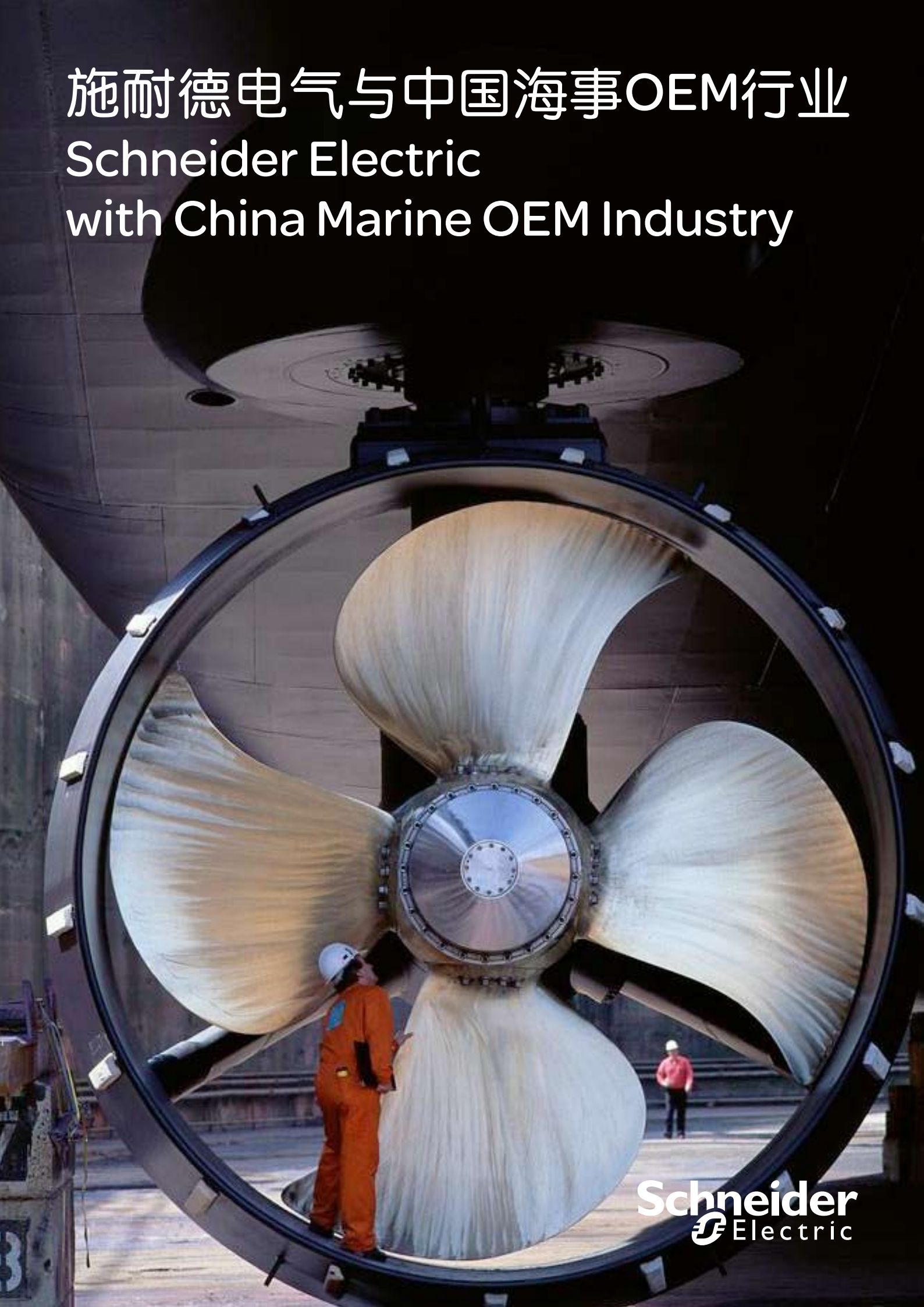


# 施耐德电气与中国海事OEM行业 Schneider Electric with China Marine OEM Industry



**Schneider**  
Electric

# 施耐德电气

## 善用其效 尽享其能



全球能效管理专家施耐德电气为世界100多个国家提供整体解决方案，其中在能源与基础设施、工业过程控制、楼宇自动化和数据中心与网络等市场处于世界领先地位，在住宅应用领域也拥有强大的市场能力。致力于为客户提供安全、可靠、高效的能源，施耐德电气2010年的销售额为196亿欧元，拥有超过110,000名员工。施耐德电气助您——善用其效，尽享其能！

