Now exceed your performance goals with Schneider Electric

Retail solutions to improve building efficiency and optimize operations in stores, data centers, and distribution centers across your enterprise
It’s a challenging time for retail businesses

Individual stores as well as malls, restaurants, and entertainment complexes all share a primary goal of maximizing sales while battling:

- Rising energy costs
- Aging infrastructure
- Low profit margins
- Shrinkage
- Inconsistent processes

How do you address these challenges while protecting your bottom line?

Introducing solutions that add value to your business

Our deep retail market expertise and tailored solutions make us uniquely qualified to deliver on this promise:

In an industry that faces single-digit margins and dynamic market conditions, it’s no surprise that retail businesses must be hyper-focused on cost. From the back end to sales floor operations, everything needs to run smoothly to protect the bottom line.

Whether you’re embarking on a new construction or retrofit project, you can realize significant savings by working with Schneider Electric. Our retail solutions improve building efficiency, allowing you to optimize operations in stores, data centers, and distribution centers across your enterprise.

These customized, integrated solutions in power, automation, energy, and security deliver:

- **Efficiency**
  - Reduce capital and operating expenses through electrical and operational efficiency.

- **Visibility**
  - Gain valuable insight into your business for continuous improvement.

- **Long-term support**
  - Achieve peace of mind with energy, sustainability, and building life cycle services.

- **Business continuity**
  - Keep goods moving and customers satisfied with an optimized supply chain.
Because our solutions deliver critical business insight

Get the information you need to make your retail business more profitable, sustainable, and secure

You need more visibility as to what’s happening within your business — from the sales floor to data centers and distribution centers. That’s where Schneider Electric can bring you value. We offer an integrated approach that unites multiple systems on one network across your enterprise from a single software platform. Once integrated, data from those systems is assimilated and converted into information that empowers informed decisions and actions in the day-to-day operations of your business. Get a clearer picture of how your business is performing today.

Our software solutions help monitor and control:
- Energy consumption per square meter
- Sustainability reporting on energy, carbon, waste, water, etc.
- Shrinkage and loss prevention

So you have more accurate data to improve and report on:
- Sales per square meter
- Profit per square meter
- Cost per square meter

Did you know?

25%
A 1-point improvement in shrinkage could represent a 25% increase in net profit.

10%
A 10% reduction in energy costs can boost net profit margins up to 1.55% and sales per square meter by €60.

Partnering with a trusted advisor makes your project easier

Meet your deadlines with a dedicated team from Schneider Electric

Present in 190 countries, Schneider Electric has both a global presence and a local reach. This means we have the expertise, experience, and methodology to serve small retail businesses as well as global retailers with hundreds of locations. We provide you with consistent products and customer service, lowering your project risk and addressing even the most wide-reaching supply chains.

Building relationships
Why should you work with us? Because Schneider Electric helps retail businesses exceed performance goals by developing long-term relationships, not one-time transactions. We begin by spending time in your facilities to understand how you’re currently operating and where we can bring you the most value. This ensures that the solution we deliver right from the design phase is truly tailored to address your business drivers.

Proactive project management
We understand you’re busy and working under tight deadlines. And for both new build and retrofit projects, meeting predetermined store opening dates is crucial to meeting sales forecasts and schedules. That’s why we provide expert project management to keep everything on track. We ensure that one point of accountability is assigned to engage with all stakeholders for a seamless construction process, minimizing the number of contractors you have to work with directly.

Scalable and flexible solutions
Not only are we easy to work with, but our solutions are fully customized with the flexibility to grow or scale back based on your changing business needs. Through our open architecture and protocols, as well as integration with third-party products, we’ll work with the systems you already have in place, saving you both money and time.

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Reduce CapEx and OpEx without compromising the customer experience

Discover all the areas Schneider Electric can improve efficiency in your facilities.
Experienced professionals deliver comprehensive energy and sustainability services

Energy sourcing, rate, and tariff optimization
We'll help you find and apply the best energy-sourcing strategy. Once we assess your unique situation, our experts advise you to produce or buy energy and offer professional consulting when it comes to choosing energy sources and suppliers.

Demand-response management
Consulting and operation services for demand-response networks help you mitigate the risks related to demand peaks.

Risk assessment and reliability
Schneider Electric provides audit and risk assessment services, helping you define the best strategies for energy reliability, including backup systems and continuity measures.

