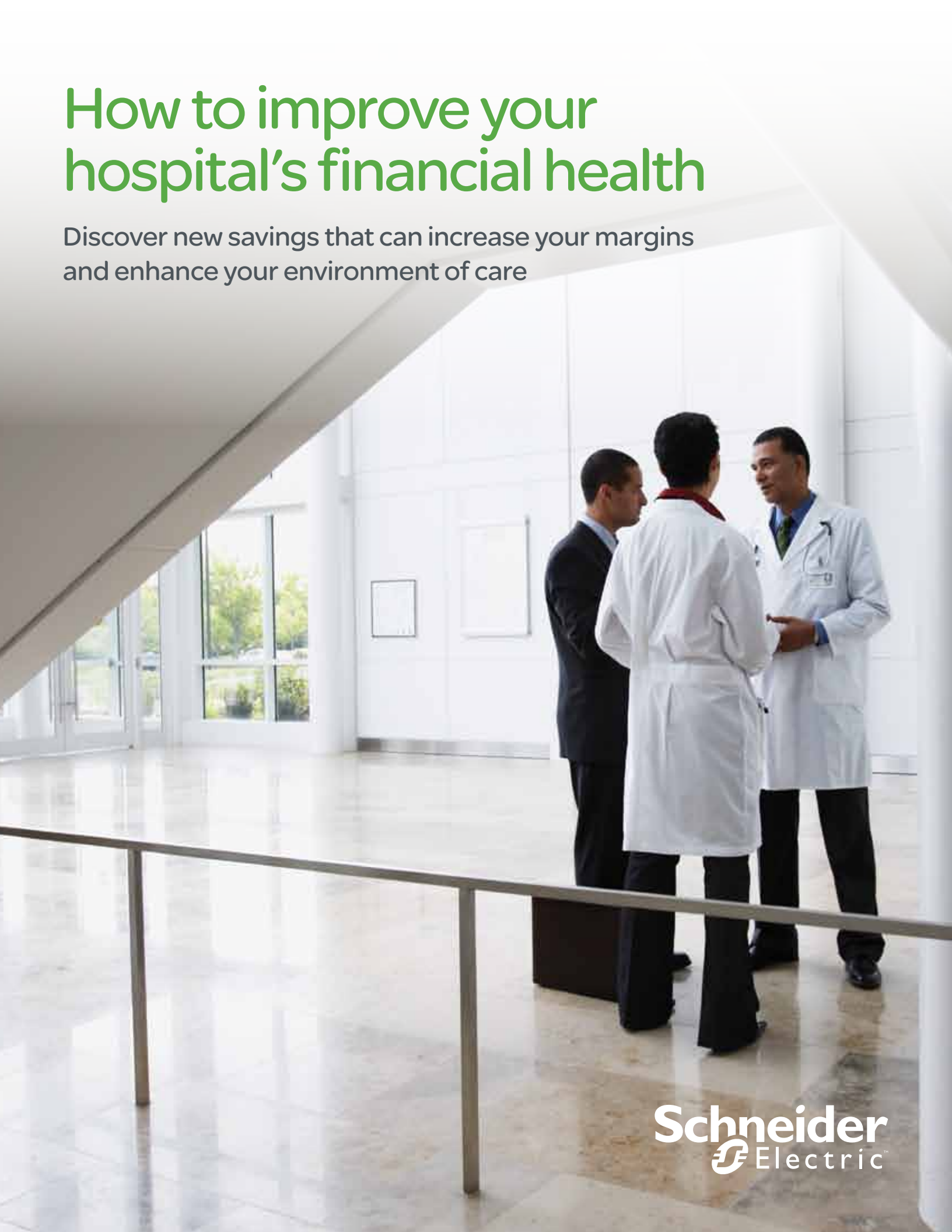


How to improve your hospital's financial health

Discover new savings that can increase your margins and enhance your environment of care



Meet your financial goals

Now, easily increase savings and productivity by using new energy efficiency methods



On average, a hospital spends \$75 per day on energy per patient while spending only \$66 per day for pharmaceuticals per patient

In today's economy, keeping a hospital economically healthy without risking the environment of care is a daunting task. Administrators have traditionally looked to high-cost areas, such as staffing, services, and equipment budgets, to cut expenses. Unfortunately, these types of cost-cutting methods come with risks that could potentially affect patient care, safety, and satisfaction.

