

# APC Introduction



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APC Nordics + BLT*



*Critical Power and Cooling Services*

# Two businesses built on market leadership



- 40 years of power conversion expertise
- Leading UPS vendor
  - EMEA
  - Three-phase UPS
  - Services
- Preferred vendor for electrical customer



- 25 years of market leadership & innovation
- Leading UPS vendor
  - Worldwide
  - North America
  - Single-phase UPS
- Preferred vendor for IT customer

# One Team – One Dream: World class customer care



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# APC-MGE is backed by solid financial position

- APC-MGE has industry leading financial position
  - Combined 2006 revenue of US\$3 billion (2.4€ billion)
  - 12,000 employees worldwide
  - Manufacturing in the U.S., Europe, Asia Pacific, Latin America
  
- Backed by world leader Schneider Electric – The world's power and control specialist
  - 2006 revenue US\$18 billion (13.7€ billion)
  - 105,000 employees globally
  - Operations in 190 countries

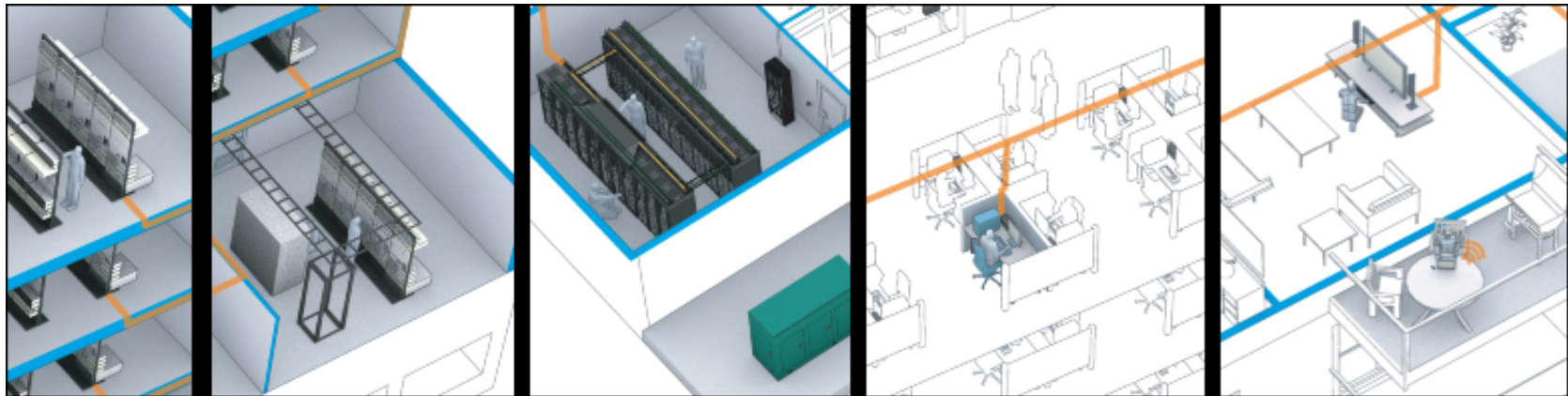
## A Unique combination for increased customer benefits

- Industry's most comprehensive product & solution range for all critical applications
  - The only integrated power, cooling, and management solution for critical applications
  - Industrial, Enterprise, SMB and Home environments
  
- Industry's broadest service organization
  - Global service offering across the product range
  - WW presence with over 1500 FSE in 100 Countries
  
- Industry's largest R&D investment committed to delivering the most innovative solutions
  - Over 1000 highly talented engineers
  - Expertise across product categories and technologies
    - Power, Cooling, Data Center Design and Management

# The industry's broadest solution range against all key applications

Data Centers	Enterprise Networking	Process & Infrastructure	Telecoms	Home and Distributed
				