## 施耐德电气在中国

1987年，施耐德电气在天津成立第一家合资工厂梅兰日兰，将断路器技术带到中国，取代传统保险丝，使得中国用户用电安全性大为增强，并为断路器标准的建立作出了卓越的贡献。90年代初，施耐德电气旗下品牌奇胜率先将开关面板带入中国，结束了中国使用灯绳开关的时代。

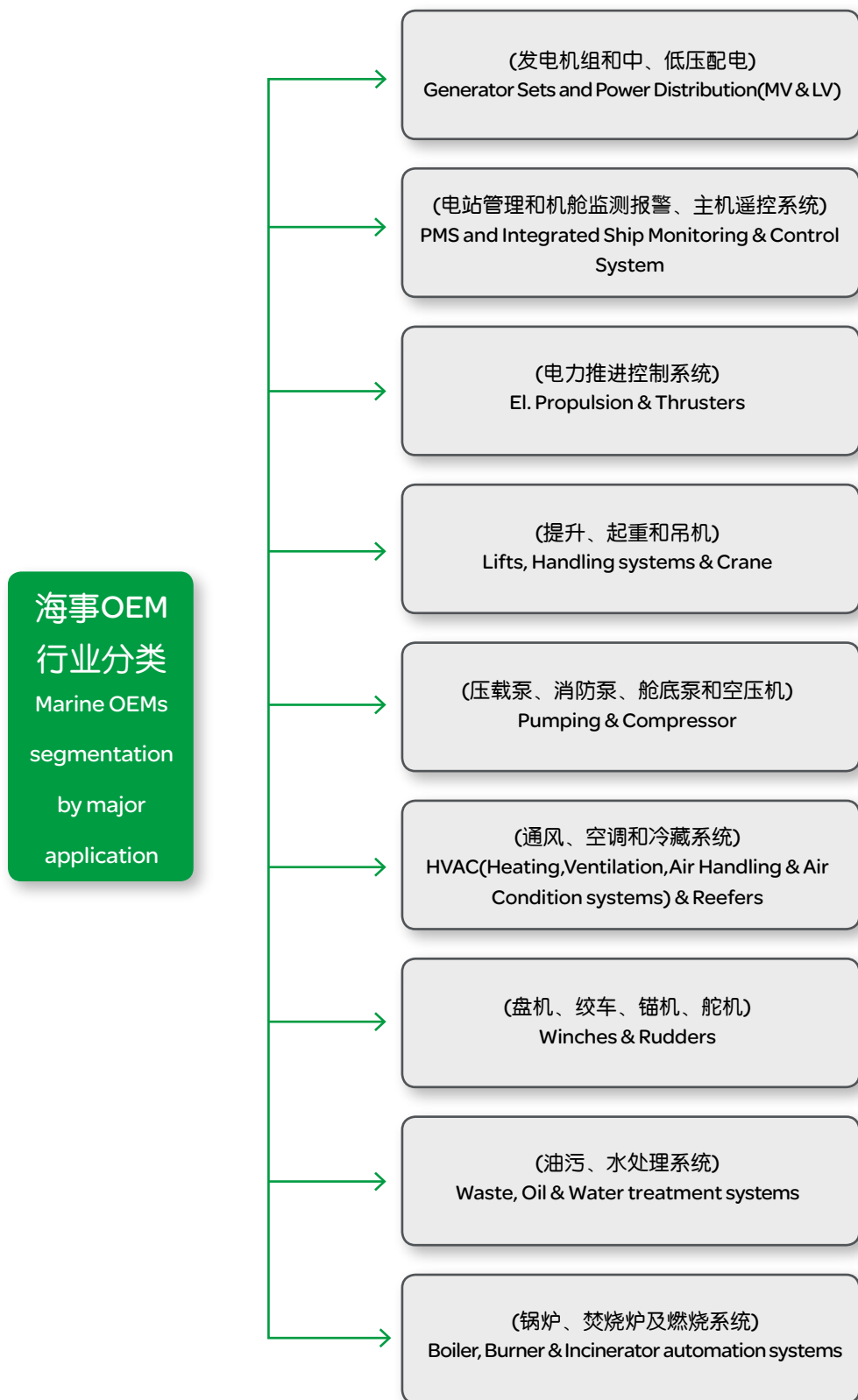
施耐德电气的高额投资有力地支持了中国的经济建设，并为中国客户提供了先进的产品支持和完善的技术服务，中低压电器、变频器、接触器等工业产品大量运用在中国国内的经济建设中，促进了中国工业化的进程。