At the same time, energy use and costs are rising dramatically, lowering hospital margins and consuming profits that could otherwise be reinvested to help hospital growth and support patient-centric projects.

Now, there is an easier way to improve your hospital's financial health — by increasing energy efficiency. Real, long-term savings can be found by integrating

energy management and monitoring into hospital buildings — for both new construction and retrofit projects. These savings can be achieved through professional services and equipment, making them easy and low-risk for any hospital.

As The Global Specialist in Energy Management™, Schneider Electric™ is uniquely qualified to help you meet these financial goals because we bring collective expertise in building and security management, power distribution and availability, lighting, room control, and IT and server room management.

Deciding how and where to save your hospital money can be painful. Working with Schneider Electric to reduce your building's energy usage is an easy way to improve your hospital's financial health.

Meet the challenge of escalating energy costs and consumption

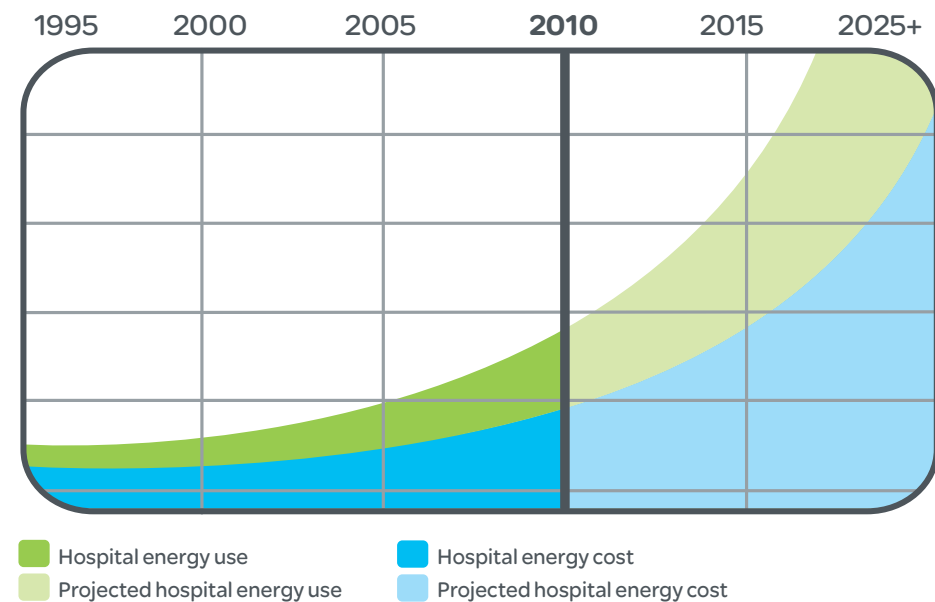
And improve energy efficiency to increase your profit margin by up to 25%

36%

Increase in energy use in healthcare since 1995

25%

Projected increase in energy costs in next five years



Source: Department of Energy, US Energy Information Administration (EIA) Commercial Buildings Energy Consumption Survey



How can you do more with less?

You can't stop energy costs from rising but you can improve how you use that energy — and receive continuous cost savings as a result

25%

Growth potential for hospital margins through improved energy efficiency



Energy costs may represent only 1.5% to 3% of the total expenses, but in a hospital with 5% operating margin, saving \$1 is equivalent to adding \$20 of revenue

The challenge:

How will hospitals deal with increasing financial burdens?

Hospitals are under mounting pressure to create an environment that fosters quality care and ensures safety, while controlling costs and eliminating waste.

Since 1995, energy use by healthcare organizations has increased 36 percent. This trend is likely to continue and get worse because many factors drive energy use in the healthcare industry:

- > The number of people more than 60 years old is expected to nearly triple to two billion by 2050.
- > More and more equipment is needed to improve the quality of diagnoses and delivery of care.
- > There is a desire for IT expansion.
- > Increasing patient comfort is becoming more important.

At the same time that energy use is going up, energy costs are projected to climb 25 percent in the next five years. The financial affect of this will be huge.

Add to this that heightened regulatory standards and efficiency mandates put hospitals at increased risk of noncompliance and fines, and the financial risks for hospitals continue to grow.

