

**IT** all starts with the first move

# IT Infrastructure Modernisation

Partner Guide

Advancing Energy Tech

**Schneider**  
Electric

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# Every infrastructure refresh is a potential growth opportunity



An IT infrastructure refresh is no longer just about replacing ageing equipment.

Customers are under pressure to maintain uptime, reduce energy costs, manage increasingly distributed environments, and prepare for AI-driven workloads. As these demands grow, **infrastructure decisions are becoming more strategic.**

For IT partners, this creates an opportunity to move beyond a like-for-like replacement and uncover broader customer needs.

A refresh may solve today's issue. **Modernisation helps customers prepare for what's next**, while creating larger and more valuable opportunities for partners.



Infrastructure replacement is often the start of a wider **modernisation conversation.**

Modernisation conversations are no longer about devices alone. Customers are seeking partners who can help deliver **resilience, visibility, sustainability, and AI readiness.**



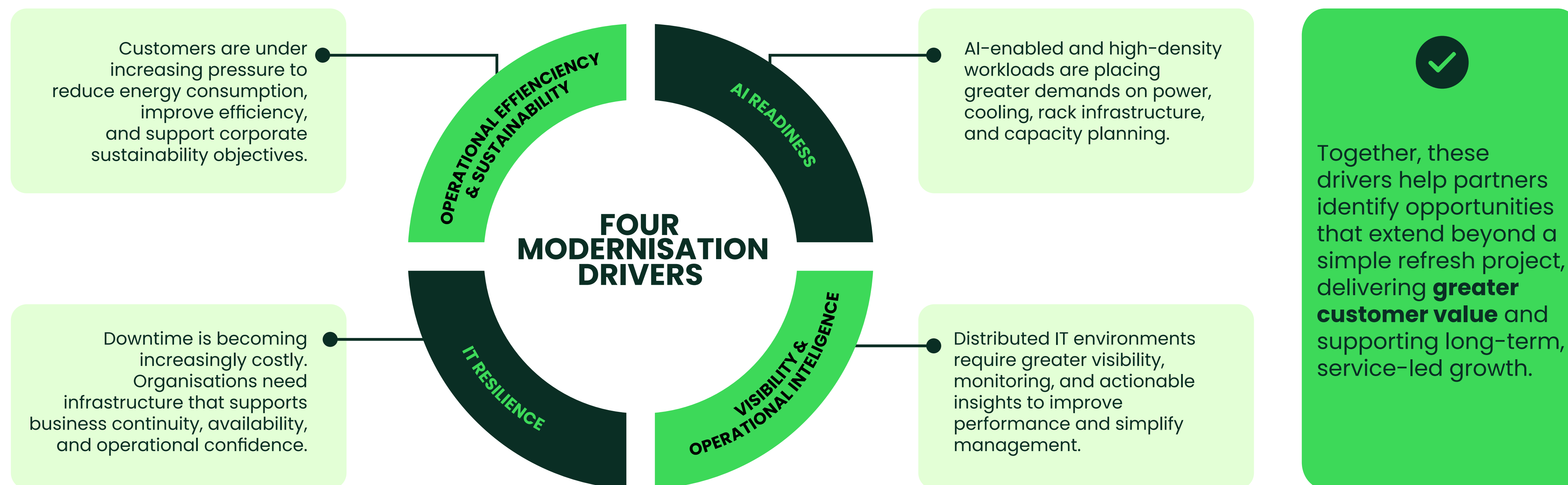
**83%**

of partners see growth coming from software and services\*

\*Source: Omdia, cited in Schneider Electric and Omdia Refresh & Modernisation webinar, 2026.

# Changing IT demands are expanding the modernisation opportunity

What's driving customer conversations? Today's infrastructure environment is being shaped by four major business priorities:



# Refresh vs. Modernisation

A refresh solves today’s problem. Modernisation prepares for tomorrow’s opportunities.

A customer conversation may begin with the need to replace an ageing UPS, battery, rack, or cooling system. A refresh addresses that immediate requirement. Modernisation expands the conversation across the broader IT environment to improve performance, visibility, resilience, efficiency, and readiness for future growth.

