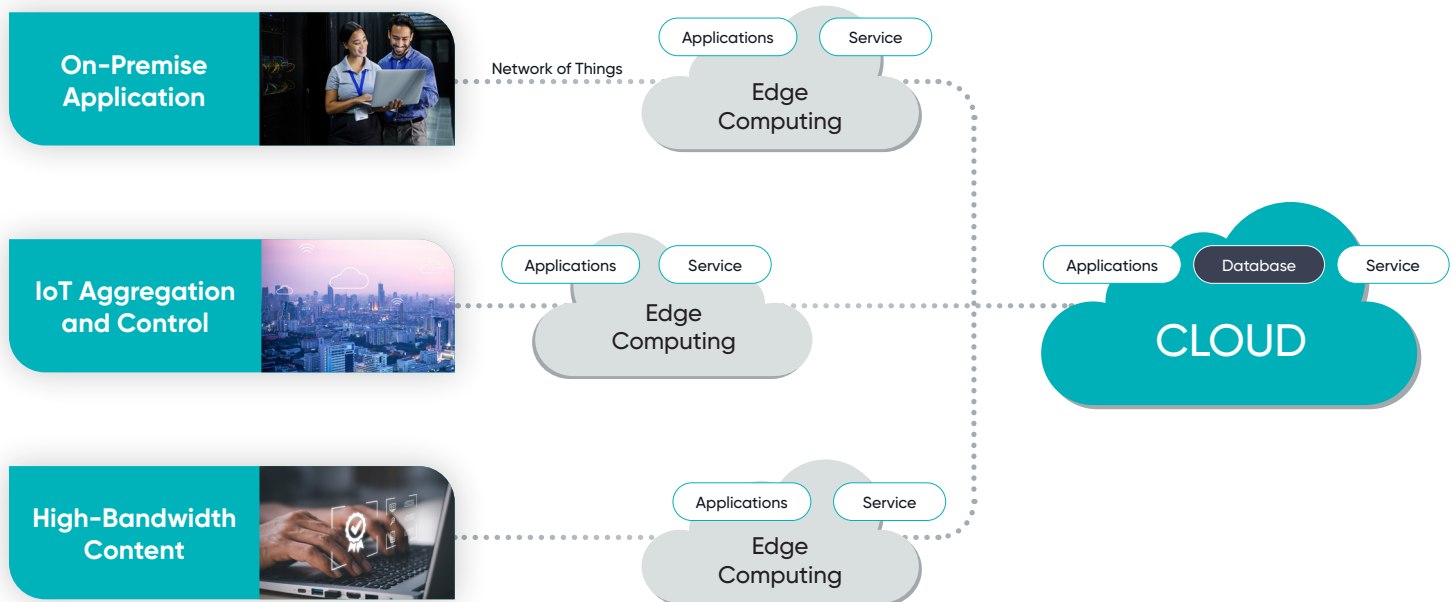


### What is Edge Computing?

Edge computing is designed to put applications and data closer to devices – and their users. While cloud computing drove the creation of mega data centers, edge computing brings the power of distributed IT, spread across an exponential number of micro data centers.



### Why Edge Computing?

Edge computing helps organizations meet user expectations.

The trend toward digitization to improve efficiency and business performance is fueling demand for applications that require peak performance, particularly Internet of Things (IoT) applications.

These applications often require:



Lots of bandwidth



Low latency



Reliable performance



Regulatory compliance related to location and data privacy

Edge computing helps bridge the gap between the cloud, large data centers and individual users.

## Building Sustainable and Resilient Edge Environments

Edge computing is driving the need for more regional data centers as well as smaller server rooms, IT closets and micro data centers.

These edge locations bring risks and challenges:

- Cannot afford downtime or problems with IT gear
- Limited IT staff in some locations
- Lack of visibility across the full IT infrastructure
- Physical security risks due to IT being located in public- or employee-facing areas
- Need to quickly design and deploy standardized gear in multiple locations

We offer a complete, easy way to deploy and manage edge environments.



### Physical Infrastructure

From racks, power, power distribution, and cooling to complete, ready-to-go micro data centers, we have everything you need to deploy physical IT infrastructure.



### Design, Build, and Deploy

Engage with Schneider Electric for help in designing and building edge infrastructure to your customer's unique specifications, with options for standardized, repeat deployments in multiple locations.



### Remote Management (Software and Services)

Monitor and manage distributed IT sites from one platform – or have us do it for you. We can customize a management solution to meet your customer's requirements and capabilities.

## Product Highlights

Help your customer plan, design, manage and operate a more resilient, secure and sustainable IT infrastructure with our edge products and services.



### Smart-UPS™ Modular Ultra

This UPS scales with your customer's business, so they can add power as they need it, from 5-20 kW. It offers 2.5 times the power in half the size of our previous model.



### Smart-UPS Family

A wide range of single-phase UPS options from entry level to scaleable runtime. Lithium-ion battery options available for 3x the battery life.



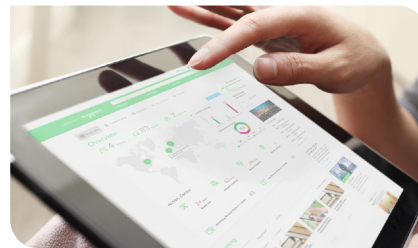
### Micro Data Centers

Complete, low-profile IT solutions that combine power, cooling, security and monitoring in an enclosed rack system – for fast, simple edge deployments.



### EcoStruxure™ IT DCIM 3.0

Our comprehensive DCIM solution addresses the challenges of hybrid IT by modernizing the software portfolio for monitoring and management of sprawling, hybrid IT infrastructure.



### EcoCare Membership

Membership service providing exclusive priority access to our experts and support, combined with 24/7 monitoring of single-phase UPS units and PDUs with on-site remediation.

## Focus on Sustainability

Sustainability has always been at the core of Schneider Electric's purpose, culture and business. We are committed to providing products and services that help support a sustainable world.

### Highlighted Offers



#### UPS Lifecycle Services

Help customers manage their UPS lifecycle, including responsible end-of-life recycling. Offer includes installation and recycling services for single-phase UPS. We recycle old UPS equipment to an R2 certified facility, with sustainability data for IT waste metrics available upon request.



#### Green Premium™ Label

Green Premium is a Schneider Electric label indicating sustainable solutions that promise compliance with the latest regulations, transparency on environmental impacts and circular and low-CO2 products. Most Smart-UPS are Green Premium.



#### Remote Monitoring with EcoStruxure IT or an EcoCare Membership

Sustainability benefits for customers:

- Extend UPS life by up to 25% and reduce carbon emissions by using remote monitoring to optimize on-site maintenance activities.
- Increase UPS lifecycle uptime and optimize overall maintenance activities through innovative digital capabilities, reducing on-site services by up to 40%.

## Questions to Ask to Uncover Edge IT Opportunities

- How many locations do you have? What IT infrastructure is located in each one?
- How are you managing the distributed IT infrastructure, including power, cooling and security?
- What happens if a UPS battery dies in a location with limited IT staff?
- How do you currently monitor your UPS units across all locations to ensure uptime?
- Are you planning to expand/add locations?
- Do you need to deploy IT in locations with limited space? Or are you running out of space in a location that has an edge IT rack or closet?
- Do you have sustainability goals you need to meet?
- For companies that provide IT services/colos: How do you monitor issues with distributed IT in your customer locations and support them in a timely manner?