目前，施耐德电气在中国共建立了77个办事处，26家工厂，6个物流中心，1个研修学院，3个研发中心，1个实验室，500家分销商和遍布全国的销售网络。施耐德电气中国目前员工数近22,000人。通过与合作伙伴以及大量经销商的合作，施耐德电气为中国创造了成千上万个就业机会。

## 施耐德电气 EcoStruxure™ 能效管理平台

凭借其五大市场的深刻了解、对集团客户的悉心关爱，以及在能效管理领域的丰富经验，施耐德电气从一个优秀的产品和设备供应商逐步成长为整体解决方案提供商。今年，施耐德电气首次集成其在建筑楼宇、IT、安防、电力及工业过程和设备等五大领域的专业技术和经验，将其高质量的产品和解决方案融合在一个统一的架构下，通过标准的界面为各行业客户提供一个开放、透明、节能、高效的EcoStruxure™能效管理平台，为企业客户节省高达30%的投资成本和运营成本。

# 施耐德电气针对海事OEM客户提供了全面解决方案: Schneider Electric provides a full range of solutions for marine OEMs:



# 船舶机械设备和生活设施介绍

施耐德电气为船舶机械设备和生活设施等用电设备的制造提供高质量元器件。

## ● 动力装置用辅机

为主机和主锅炉等服务的辅机，如滑油泵、海水冷却泵、淡水冷却泵和鼓风机等。

## ● 甲板机械

包括锚机、绞盘、舵机，起货机和舷梯、起艇机等。

## ● 舱室辅机

包括生活用水泵、消防泵、舱底泵以及为辅锅炉服务的辅机等。

## ● 机修机械

包括车床、钻床、电焊机和盘车机等。

## ● 冷藏通风

包括空调装置、伙食冷库等用辅机和通风机。

## ● 厨房设备

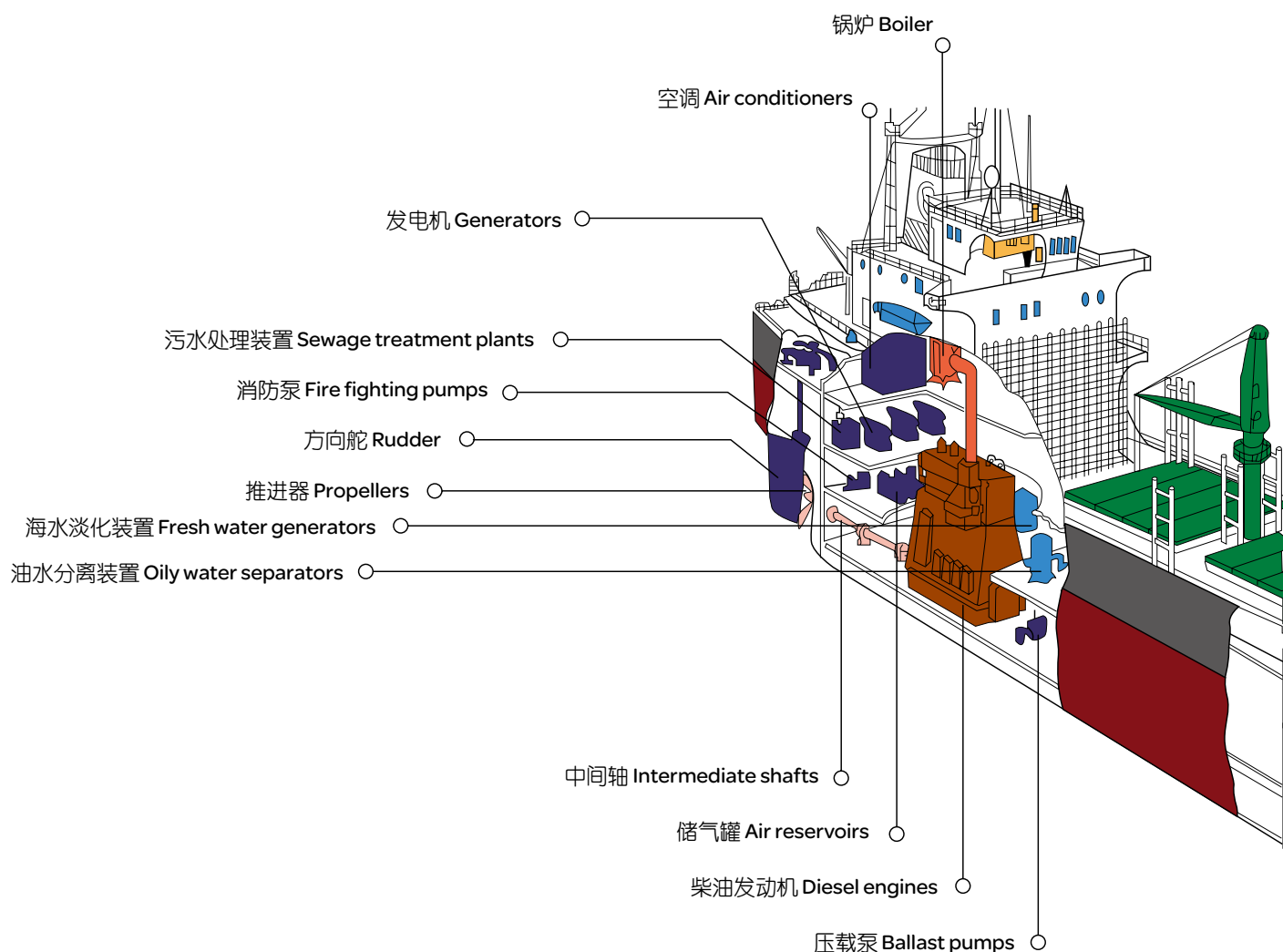
包括电灶、电烤炉等厨房机械用辅机和电茶炉等。

## ● 自动化设备

包括电站自动化系统、机舱自动化系统等。

## ● 其他

例如，冷藏集装箱和首部侧推装置等以及特种船舶的专用设备。



# Ship machines and living facilities introduction

## Schneider Electric provides parts and components for the production of ship machines and living facilities

### ● Auxiliary machines for power units

Supporting machines for the engine and boiler, such as lubricating pump, sea water cooling pump, fresh water cooling pump and blower.

### ● Deck machines

Include anchor windlass, winch, steering engine, cargo winch, gangway and boat hoist.

### ● Cabin auxiliary machines

Include living water pump, fire pump, bilge pump and supporting machines for auxiliary boilers.

### ● Maintenance machines

Include machine tool, drilling machine, welding machine and turning engine.

### ● Refrigeration and ventilation machines

Include ancillary machines for air conditioners and ventilators and food refrigeration facilities.