## REFRESH

Replaces ageing or unsupported infrastructure to restore performance and reliability.



### WHAT IT ADDS

Restores reliability, performance, or capacity by replacing individual infrastructure components.



### PROJECT SCOPE

Focused on individual hardware replacement and deployment.



### CUSTOMER VALUE

Addresses an immediate infrastructure need and reduces near-term operational risk..



### PARTNER OUTCOMES

Typically transactional and focused on a specific replacement project. Reduces near-term operational risk. Addresses what is ageing today.

## MODERNISATION

Aligns infrastructure with future business needs, operational goals and emerging technology requirements.



### WHAT IT ADDS

Connects power, cooling, racks, monitoring, software, and lifecycle services to improve the performance of the complete environment.



### PROJECT SCOPE

Connects multiple infrastructure domains into an integrated solution.



### CUSTOMER VALUE

Delivers measurable business outcomes and improves visibility, control, efficiency, resilience, scalability, and readiness for higher-density workloads.



### PARTNER OUTCOMES

Creates a consultative, multi-phase relationship that can extend across the infrastructure lifecycle. Enables long-term growth, innovation and AI readiness. Prepares for what the business will need tomorrow.

# Why partners should care

More value for customers. More opportunity for partners.

Customer requirements are changing, and so is the role of the IT partner.

Organisations are looking for guidance on resilience, visibility, sustainability, and AI readiness, not just infrastructure products. Partners that engage in these broader conversations can expand project scope and position themselves as trusted advisors.



Modernisation transforms transactional projects into **strategic customer engagements**.



## Modernisation opportunities can help partners:

- Increase project value
- Attach software and services
- Create recurring revenue opportunities
- Strengthen customer relationships
- Drive long-term business growth

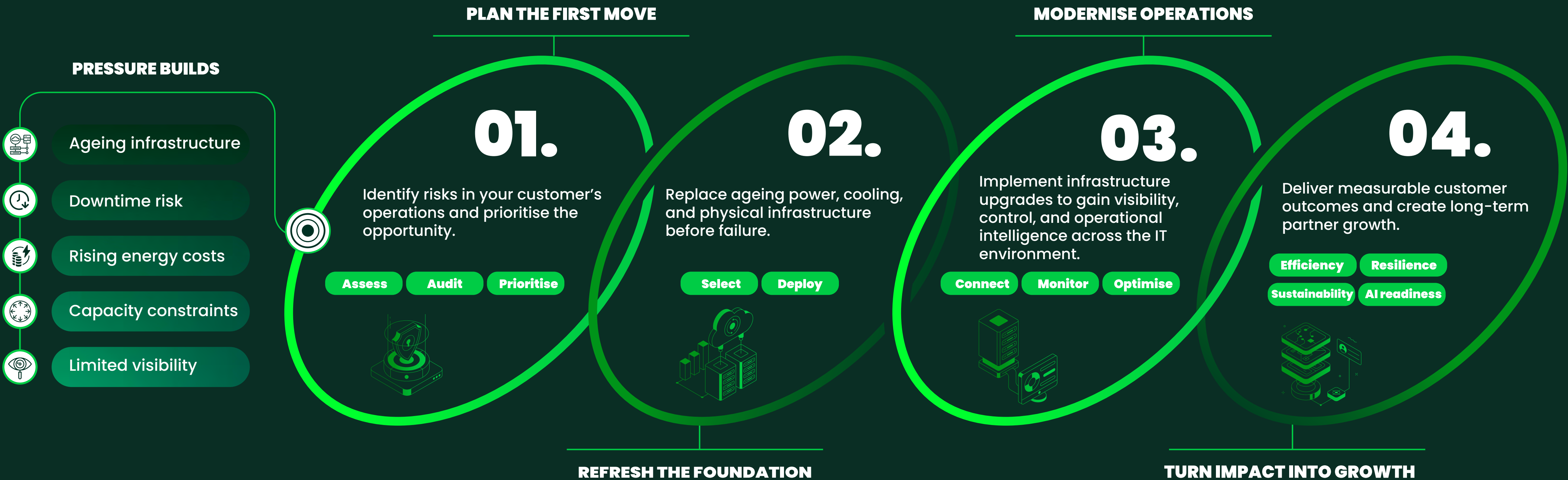
## Customer outcomes you can deliver:

- Improved operational efficiency
- Better infrastructure visibility
- Greater resilience and uptime
- Enhanced sustainability performance
- Enhanced sustainability performance

# The Modernisation Journey

A framework to help partners uncover bigger opportunities

Turn infrastructure refresh into a chain reaction of reliability, intelligence, resilience, and growth.  
Rather than starting with a device that needs to be replaced, start with customer priorities and business outcomes.