<ul style="list-style-type: none"> <li>◆ High-end servers</li> <li>◆ Mainframes</li> <li>◆ Data storage equipment</li> <li>◆ Network equipment</li> <li>◆ Large company data processing centers</li> </ul>	<ul style="list-style-type: none"> <li>◆ Computer room equipment                             <ul style="list-style-type: none"> <li>&gt; servers</li> <li>&gt; storage</li> <li>&gt; networks</li> </ul> </li> <li>◆ Network distribution equipment                             <ul style="list-style-type: none"> <li>&gt; transfer switches</li> </ul> </li> <li>◆ Work group equipment                             <ul style="list-style-type: none"> <li>&gt; workstations</li> <li>&gt; departmental servers.</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>◆ Continuous manufacturing process equipment</li> <li>◆ Monitoring and control automation</li> <li>◆ Supervision and process control</li> <li>◆ Instrumentation and metering</li> <li>◆ Security systems</li> <li>◆ Critical utilities</li> </ul>	<ul style="list-style-type: none"> <li>◆ Mobile and fixed telephone infrastructure</li> <li>◆ Voice-over-IP</li> <li>◆ Broadband infrastructure</li> <li>◆ Private telephone systems</li> <li>◆ Radio and TV broadcasting</li> <li>◆ Wireless communication</li> </ul>	<ul style="list-style-type: none"> <li>◆ Home computing                             <ul style="list-style-type: none"> <li>&gt; PC</li> <li>&gt; Mac</li> <li>&gt; Media Center</li> <li>&gt; storage and printing devices</li> <li>&gt; scanners</li> <li>&gt; modems</li> <li>&gt; xDSL lines</li> </ul> </li> <li>◆ Hi-fi, video, Home Cinema equipment</li> </ul>

# Supported by the industry's most comprehensive solution set...



- UPS
- Cooling
- Management
- Racks and accessories
- Surge protection
- Power conditioning
- Power distribution
- Notebook and mobility accessories
- Networking and cabling solutions
- Data center security and safety
- Factory floor and automation
- Proactive services



- Server room
- Wiring closet
- Data center
- Desktop
- Living room
- Factory floor/Process control

# The broadest global footprint...

- 12,000 employees in more than 100 countries
- Industrial and R&D facilities located in the heart of markets



● Sales, Marketing & Service Location  
● Manufacturing/Distribution Facility  
● Design Center