### ● Kitchen units

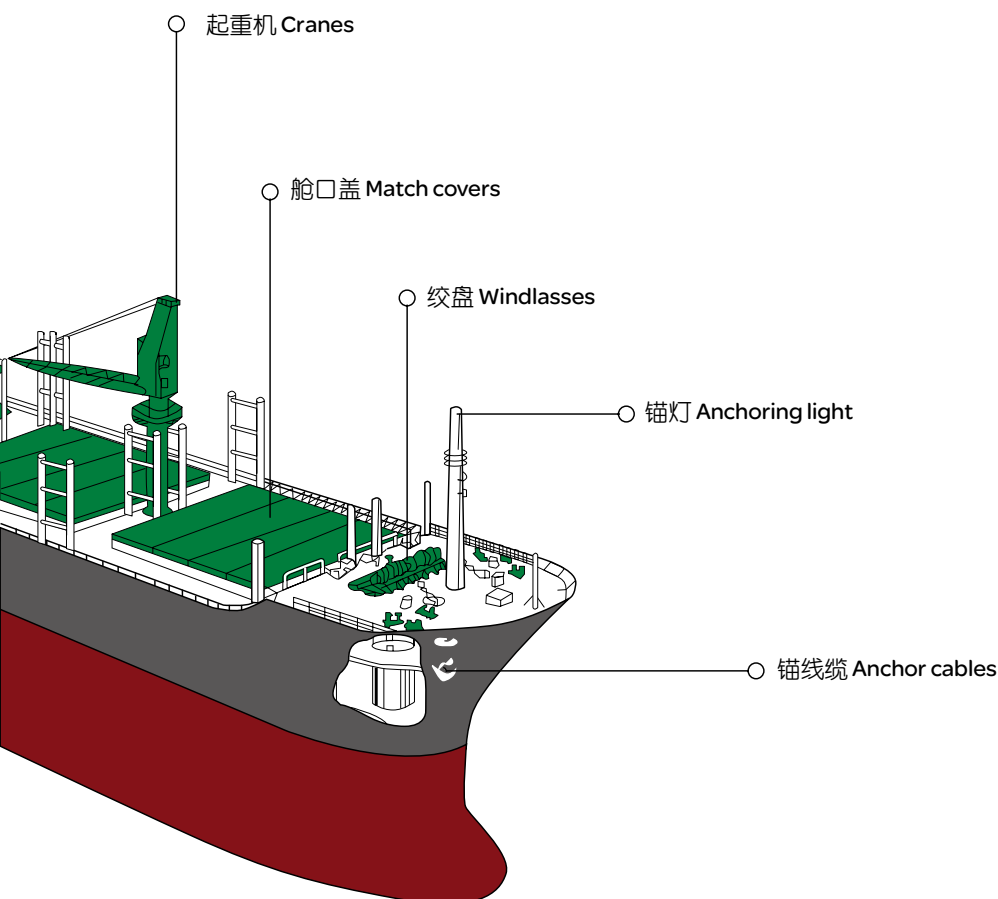
Include mechanical ancillary machines for kitchen equipment such as electric cooker & oven, and electric teapot.

### ● Automation equipment

Include power station automation system and engine cabin automation system.

### ● Others

Such as refrigeration container, bow lateral thrust unit and various devices for special ships.



# 海事OEM行业市场分类

## Marine OEM Market Segmentation Guide



发电机组和中、低压配电  
Generator Sets and Power  
Distribution(MV & LV)



电站管理 和机舱监测报警、  
主机遥控系统  
PMS and Integrated Ship  
Monitoring & Control System



电力推进控制系统  
El. Propulsion &  
Thrusters



提升、起重和吊机  
Lifts, Handling systems &  
Crane



压载泵、消防泵、舱底泵和  
空压机  
Pumping & Compressor



通风、空调和冷藏  
HVAC(Heating,Ventilation,  
Air Handling & Air Condition  
systems) & Reefers



盘机、绞车、锚机、舵机  
Winches & Rudders



油污、水处理  
Waste, Oil & Water treatment  
systems



锅炉、焚烧炉及燃烧系统  
Boiler, Burner & Incinerator  
automation systems

# OEM全面解决方案

## Full range of solutions for OEMs

### 施耐德电气针对海事OEM客户提供了全面解决方案

致力于与客户实现长期、稳定、基于双赢的战略合作伙伴关系。与客户共同建立良好的品牌及企业形象。针对于单机设备和整体系统提供了配电、自动控制、仪表检测、数据采集等全面的解决方案。除此之外，施耐德电气还为客户提供强有力的技术支持和细致周到的服务。

### 全范围的电气与控制产品

包括全系统的PLC控制器，变频器，运动控制产品，低压控制产品，人机界面和人机对话产品，各种传感器和小型自动化元件，以及现场总线和工业机柜系统等全范围的工业控制和自动化产品。