IT all starts with the first move

# From infrastructure refresh to business outcomes

Every customer conversation starts with a challenge. The most successful partners look beyond the immediate requirement to uncover broader modernisation opportunities.

Explore four common customer environments to identify pain points, assess infrastructure readiness, and connect refresh projects to long-term business outcomes.

**Choose a  
modernisation  
opportunity to  
explore**

**01.**

## Workplace Continuity Modernisation

Modernise end-user productivity and business continuity.

[VIEW CASE](#)**02.**

## Distributed Edge & Branch Infrastructure Modernisation

Modernise distributed sites with greater visibility and resilience.

[VIEW CASE](#)**03.**

## Server Room Modernisation

Improve efficiency, visibility and resilience for critical business applications.

[VIEW CASE](#)**04.**

## AI-Ready Edge & Small Data Centre Modernisation

Prepare higher-density environments for AI, analytics, HCI and scalable growth.

[VIEW CASE](#)

CASE 01.  
WORKPLACE  
CONTINUITY  
MODERNISATION



**CUSTOMER SITUATION**  
Customers are refreshing PCs, workstations, PoS systems, kiosks, ATMs or other business-critical endpoints – while power protection is often several years old and managed reactively.

- SMB offices
- Professional Services
- Retail
- Hospitality
- Clinics
- Education
- Branch Offices



**PARTNER OPPORTUNITY**  
Refresh neglected power protection and turn an endpoint refresh into a broader continuity conversation.



**MODERNISATION PLAY**  
Refresh the endpoint. Modernise the protection. Add visibility. Extend the lifecycle.

OPEN THE CONVERSATION & ASSESS THE NEEDS

BUILD THE SOLUTION

OUTCOMES DELIVERED

1. How old is the UPS infrastructure supporting the devices being refreshed?
2. Do you have visibility into UPS health, status and power events?
3. When were the batteries last replaced, and how is their lifecycle managed?
4. Could new workplace devices require better availability than the current UPS can provide?

Resilience & Efficiency

Protect

Optimise



- Back-UPS BE, BR/BK
- Replacement Battery Cartridges
- EcoCare

Visibility & Control

Monitor



- SmartConnect for Back-UPS
- PowerChute Serial Shutdown

Improve employee productivity

Reduce downtime and disruption

Strengthen business continuity

Gain visibility of power protection assets

SOLUTION ADVANTAGE

Applicable Back-UPS BR/BK models offer up to **70% longer runtime** than competing solutions and **up to 98% efficiency** on selected new models. SmartConnect adds **remote visibility and proactive monitoring**.

CASE 02.  
DISTRIBUTED  
EDGE & BRANCH  
INFRASTRUCTURE  
MODERNISATION



**CUSTOMER SITUATION**  
Customers operate branches, stores or remote sites with small racks supporting networking, connectivity, CCTV, local applications and edge workloads. Common gaps are ageing UPSs, limited monitoring, no environmental visibility and reactive support.

- Retail chains
- Financial branches
- Healthcare
- Hotels
- Franchises
- Convenience & fuel
- Distributed enterprises



**PARTNER OPPORTUNITY**  
Standardise and modernise multiple sites – expanding a refresh project into a repeatable distributed-infrastructure services.



**MODERNISATION PLAY**  
Standardise power. Centralise monitoring. Add environmental intelligence. Prepare every site to scale



CASE 03.  
SERVER ROOM  
MODERNISATION



**CUSTOMER SITUATION**  
Traditional server rooms often support critical applications on infrastructure that is 5-10 years old, with limited visibility into power and cooling, rising maintenance costs and growing compute requirements.

