

# CONNECTED

EcoStruxure Asset Advisor™  
Partner edition

#DigitalEvolution  
#InnovationDay  
#EcoStruxure

Life Is On


Schneider  
Electric

# Presenter



## Claus Lavdal

Product Manager,  
Secure Power Service  
Schneider Electric


 Claus Lavdal

# The impact of cloud, edge and hybrid IT



**20.8B**

connected  
things  
by 2020



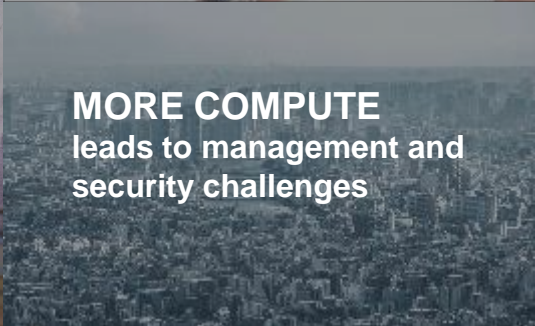
Digital traffic  
is expanding  
annually by

**20%+**

**NEW TECHNOLOGIES**  
can help solve new and  
emerging customer problems


**80%**

more efficient data  
center design



**MORE COMPUTE**  
leads to management and  
security challenges

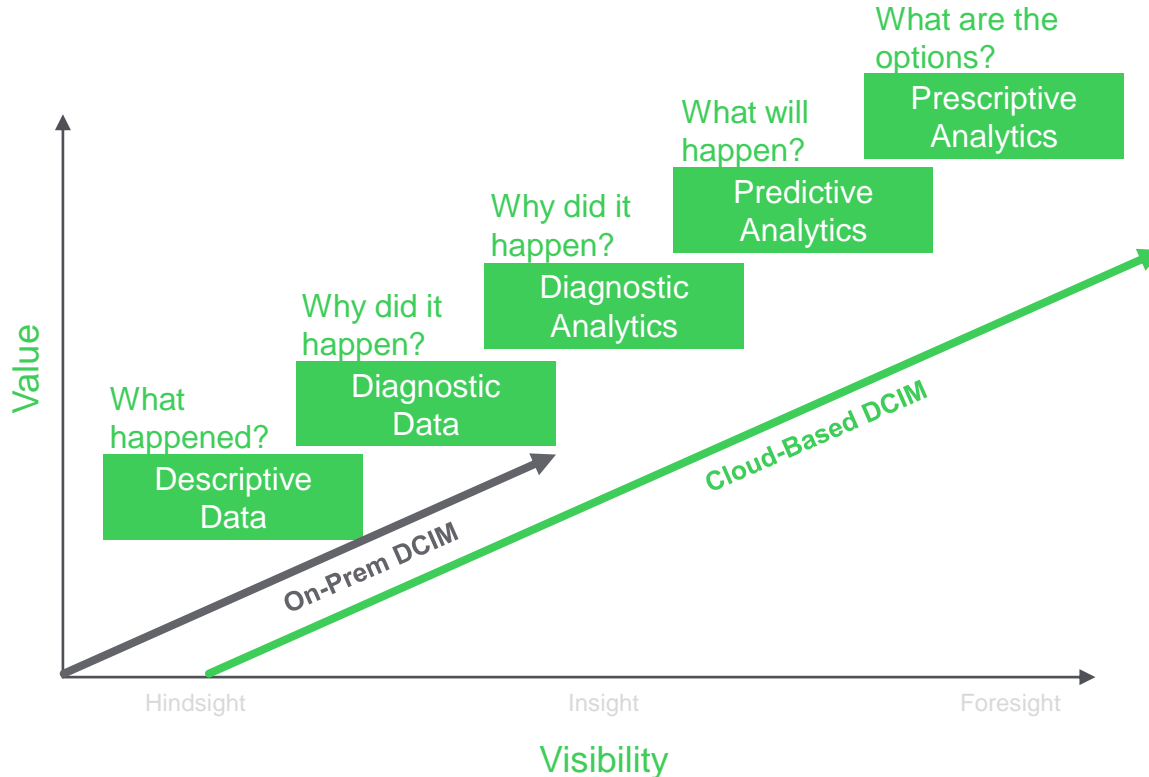
**50%**  
reduction in cost of  
data center design



**NEED TO RETHINK**  
our approach to data center  
design to keep improving  
efficiency and cost

# Shift to Cloud Opens Up Range of New Possibilities

Why You Should Consider our Cloud-Based Platform



## 3 Main Goals

1. Flexible Architecture
  - a. Accessible Everywhere
  - b. Scalable & Redundant
  - c. Secure
2. Smarter Monitoring
  - a. Incident Management
  - b. Root Cause Analysis
  - c. Anomaly Detection
3. Predictive Analytics
  - a. Health Recommendations
  - b. Lifecycle Management
  - c. Optimization

