

Power Monitoring Expert Starter Edition

A basic Power Monitoring Expert (PME) software TVDA

May 2015

Ecobuilding - Power Solutions

Power Management
Solutions



Sell the PME Starter Edition – *built for transactional channels*

Standardized - low cost - high differentiation - easy to sell - easy to quote - easy to deploy

2 Dashboards



3 Diagrams



4 Reports



1 part number and < 3 hours to deploy

- TVDA with all required templates is ready to go. Including:
 - Instructions
 - All diagram & dashboard templates
- Offline End User Demo
- Specification
- Overview powerpoint

1-slide summary of PME Starter Edition

Life Is On

Schneider
Electric

PME Starter Edition Delivers Energy Management

ISO50001-Certified to deliver Energy Management

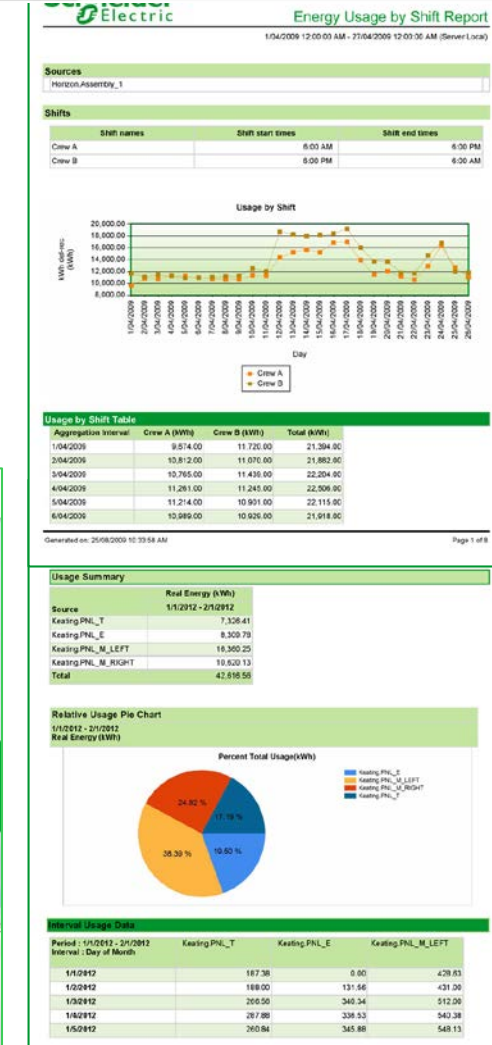
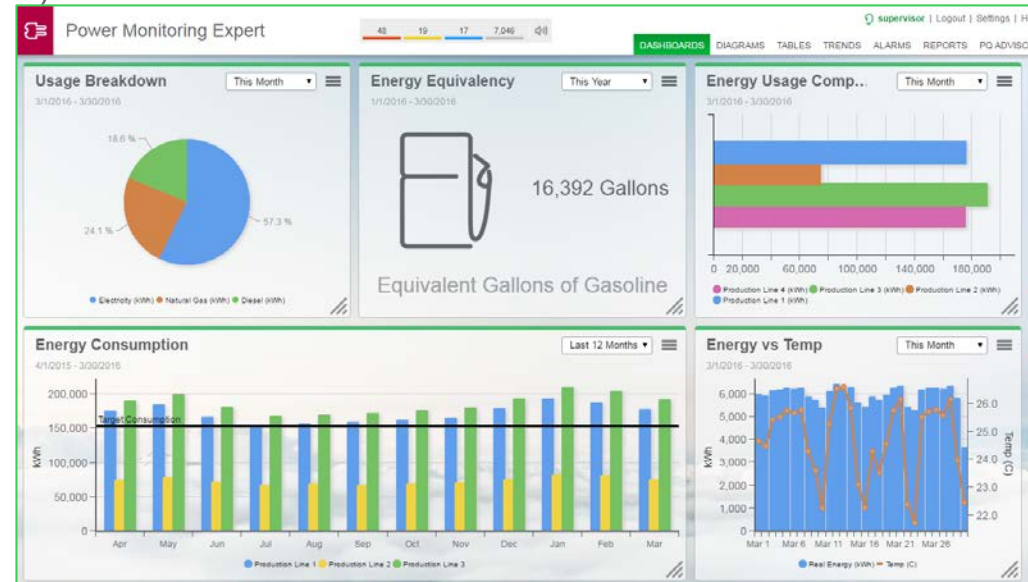