- Manufacturing
- Logistics
- Hospitals
- Universities
- Government
- Financial institutions
- Multi-site organisations



**PARTNER OPPORTUNITY**  
Expand a server-room refresh into a broader modernisation engagement spanning power, cooling, monitoring and lifecycle services.



**MODERNISATION PLAY**  
Protect critical workloads. Measure infrastructure. Optimise power and cooling. Build room to grow.



CASE 04.  
AI-READY  
EDGE & SMALL  
DATA CENTER  
MODERNISATION



**CUSTOMER SITUATION**  
High-density server rooms, edge environments and small data centres are adding AI inference, analytics, HCI and virtualisation. Capacity constraints, thermal limits, rising rack densities and limited planning visibility can block growth.

- Financial services
- Healthcare networks
- Manufacturing
- Logistics
- Research & education
- Multi-site enterprises
- Data centre operators



**PARTNER OPPORTUNITY**  
Lead a strategic infrastructure transformation – moving from hardware refresh to power, cooling, visibility and capacity planning.



**MODERNISATION PLAY**  
Model demand. Optimise capacity. Protect density. Scale with confidence.

OPEN THE CONVERSATION & ASSESS THE NEEDS

BUILD THE SOLUTION

OUTCOMES DELIVERED

1. Can you monitor capacity, power, cooling and environmental conditions in one view?
2. Can current power and cooling support higher densities efficiently?
3. How are critical workloads protected as complexity increases?
4. Are AI, analytics or HCI workloads planned in the next 12-24 months?

Resilience & Efficiency

Protect

Optimise



- Smart-UPS Ultra
- InRow Cooling DX
  - EcoCare
- Maintenance Bypass Panel
- Replacement Battery Cartridges

Visibility & AI Readiness

Monitor



- NetShelter Advanced Rack PDU
  - NetShelter SX Racks
  - EcoStruxure IT Advisor
  - EcoStruxure IT Design CFD
  - EcoStruxure IT Expert or Data Center Expert

SOLUTION ADVANTAGE

Advanced Rack PDU platforms offer 1% metering accuracy and configurations up to 69 kW; Smart-UPS Ultra lithium-ion batteries can provide up to 3x the life of VRLA alternatives.



Support new high-density workloads confidently



Optimise space and capacity



Scale infrastructure more efficiently



Prepare for AI and digital initiatives



# Modernisation Conversations Cheat Sheet

Customers rarely ask for modernisation by name. They start with a challenge. Use this guide to uncover needs, guide conversations, and connect customer priorities to modernisation opportunities.

|               | CUSTOMER CHALLENGES            | ASSESSMENT QUESTIONS                                                                   | BUSINESS OUTCOMES                                                  | RECOMMENDED SOLUTION STACK                                                       |
|---------------|--------------------------------|----------------------------------------------------------------------------------------|--------------------------------------------------------------------|----------------------------------------------------------------------------------|
| IT Resilience | Ageing UPS batteries           | When were the batteries last replaced, and how is their lifecycle managed?             | Restore power protection performance and reduce failure risk.      | • Replacement Battery Cartridges<br>• EcoCare                                    |