# EcoStruxure IT... a digital journey

## CONNECT



Capture critical data  
at every level, from  
sensor to cloud

## ANALYZE



Convert data into  
meaningful  
information

## REVENUE



Drive profitable growth

# Combining EcoStruxure IT Expert with Asset Advisor together into a powerful solution

## Do It Yourself

*with EcoStruxure IT Expert*



Centralized, real-time device monitoring & alarm consolidation



Health status across the global environment



Managing assets from different vendors



Benchmarks & actionable recommendations



Assessment

## We monitor & troubleshoot, you relax

*with EcoStruxure Asset Advisor*



24/7 expert monitoring & remote visibility



Incident tracking & chat collaboration



Expert services



Troubleshoot from anywhere



Report

EcoStruxure IT app

# Value Proposition

The three pillars of EcoStruxure Asset Advisor

1



## MONITORING

*Increase your data center's uptime with intelligent **24x7 Service Bureau monitoring** & optional remote troubleshooting*

2



## INSIGHTS

*Gain insight into how well your data center runs - receive recommendations & data-driven intelligence*

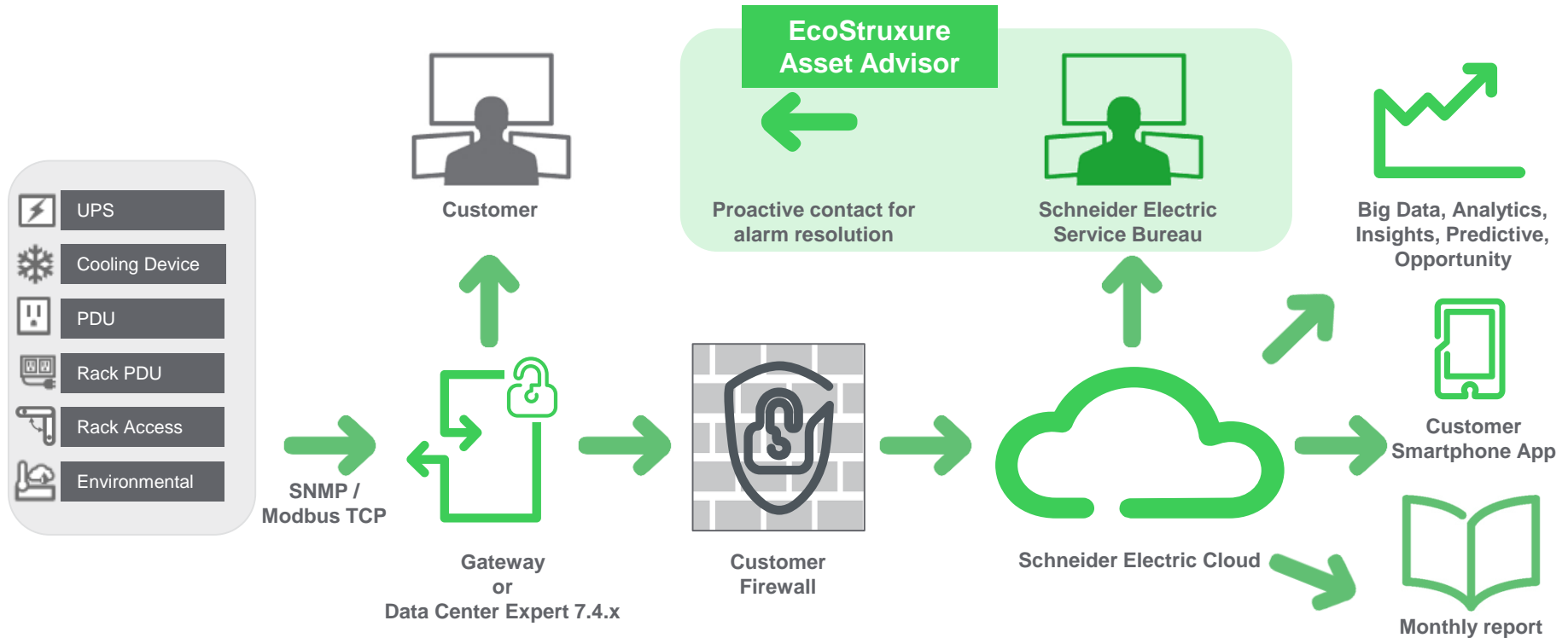
3



## MOBILITY

*Stay connected to your data center with live data & alarms on your Mobile app*

# System chart





# What's in it for me, the IT Partner

Increase **customer intimacy, revenue streams and new business opportunities** by unlocking visibility and actionable insights into their customer's IT & physical environment