Energy Data Management System
Regular Surveillance
www.tuv.com
ID 0000043069



Allocate usage to departments or processes:

- Collect, calculate and allocate usage to buildings, departments, processes, shifts, lines, or equipment
- Reduce expenses, enable best practices and validate all your conservation initiatives
- Track non-electrical utilities, Water, Gas, etc (WAGES)



PME Starter Edition Delivers Energy Management

Demand and Power Factor Management

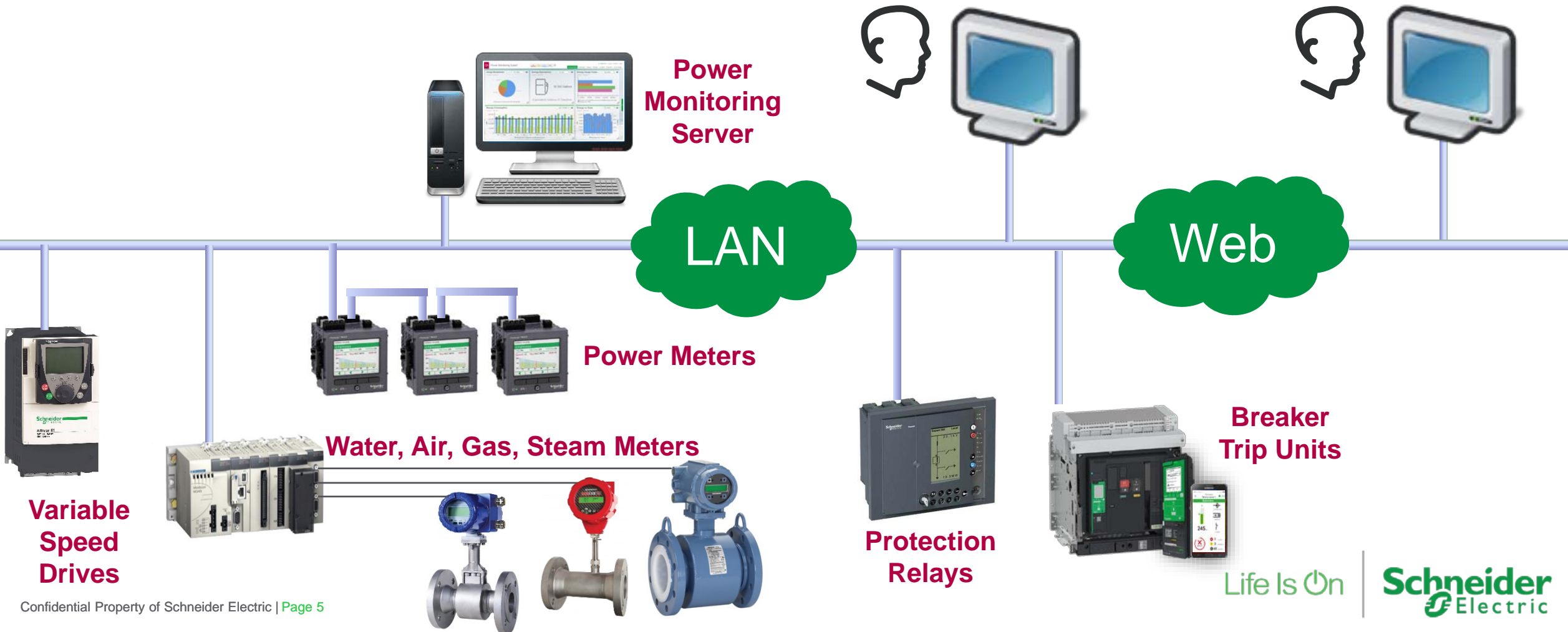
Reduce peak demand, power factor penalties

- Alert on demand levels, analyze trends to identify demand reduction and load shifting opportunities
- Identify locations of poor power factor
- Justify power factor improvement
- Monitor capacitor banks



PME Starter Edition Architecture – Simple & Powerful

PME Starter Edition has a simple architecture



What is the PME Starter Edition?