|               | Concern about downtime         | What is the business impact of an outage, and how are critical workloads protected?    | Strengthen business continuity and reduce operational risk.        | • Smart-UPS • Rack ATS • Maintenance Bypass<br>• EcoCare                         |
|               | Virtualised or HCI workloads   | How are critical workloads protected during power events or extended outages?          | Automate graceful shutdown and recovery processes.                 | • PowerChute Network Shutdown Advanced<br>• Smart-UPS                            |
| Efficiency    | Rising energy costs            | Do you measure energy consumption and identify infrastructure inefficiencies?          | Improve energy efficiency across power and cooling infrastructure. | • Smart-UPS • InRow Cooling<br>• Rack PDU • IT Expert                            |
|               | Sustainability reporting needs | Do you have the data required to demonstrate energy performance?                       | Make infrastructure performance measurable and easier to report.   | • EcoStruxure IT Expert<br>• Power Monitoring • InRow Cooling                    |
|               | Cooling constraints            | Are increasing rack densities creating thermal constraints or inefficient conditions?  | Optimise cooling performance and reduce energy waste.              | • InRow Cooling • NetBotz<br>• Environmental Monitoring                          |
| Visibility    | Multiple locations             | Can you monitor and manage critical infrastructure across all sites from one platform? | Centralise visibility across distributed IT environments.          | • EcoStruxure IT Expert<br>• SmartConnect • NetBotz • NMC                        |
|               | Issues are identified too late | How are infrastructure issues currently detected, escalated and resolved?              | Enable proactive monitoring and faster issue resolution.           | • EcoStruxure IT Expert<br>• NetBotz                                             |
|               | Server room refresh            | How do you monitor power, cooling and environmental infrastructure today?              | Create centralised visibility across the complete environment.     | • IT Expert • NetBotz<br>• PowerChute Network Shutdown Advanced                  |
| AI Readiness  | Limited rack capacity          | How are you planning for future space, power and capacity requirements?                | Improve infrastructure and capacity planning.                      | • NetShelter SX<br>• EcoStruxure IT Advisor • IT Expert                          |
|               | Growing compute requirements   | Can the current infrastructure support higher-density workloads?                       | Scale rack and power infrastructure for growing demand.            | • NetShelter SX • Advanced Rack PDU<br>• High-Density Power Solutions            |
|               | Planned AI, analytics or HCI   | Have future power, cooling, rack and capacity requirements been assessed?              | Build an integrated foundation for higher-density workloads.       | • EcoStruxure IT Advisor • IT Design CFD<br>• NetShelter SX • High-Density Power |