### 高效快速，覆盖全球的售后服务

施耐德电气公司训练有素的售后队伍为OEM客户提供相应快速的维修换货服务和高效正确的现场故障处理。

同时，通过国际售后服务体系，销售到世界各地的施耐德电气产品都能得到当地施耐德电气专业人员的服务。

### 细致周到的技术支持

施耐德电气公司遍布全国的销售工程师，技术支持工程师和应用工程师为您提供强有力的技术支持和细致周到的服务，包括应用指南、产品选型、技术培训及编程调试等等。

### 优质、安全、高性能产品

施耐德电气的产品都要经过严格的检验，以确保客户满意。所有产品都满足国际质量和安全标准的要求，通过各大主要船级社的型式认证。

### 快捷准时的物流供货

施耐德电气公司投巨资在上海、北京、广州、成都建立了物流中心，拥有业内最完善的物流体系，通过门对门的运输服务，确保客户快捷，准时地收到产品。

### 先进完善的解决方案

简、易、精、智、更灵巧、更智能，使用更方便的设计理念方便了您的产品选型、设计、调试和维护，来自同一品牌的产品实现系统间的完美集成，加速新产品的研发，缩短新产品面市周期。

### Schneider Electric provides a full range of solutions for marine OEMs

Schneider Electric focuses on establishing long, stable and mutual beneficial strategic partnership with the customers, and building brand and enterprise image together with the customers by providing comprehensive power distribution, automatic control, instrument inspection, and data acquisition solutions for standalone equipment and integrated systems. Schneider Electric also provides strong technical support and complete service for the customers.

### Full range of electrical and control products

These industrial control and automation products include whole range of PLC controllers, frequency converters, motion controls, HMIs and human machine dialogue products, different sensors and small automation components as well as field buses and industrial cabinet system.

### Fast and efficient after service throughout the world

Well trained after-sale service team of Schneider Electric provides rapid maintenance and replacement services for OEM customers and handles onsite problems efficiently and accurately. In the meanwhile, the international after-sale service system ensures that proper services are provided by engineer of Schneider Electric for Schneider products sold to everywhere in the world.

### Thoughtful and sincere technical support

The sales engineers, technical support engineers and application engineers of Schneider Electric across the country provide strong technical support as well as thoughtful and sincere services for you, including application instruction, product selection, technical training, programming and debugging.

### Products of high quality, safety and performance

All Schneider Electric products have been tested according to strict standards to ensure complete customer satisfaction. All products meet international quality and safety standards and have passed the model certification of all main ship classification societies.

### Rapid and timely logistics and delivery

Schneider Electric has made great investment to establish logistics centers in Shanghai, Beijing, Guangzhou and Chengdu. These centers form the most complete logistics network and ensure fast and timely product delivery by means of door-to-door delivery.

### Advanced and complete solutions

Simply smart, more flexible and more intelligent products and more favorable design concepts facilitate your product selection, design, testing and maintenance. The products of the same brands used for different systems can be integrated perfectly, which accelerates the development of new products and expedite time to market.



# 主要船级社认证

## Type Approval by Major Classification Societies

施耐德电气所有标准产品的开发，都遵照了欧洲和国际标准以及世界上主要船级社的规范，如ABS, BV, CCS, DNV, GL, KRS, LRS, RINA, RMRoS等。

All Schneider Electric standard products are developed in compliance with European and international standards, and regulations of the main worldwide classification companies such as ABS, BV, CCS, DNV, GL, KRS, LRS, RINA, and RMRoS.



# 船舶电气及自动化系统与电力配电核心器件

## Ship Automation and Electrical Distribution Key Components

配电和保护产品

Power Distribution & Protection Products

工业控制及自动化产品

Industrial Control & Automation Products



## 配电和保护产品 Power Distribution & Protection Products



### 空气断路器

- 从630A到1600A的Masterpact NT, 是世界上最小的空气断路器
- Masterpact NW从800A到6300A
- 满足各种使用环境的要求
- 专利的灭弧技术确保了无与伦比的安全性
- 更加智能化的Micrologic控制单元
- 易集成于通信系统实现监控管理
- 安装灵活, 无需维护, 使用寿命长
- 模块化设计和复合材料的环保产品