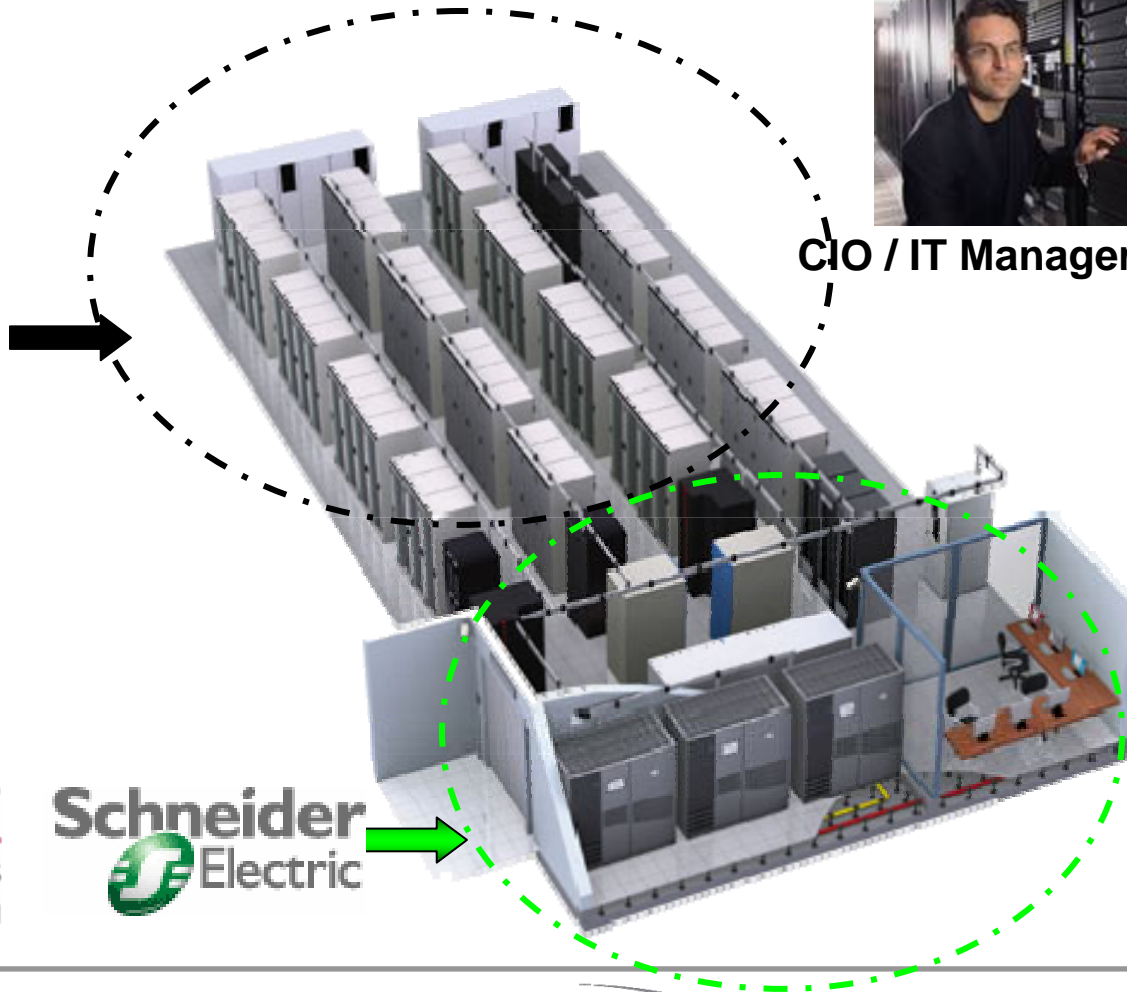


# APC-MGE offers solutions from rack to row to room



CIO / IT Manager

Facility Manager



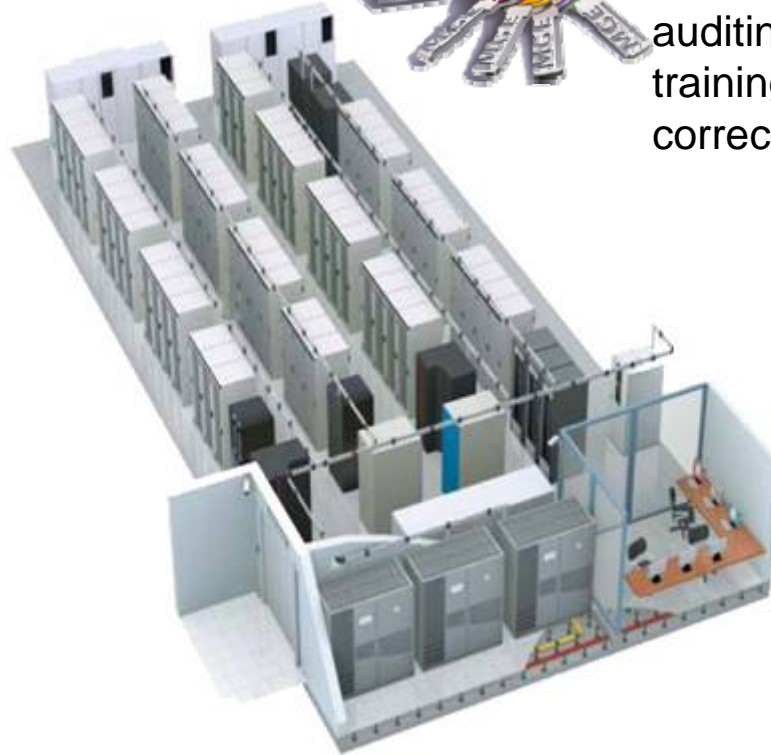
Critical Power and Cooling Services

# Schneider Electric : Your choice throughout the Efficient Enterprise™



## Services

architecture engineering, installation auditing, e-monitoring and analysis, training, preventive maintenance, corrective maintenance & repair



Utility Switchgear

Emergency Switchgear

UPS/Gear

PDU

Energy management

Harmonics Filter

SCADA interface

Transient Voltage Surge Suppressor

Genset

Static Transfer Switch

Automatic Transfer Switch

Generator Paralleling Switchgear

# APC-MGE Product roadmap means continued innovation



**Enterprise Systems**  
*Strategy: Standardize and modularize the data center (\$10B market)\**

**Services**  
*Strategy: Complete suite of services for all phases of critical applications lifecycle*

**Software & Management**  
*Strategy: Capacity & TCO management*



**Home & Distributed Systems**  
*Strategy: Innovation and process excellence*

**Industrial**  
*Strategy: Highly engineered solutions for Industrial applications*

\*Source: Company & Industry Estimates