# One portfolio. Every step of the modernisation journey.

START WITH ONE NEED. EXPAND ACROSS THE PORTFOLIO

## LIFECYCLE SERVICES

Operate and maintain complex IT environments over the entire solution lifecycle.



## COOL

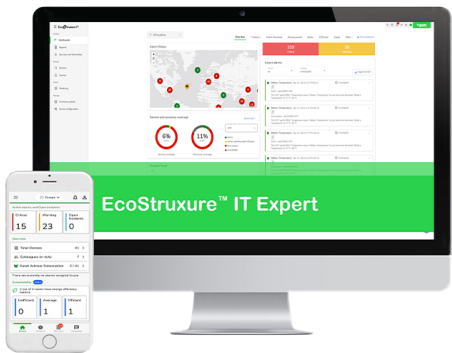
Complete your setup with cooling to maximise IT performance.



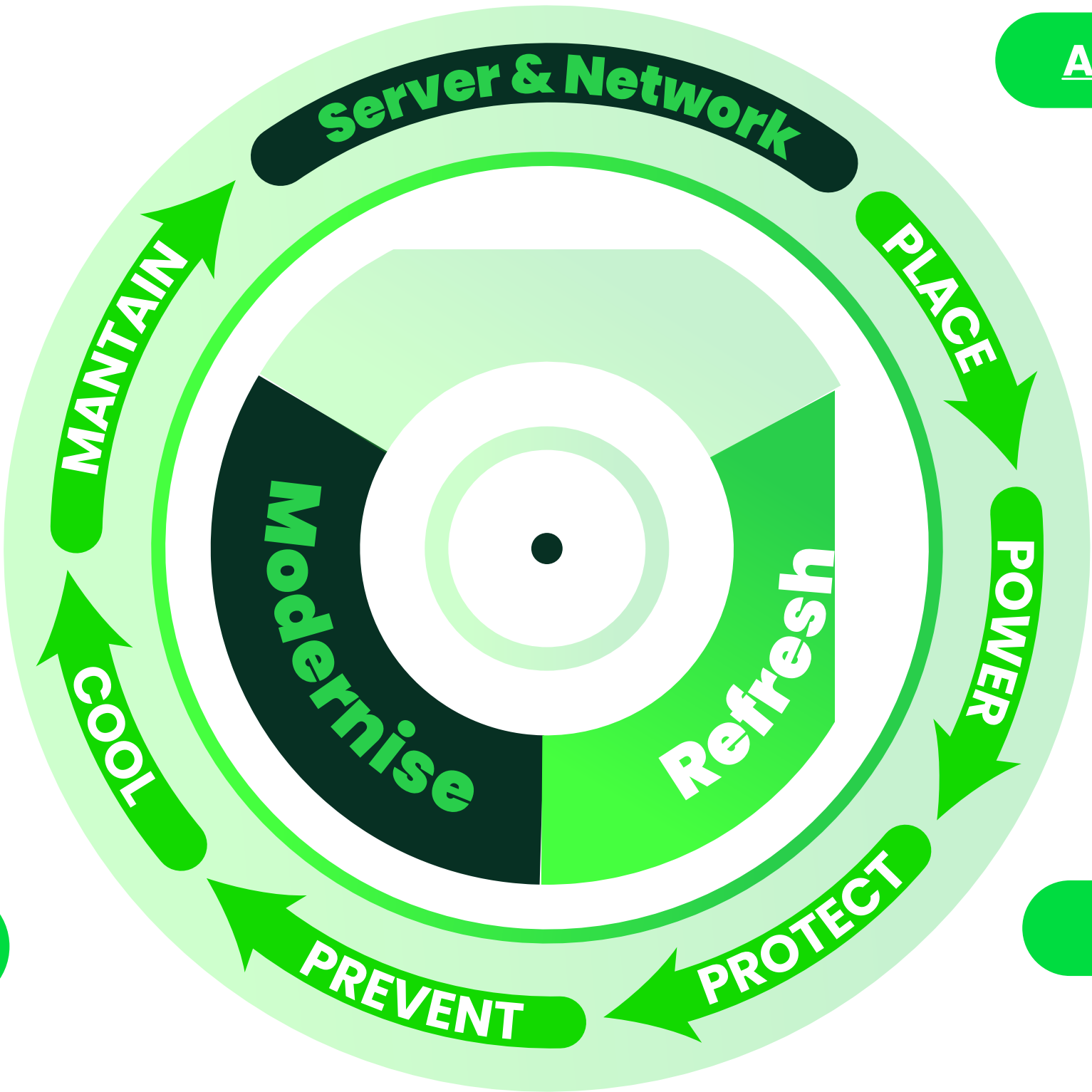
Cooling Solutions

## PREVENT

Add software to simplify, secure, and optimise IT operations.



Monitoring & Planning Software



APC Racks



**PLACE**  
Choose the right racks for your IT infrastructure.



APC PDUs

**POWER**  
Distribute and monitor power efficiently with rack PDUs.



APC UPSs

**PROTECT**  
Ensure operational continuity and equipment protection with a UPS.

# Modernise with Schneider Electric behind you

## PARTNER ADVANTAGE

Move from individual infrastructure refreshes to integrated modernisation solutions, supported by a complete portfolio, specialised expertise, enablement resources and a strong partner ecosystem.

Everything you need to simplify complexity and deliver more customer value.