The solution:

Rely on the Schneider Electric energy efficiency offer to save money and improve patient care

Healthcare facilities are the second most energy-intensive buildings, using more energy per square foot than any other type of building except food services. Because of this, energy efficiency is key to unlocking capital that is trapped in conventional hospital infrastructure.

Energy efficiency is abundant, clean, and cheap — and available right now to deliver immediate savings for your hospital.

Schneider Electric offers customized and comprehensive energy efficiency solutions that fit your hospital's needs and evolving energy goals without sacrificing patient care standards.

Our offer can be scaled to an entry-level, medium, or advanced investment. With ongoing operational savings, these energy projects typically pay for themselves.

By eliminating energy waste, you can increase your hospital's margin by as much as 25 percent. Or you can spend that money on equipment and patient care. Schneider Electric will help you achieve the savings — how you spend them is totally up to you!

Introducing a new approach that will help you balance your budget

Be more in control and better manage your energy with EnergySTEP and EcoStruxure Active Energy Management

up to **30%**

Reduction in energy costs with an intelligent building

To improve your hospital's financial health, Schneider Electric offers customized solutions that are both flexible and scalable. So now you can choose what works with your budget and have peace of mind knowing that you can seamlessly incorporate upgrades throughout the life cycle of your building to maximize your investment and savings.

EnergySTEP is a global energy services offer framework, with scalable solutions according to your needs and objectives. From minimal investment with a quick payback to a comprehensive approach with ambitious goals, Schneider Electric can provide an offer adapted to your requirements.

EcoStruxure™ Active Energy Management™ allows you to realize marked improvements in energy usage, cost, safety, and your hospital's environmental impact.

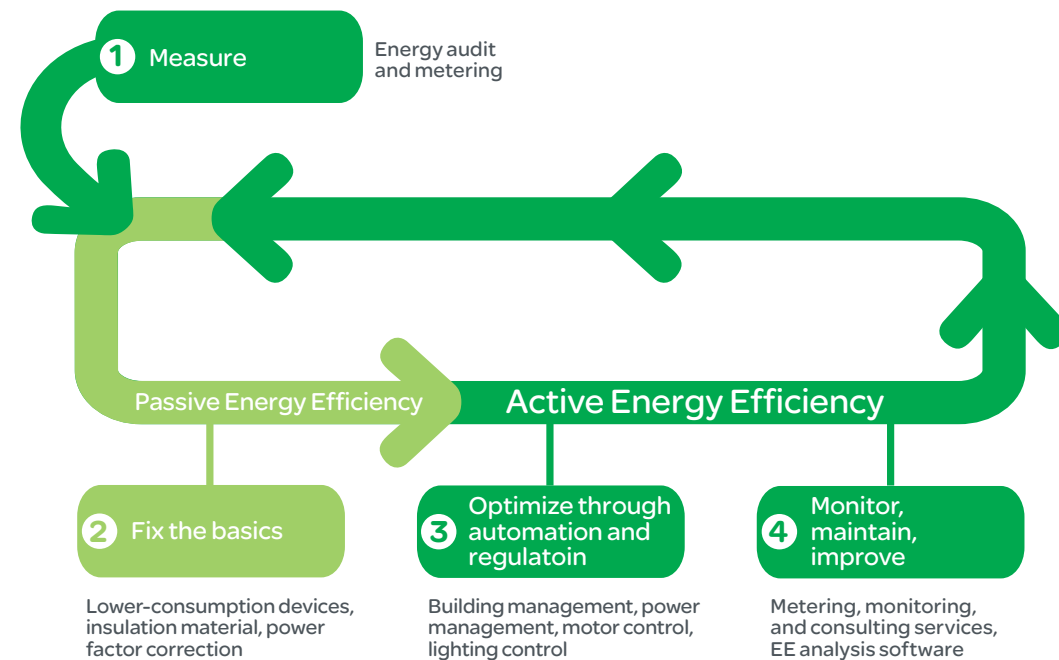
It also increases productivity in your building with integrated systems and processes that save time and allow medical staff to focus more on patients, thereby increasing patient satisfaction.

With the EcoStruxure approach, your hospital can benefit from:

- > Compatibility between all your infrastructure systems and intuitive Web interfaces that keep you in control no matter where you are
- > The ability to see your energy usage and track it so that you can reduce waste and maximize the energy you do use
- > Modular solutions, simplified installation, and system integration that improves building performance.

