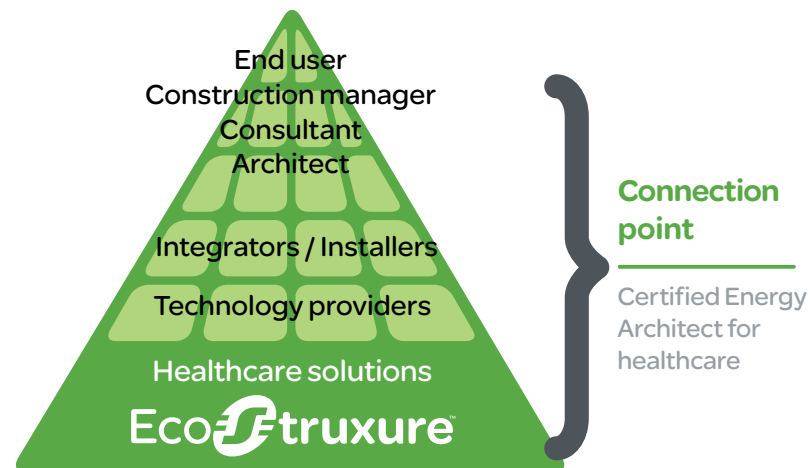
Efficient hospital specification is lost in traditional processes



Schneider Electric bridges the gaps to create a better hospital

Certified Energy Architects will:

- > Ensure that the design team's initial specifications never get lost in the design build process, keeping everyone on track to meet or exceed the project's performance and efficiency targets. This facilitates the creation of an integrated, energy efficient, and low maintenance hospital building.
- > Cut down on complexity for the project team by minimizing the number of contractors and businesses they must directly work with during project execution.
- > Provide ongoing services to maintain and optimize your building throughout its life cycle.



Learn what others already know: Schneider Electric delivers

Our customers' results show the value of our work

Up to **38%**

Reduction in operating costs achieved by the Quirón Group in Spain by working with Schneider Electric.

Schneider Electric customers have achieved everything from real cost savings to increased productivity. These benefits were accomplished throughout each hospital's building project from the pre-design phase to long-term ROI.

1. Peterborough and Stamford Hospitals NHS Foundation Trust

- > Located in England, this hospital launched a £340 M project to build three state-of-the-art buildings: an acute hospital with 762 beds, a primary care centre with 40 beds, and a mental health unit with 102 beds.
- > Involved early in the project, Schneider Electric proposed an innovative approach based on Design Phase Partnership and pre-commissioning off-site. This approach saved time and reduced risks so that the project was delivered three months ahead of schedule.

2. The Quirón Group

- > Located in Spain, this hospital group has 760 beds on six campuses. It employs 1,230 people.

- > Achieved an estimated 20 percent reduction in construction costs and as much as a 38 percent decrease in operating expenditures based on energy savings.

3. Beaumont Hospital

- > One of the largest healthcare facilities in the United States with 2,400 physicians and outpatient locations throughout metro Detroit.
- > Improved productivity and protected patients by reducing the time spent identifying and assessing power issues.

4. Lyell McEwin Hospital

- > Located in Adelaide, Australia, this hospital is undergoing the final phase of an \$85 million redevelopment project to create new departments, including an intensive care unit, birthing suite, and medical imaging facilities.
- > Reduced construction and operating costs that will allow the project to achieve a five-year ROI with systems maintenance management.



For more information, please visit:
www.schneider-electric.com

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