### COMPLETE PORTFOLIO

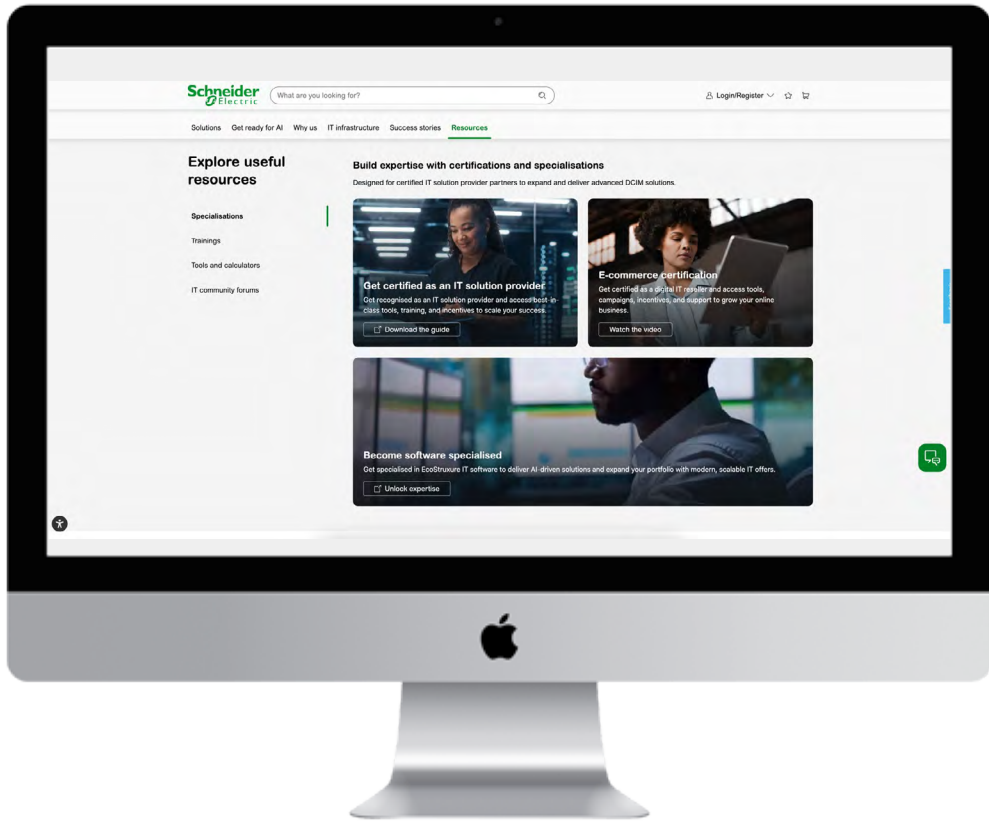
Connect power protection, distribution, racks, cooling, monitoring, software, planning tools and lifecycle services.

### PARTNER ENABLEMENT

Build knowledge and accelerate opportunities with training, configurators, product selectors, sales resources and marketing kits.

### SPECIALIST COMMUNITY

Connect with Schneider Electric specialists and the EcoXpert community while developing capabilities for integrated solutions.



### VISIT OUR WEBSITE

EXPLORE OUR PARTNER RESOURCES

Partner program

Sales & marketing kits

Training

Community

Configurators

Product selectors

### YOUR BENEFIT:

**Simplify complexity, expand solution scope and grow alongside your customers.**

# Let's get you started on your IT solution journey

With decades of leadership in designing and deploying IT infrastructure, we've learned how to make complex IT simple.

And as your trusted partner, we're ready to support you on your next IT project.

Get in touch today

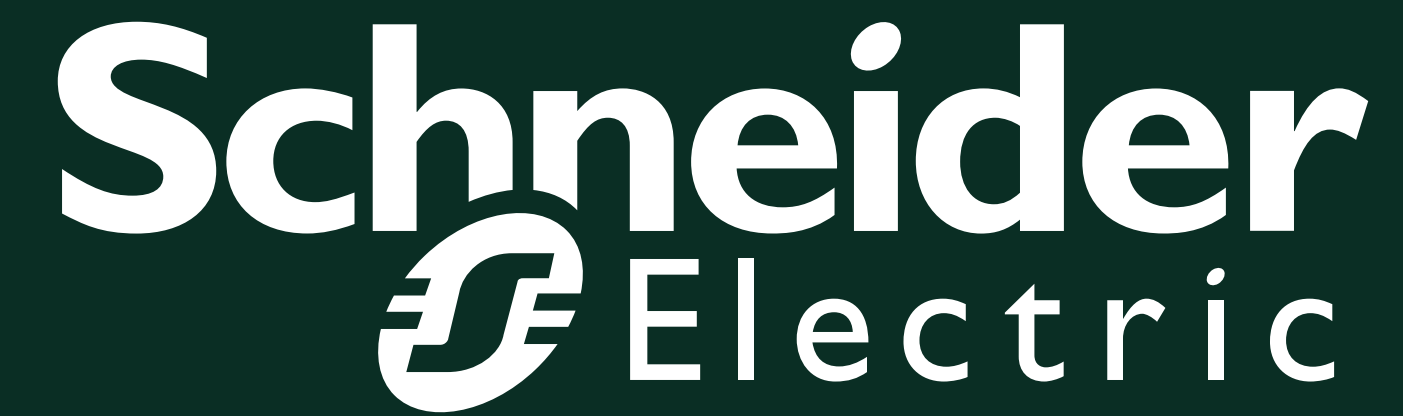
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