The method behind the savings

We make it easy to put Active Energy Efficiency™ to work in your enterprise



Don't miss out on the benefits of an intelligent and healthy building

Energy is just the start of what we help hospitals save



With intelligent healthcare solutions by Schneider Electric, you can improve your hospital's financial performance and productivity as well as overall patient safety, security, and satisfaction

A building is more than a static entity of wood or brick. It can be a living, breathing contributor to your hospital's success if you have the tools to manage it well. Schneider Electric healthcare solutions will give you these tools and help you achieve many benefits:

Improved financial performance through advanced energy management

- > Sustainable utility cost savings throughout the life cycle of your building that generate new cash and more capital on an ongoing basis. Receive as much as a 30 percent savings in energy costs over a traditional building.
- > Reduced risk of carbon taxes and penalties as energy efficiency grows more important in the future.
- > The ability to fully comply with regulators and accrediting organizations throughout the life of the building.

Improved financial performance by reducing the risks and costs of patient safety and security

- > Reduced risk of errors because of the integration of patient safety defences into facility systems.
- > Reduced risk of preventable adverse events including infant abductions and unexpected patient departures.
- > Improved patient, staff, and asset security.
- > Reduced risk of power failure, as well as patient injuries or death from power failure or electrical fires.

> An improved healing environment with reduced risk of healthcare-acquired infections due to integration of infection control system.

Improved financial performance by improving patient satisfaction

- > Rooms designed specifically for patient comfort and control.
- > Best-in-class solutions for visitor management and nurse calling.
- > Satisfied patients heal more quickly and leave the hospital earlier, enabling increased patient flow.

Improved financial performance by increasing productivity

- > A reliable, scalable, and energy-efficient IT infrastructure to support new productivity-enhancing initiatives such as electronic health records (EHR) and picture archive communication systems (PACS).
- > Increased staff productivity through tools and dashboards that can provide access to the right information at the right time, from operating room environment data to an overview of the entire facility.
- > Creating an easier-to-maintain hospital building through systems that allow for better predictive maintenance planning.

Your benefits come from working with the right full-service partner

Introducing the team that will save you headaches throughout your project and beyond



Schneider Electric Certified Energy Architects for Healthcare can provide expert project management services throughout your project and building life cycle to keep your hospital fully optimized

Schneider Electric complements its energy services and intelligent infrastructure solutions with expert project management services. We consider it important to not only help you reduce your energy costs but to be there throughout the entire life cycle of your hospital. We can help you maintain and optimize your infrastructure for many years, sustaining your energy efficiency and cost savings. As your trusted advisor, we will ensure that you remain on the forefront of building innovation as new technology and new mandates come about.

Our Certified Energy Architects for Healthcare

- > Analyze your hospital's energy usage and provide guidance and advice to help you optimize energy management and meet

building performance, sustainability, and financial goals.

- > Bridge any gaps between technology providers and the end user, facilitating the design of an integrated, energy-efficient, and low-maintenance hospital building.
- > Reduce complexity for your hospital executives and directors by minimizing the number of contractors and businesses they must directly work with during project execution.
- > Provide ongoing services to maintain and optimize your building throughout its life cycle.

Learn what others already know: Schneider Electric delivers

Our customers' results show the value of our work

The Quirón Group

The Quirón Group in Spain has 760 beds on six campuses. It employs 1,230 people. Schneider Electric provided an integrated solution for the entire infrastructure.

- > Reduced operating costs by up to 38 percent based on energy savings. Also increased flexibility and reliability due to having a single point of contact and integrated systems that are easier to use and maintain.