Energy monitoring and analysis
We offer specialized on-site and remote monitoring services, as well as comprehensive data analysis that helps identify savings opportunities.

Sustainability services
Consumer demand for environmentally-friendly business practices continues to rise. Where are you on the road to sustainability? Schneider Electric helps you manage this complex challenge by delivering strategy, technology, and implementation to drive successful sustainability programs. We work with you to evaluate your risks and opportunities, developing a corporate sustainability strategy that’s both economically and environmentally viable. Achieve peace of mind by implementing specific, actionable goals while making a significant impact on your brand and the triple bottom line — people, planet, and profit.

Our end-to-end solutions set and expertise create a proven formula for success. Some of the sustainability services we provide retail businesses include:

- **Web-based reporting metrics**
  - Carbon and GHG emissions
  - Water and waste
  - Other environmental impacts

- **Cost-effective program implementation**
  - Energy optimization
  - Carbon management
  - Renewable energy optimization
  - Carbon offset project development
  - Corporate messaging

Did you know?

- **$20B**
  - Retail companies spend nearly $20B each year on energy.

- **35 years**
  - We have 35 years of experience leading clients to cost-effective and sustainable energy.

- **4,500+**
  - Our 4,500+ clients include multinational and regional companies.

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How to take control of your largest controllable operating expense — energy

Rising energy costs call for a comprehensive energy management strategy

At Schneider Electric, we see effective energy management as a life cycle that begins and ends with strategy. We can support you at every stage of the energy management life cycle and answer the questions that bring you maximum return on energy investment. Whether you require professional support at one of the stages in the energy management life cycle or a holistic, streamlined approach, our comprehensive offer is designed to meet all your needs.

**What is my strategy?**
Our experts can help you prepare a strategic plan and align your business goals.

**How do I buy?**
We can help you negotiate the best terms with energy suppliers to optimise return on investment and minimize risk.

**How do I control?**
Our experienced specialists help you monitor and control your energy, thanks to our software and personalized applications.

**How do I optimize?**
Our experts deliver a broad offer of energy efficiency services and help implement the right solutions for your business.

**How am I performing?**
With our global services offer you will be able to track energy consumption and energy management initiatives.

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Cabela’s saves $1M in energy costs with Schneider Electric

The outdoor gear retailer based in Sidney, Nebraska, uses lighting controllers, occupancy sensors, and building automation to control costs.

Retail facilities use well-designed lighting to draw customers to merchandise. But consider the cost: 50 percent of a typical energy load is dedicated to lighting. To balance the need for both adequate lighting and energy efficiency, Cabela’s implemented lighting control technology. New stores are 21 percent more energy efficient than existing stores and Cabela’s has saved roughly $1 million in energy costs.

A Schneider Electric team assisted in commissioning the lighting control system and developing schedules to control indoor and outdoor lighting. New stores use intelligent lighting-control panelboards, occupancy sensors, and power meters with Ethernet access so lighting schedules can be changed via the Internet. Regional facilities managers can make adjustments to account for nuances in a store’s workflow using a menu-based software program that allows them to easily alter schedules, create new zones, and set alarms for circuit-breaker trips. In addition to lighting controls, equipment and building standardization help the facilities team better manage energy use. Square D PowerLogic™ power meters are standard in all new stores, allowing Cabela’s to track energy usage of individual stores throughout the year.

“Our second-greatest cost, after labor, and it hits the bottom line directly, is energy costs. About 50% of our buildings’ electrical load is dedicated to lighting on most days. The best way to save energy is to not consume it in the first place.”
— Dave Hampton, Corporate Facilities Manager

Choose to become more profitable, sustainable, and secure today

With your focus on cost and our focus on efficiency, we’ll make a great team

It’s time to work with a company that truly understands the bigger picture. As you begin your building project, you need solutions that will deliver long-term value to your business, employees, and customers. That’s what Schneider Electric provides right from the design phase. We leverage our global brands and expertise in the retail market to bring you the highest quality products and services in automation, power, energy, and security. Now it’s possible to meet opening deadlines while reducing spend and protecting your bottom line.

By working with Schneider Electric, you’ll also gain an edge over competitors by thinking more strategically about energy consumption and sustainability initiatives. We have experts who can advise you on the risks and opportunities present in each of these areas, especially as they relate to your unique business drivers.

Contact us to find out how Schneider Electric can help you enhance your customers’ buying experience and exceed your performance goals today.