## 1 Revenue

- Leads & business opportunities
- Revenue from Resale of EcoStruxure Asset Advisor service and "IT optimization" offer



## 2 Customer Intimacy

*Deliver vendor-neutral IT & physical infrastructure insights & recommendations to optimize your customer's operations*



## 3 Customer Loyalty

*Be proactive and help your customer improve their IT and data center performance by implementing the recommendations*



Technology Insight

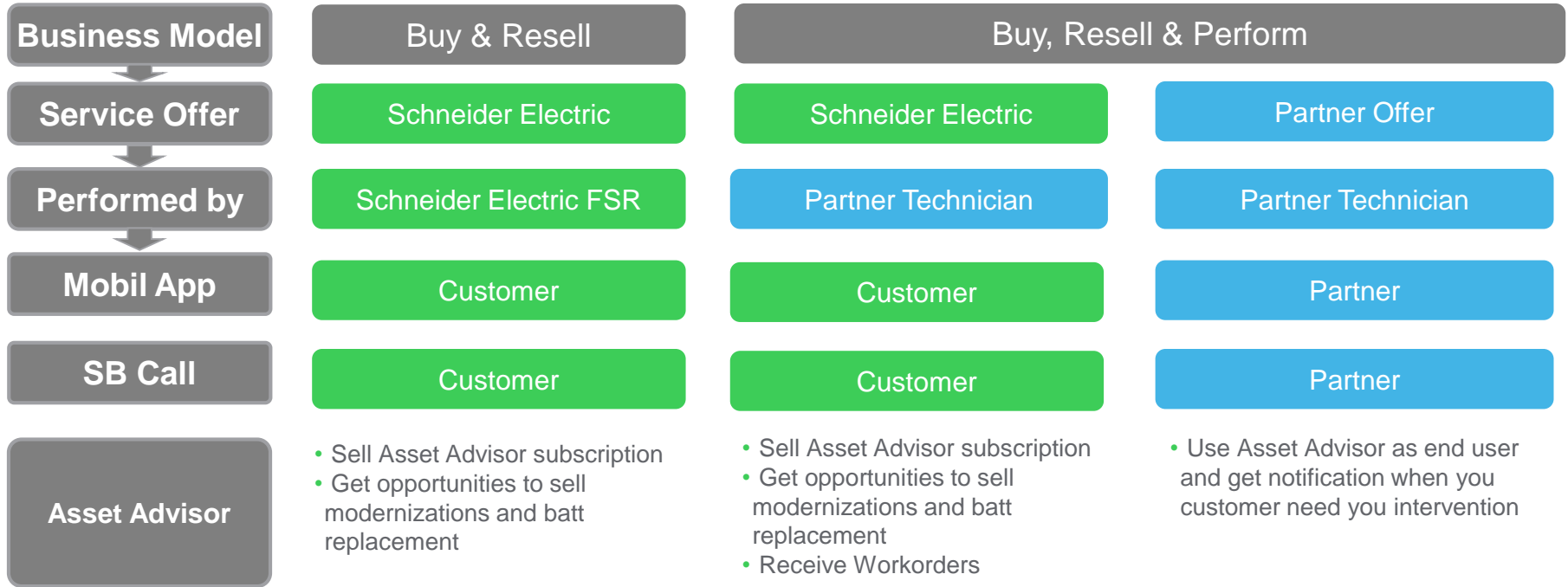
Enablement & Training

Lead Generation

Strategic Relationship

Services Revenue

# suitable programs for all partners



■ Partners  
■ Schneider Electric

# Process to be followed

# 1

## Partner signs up

- Partner goes to [ecostruxureit.com](https://app.ecostruxureit.com/manage/register/partner) to sign up
- <https://app.ecostruxureit.com/manage/register/partner>
- Partner ID is created by Partner
- One partner ID per partner, independently from the number of users
- System checks if partner ID exists already

**Sign Up**

Create your account to start using EcoStruxure IT for Partners.

**About your business**  
This is the information we show to your customers.

Partner ID \*  
Your Partner ID is the id customers use to connect to you.

Business name \*

Street address \*

Email \*

Phone number \*  
+33

Website \*

**About you**  
This is your personal account information.

Full name \*

Email \*

Password \*

Call phone number \*  
+33

By signing up as an EcoStruxure IT Partner, you agree to our terms and conditions. Read more about security and policies.

**SIGN UP**

# 2

## Access to Web App

- Each users of the partner get an email to create own account on [ecostruxureit.com](https://app.ecostruxureit.com)
- Email contents the Partner ID

Join the conversation

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