Region Fastigheter

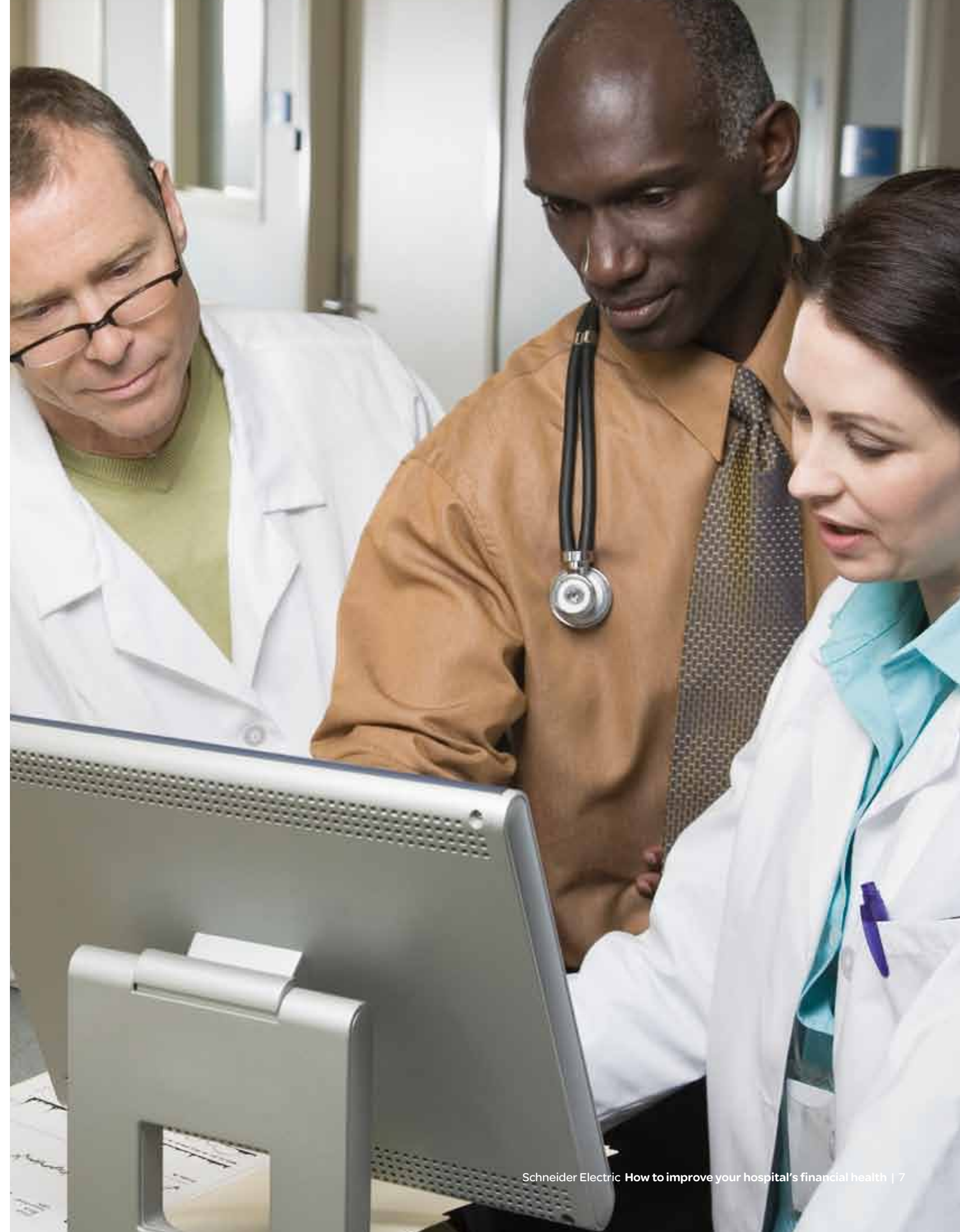
Schneider Electric completed an energy analysis for Region Fastigheter, the largest property owner in Sweden including three hospitals.

- > The analysis found that significant savings were possible in heating, electricity, and water consumption. The savings potential was estimated as being up to 30 percent, which equals \$1 million per year.

Lyell McEwin Hospital

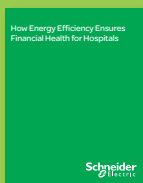
Located in Adelaide, Australia, Lyell McEwin is undergoing the final phase of an \$85 million redevelopment project to create new departments, including an intensive care unit, birthing suite, and medical imaging facilities.

- > Reduced construction and operating costs that will allow the project to achieve a five-year ROI with systems maintenance management.



Take your next step with these FREE materials from Schneider Electric.

Visit **SEReply.com** and enter key code **XXXXXX** or call 000-000-0000



Download the FREE white paper 'How Energy Efficiency Ensures Financial Health for Hospitals'



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Schneider Electric Industries SAS

1415 South Roselle Road
Palatine, IL 60067-7337
Tel.: +1 000 000 0000
www.schneider-electric.com