- > A BASIC PME system TVD package containing:
 - > Basic PME system demo
 - > Basic PME proposal template for RFP/RFQs
 - > Basic PME system TVD document with standard scope of work
 - > Vista diagram background images
- > A special reference (PSWSYNCZZSPEZZ) that includes:
 - > Base Power Monitoring Expert 8.2 software licence **(No PQ Reports and no SBO Connector)**
 - > 1 x Engineering Client license
 - > 2 x Web Client licences
 - > 1 x DL-S high-end device licence
 - > 9 x DL-E entry-level device licences

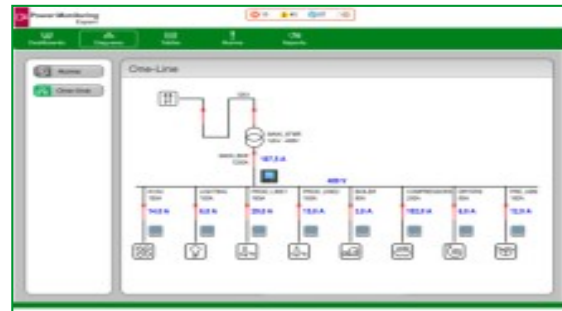
Starter Edition is the only part number you can order by itself for a new system

It's standardization: It's predefined...

2 Dashboards

2 Diagrams

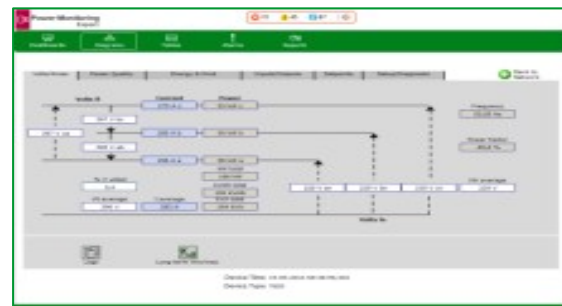
4 Reports



Tables

Power Monitoring System - Main Line Summary table. It displays a table with columns for various metrics and their values.

Category	Value	Unit	Value	Unit
Active Power	105.9	kW	105.9	kW
Reactive Power	105.9	kVAr	105.9	kVAr
Complex Power	105.9	kVA	105.9	kVA
Energy Usage	199,138.3	kWh	199,138.3	kWh
Energy Demand	105.9	kW	105.9	kW
Energy Cost	105.9	\$	105.9	\$
Energy Losses	105.9	kWh	105.9	kWh
Energy Efficiency	105.9	%	105.9	%
Energy Reliability	105.9	%	105.9	%
Energy Availability	105.9	%	105.9	%
Energy Security	105.9	%	105.9	%
Energy Sustainability	105.9	%	105.9	%



Who is the PME Starter Edition for?

- > For sales, marketing, tendering and project execution teams who need to promote, demonstrate, propose, quote and deploy BASIC power monitoring or energy management onsite solutions when:
 - > Customer requirements are basic, high level and lacking in detail
 - > There is no opportunity to investigate the real customer requirements

How can I ...
Deploy a **Basic Power Monitoring Expert System** in a very short time?

Power Monitoring Expert
Schneider Electric

Why create the PME Starter Edition?

- > This Edition lets you sell Power Monitoring Expert software more like a product – more transactional
- > This low cost offer opens the door for future sales opportunities
- > There are more opportunities to quote PME than there are resources to investigate the specific requirements
- > Many projects are focused on hardware sales but “software” must be supplied with the project without any real customer requirements

Easy to Sell

Easy to Quote

Easy to Deliver

PME Starter edition FAQ

> Q: What if I need more than 10 devices?

> A: The PME Starter Edition is fully expandable using standard PME part numbers.

> Q: What if I need features that are not included in the Starter edition?

> A: The PME Starter Edition includes most features of the standard PME software offer (except PQ reports). (Be sure that your project quotation considers any additional required service time to setup those additional features.)

> Q: Can I upgrade the PME Starter Edition to standard PME?

> A: Yes. You can upgrade using a PME Upgrade part to enable the rest of the functionality.

Where can I get the PME Starter Edition sales demo and spec?

- > Download the Starter Edition Controlled Sales Demo from Box folder:
 - > <https://schneider-electric.box.com/s/ethvyibtdyanc17vlctpvweu56p8679n>
 - > This is not a live system
 - > It is great for showing examples of the web client applications
 - > It has real examples of exactly what will be delivered in the PME Starter edition
- > Get the spec here:
 - > <https://schneider-electric.box.com/s/qa5mx6va2nrwf26z8tgj83pnxiisxg85>



Make the most of your energySM