

## 构建—— 能效管理的集成化业务组合 An Integrated Portfolio

市场领域 Market



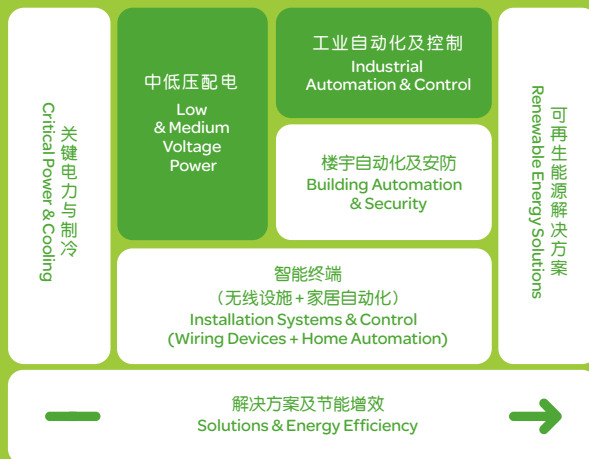
住宅 楼宇 数据中心及网络 工业 能源与基础设施

Residential Buildings Data Center & Networks Industry Energy & Infrastructure

全面的能效管理

... with the most comprehensive  
and integrated portfolio in energy management

可靠 Reliable 安全 Safe 高效 Efficient 经济 Productive 环保 Green



■ 传统业务 Historical Presence ■ 新业务 New Businesses

客服支持热线: 400 810 1315

施耐德电气中国  
Schneider Electric China  
www.schneider-electric.cn

地址: 北京市朝阳区望京东路6号  
施耐德电气大厦  
邮编: 100102  
电话: +86(10)8434 6699  
传真: +86(10)8450 1130

Address: Schneider Electric  
Building, No.6, East Wangjing  
Road, Chaoyang District, Beijing  
100102 P.R.C.  
Tel: +86(10)8434 6699  
Fax: +86(10)8450 1130

# 施耐德电气 Schneider Electric

善用其效 尽享其能  
Make the most of your energy™



## 施耐德电气 善用其效，尽享其能

全球能效管理专家施耐德电气为世界100多个国家提供整体解决方案，其中在能源与基础设施、工业过程控制、楼宇自动化和数据中心与网络等市场处于世界领先地位，在住宅应用领域也拥有强大的市场能力。致力于为客户提供安全、可靠、高效的能源，施耐德电气2010年的销售额为196亿欧元，拥有超过110,000名员工。施耐德电气助您善用其效，尽享其能！

## Schneider Electric Make the most of your energy™

As a global specialist in energy management with operations in more than 100 countries, Schneider Electric offers integrated solutions across multiple market segments, including leadership positions in energy and infrastructure, industrial processes, building automation, and data centres/networks, as well as a broad presence in residential applications. Focused on making energy safe, reliable, and efficient, the company's 110,000 plus employees achieved sales of more than 19.6 billion Euros in 2010, through an active commitment to help individuals and organisations make the most of their energy.



## 施耐德电气在中国

1987年，施耐德电气在天津成立第一家合资工厂梅兰日兰，将断路器技术带到中国，取代传统保险丝，使得中国用户用电安全性大为增强，并为断路器标准的建立作出了卓越的贡献。90年代初，施耐德电气旗下品牌奇胜率先将开关面板带入中国，结束了中国使用灯绳开关的时代。

施耐德电气的高额投资有力地支持了中国的经济建设，并为中国客户提供了先进的产品支持和完善的技术服务，中低压电器、变频器、接触器等工业产品大量运用在中国国内的经济建设中，促进了中国工业化的进程。

目前，施耐德电气在中国共建立了77个办事处，26家工厂，6个物流中心，1个研修学院，3个研发中心，1个实验室，700多家分销商和遍布全国的销售网络。施耐德电气中国目前员工数近22,000人。通过与合作伙伴以及大量经销商的合作，施耐德电气为中国创造了成千上万个就业机会。

## Schneider Electric in China

Since the establishment of its first joint-venture plant in Tianjin in 1987, Schneider Electric has established a strong foothold in the market for over 20 years, and has grown together with the Chinese economy. The most outstanding contribution made by Schneider Electric in that period was to bring circuit breaker technology into China, replacing the traditional fuse, and eventually setting new standards for breakers in China. In early 90s, the Clipsal by Schneider Electric, launched its switch panel in China, ending the Chinese history of long-term using lamp cord.

Schneider Electric's huge amount of investment constituted a strong support for China's economic construction. In the meantime, Schneider Electric provided advanced product support and sophisticated technical services for Chinese economic development: the company's industrial products, such as the low-voltage apparatuses, drives, and contactors, were extensively used in China's domestic economic development, therefore promoting the country's industrialization.

Till now, Schneider Electric had established 77 offices, 26 factories, six distribution centers, one learning institute, three research and development centers, one laboratory, 500 distributors and a nation-wide sales network. Schneider Electric currently employs 22,000 staff in China, and helps create thousands of other jobs through its partners and distributors.

## 施耐德电气 EcoStruxure™ 能效管理平台

凭借其五大市场的深刻了解、对集团客户的悉心关爱，以及在能效管理领域的丰富经验，施耐德电气从一个优秀的产品和服务供应商逐步成长为整体解决方案提供商。今年，施耐德电气首次集成其在建筑楼宇、IT、安防、电力及工业过程和设备等五大领域的专业技术和经验，将其高质量的产品和解决方案融合在一个统一的架构下，通过标准的界面为各行业客户提供一个开放、透明、节能、高效的EcoStruxure™能效管理平台，为企业客户节省高达30%的投资成本和运营成本。

## Schneider Electric EcoStruxure™ Solutions

With the professional know-how in multi markets we operate and the close care of our customers, as well as our best practices in energy management, Schneider Electric has grown up from a provider of best-in-class products into an integrated solution provider. This year, we launched EcoStruxure™, an architectural approach which unites Schneider Electric's unique expertise in power, datacentres, process and machines, building control, and physical security to enable intelligent energy management solutions for customers seeking to optimise energy efficiencies across multiple domains of their business. By providing our customers with clear and comprehensive reference architectures across key environments and applications, we intend to reduce inefficiencies and save energy up to 30%.