### Air circuit breakers

- Masterpact NT from 630 to 1600 A, the smallest Air circuit breaker in the world
- Masterpact NW from 800 to 6300 A
- Meet requirements for different operation environments
- Patented arc-quenching technique ensures unparalleled safety
- More intelligent Micrologic control units
- Easy integration into communication systems for monitoring and management
- Flexible installation, maintenance-free, long service life
- Environmental products with modular design and complex materials



### 塑料外壳断路器

#### NSX 100-630断路器

- 专利技术的双旋转触头分断系统 (100A-630A)
- 极高的分断能力,  $I_{cs}=100\%I_{cu}$ 最高可达150kA
- 超强的限流能力, 把短路危害限制在最小
- 优秀的级联技术为客户提供产品配置最优的方案
- 压力跳闸系统最快可在2毫秒内切断故障电流
- 独一无二的低压配电系统全选择性方案
- 完善的产品系列, 满足客户的各种需求
- 规格齐全模块化产品, 提供便捷的灵活性和可靠性

#### NS630b-1600断路器

- 源于空气断路器的设计理念
- 采用全新Micrologic控制单元, 提供更精确的保护
- 体积小, 安装方便
- 种类齐全的附件满足更多用途需要
- 提供固定式和抽屉式



NSX100-250

NSX400-630

NS630b-1600

### Moulded case circuit breakers

#### NSX 100-630 circuit breaker

- Patented dual rotating contact breaking system (100A-630A)
- Very high breaking capacity,  $I_{cs}=100\%I_{cu}$ , up to 150kA
- Extremely powerful current-limiting capability to minimize the impact of short circuit
- Provide the customers with optimized product offers with excellent cascading technique
- Pressure tripping system can cut off faulty current in just two milliseconds
- Unique and full-range solutions can be selected for LV power distribution system

## 配电和保护产品 Power Distribution & Protection Products

- Complete product series are provided to meet different customer needs
- Complete range of modular products with simplicity, flexibility, reliability

### NS630b-1600 circuit breaker

- Design concept originating from airbreak circuit breaker
- New Micrologic control units providing more accurate protection
- Compact and easy to install
- Complete range of accessories to meet diversified requirements
- Fixed and withdrawable installation

### 控制单元

Micrologic系列脱扣单元，用于开关设备的控制；增加了新的保护功能；集成了测量和管理功能。

### Control units

The Micrologic series is the evolution of the trip unit for a total control of the equipment; new functions for protection, integrated measurement and management.



### 微型断路器

电流规格为1到125A，分断能力从6到50kA，高分断但小体积，可以直接轨道安装，全系列附件通用。

### Miniature circuit breakers

Complete range of auxiliary accessories with the rated current from 1 to 125A and breaking capacity from 6 to 50kA. High breaking capacity yet small in size, can be mounted directly on the rails.



Multi 9系列  
MCB Multi 9

Osmart系列  
MCB Osmart



NG125

## 工业控制及自动化产品 Industrial Control & Automation Products

### 电机启动器

- 6到2750A的接触器
- 热保护与电子保护继电器
- 电机保护断路器

### Motor starter

- Contactors from 6 to 2750 A
- Thermal and electronic protection relay
- Circuit breaker for motor protection



TeSys D



TeSys T



## 工业控制及自动化产品 Industrial Control & Automation Products

### 电机驱动

异步电机的软启动器和变频器。

### Speed drives

Static starters and variable speed drives for non-synchronous motors.



ATS48



ATV71/61

### 可编程逻辑控制器

产品范围广泛，适用于船舶自动化应用。

### Programmable logic controllers

A wide range of specialized platforms, ideal for ship automation applications.



M340

### 智能分布式I/O

提供设备集成，以及通过许多现场总线接口进行连接。

### Intelligent Distributed I/O

Providing device integration as well as connectivity via many fieldbus interfaces.



### 触摸屏面板

- 简单快捷的配置
- 超过4000幅的图像库
- 强大的动画功能
- 完全模拟

### Touch-screen panel

- Easy&quick configuration
- Library with more than 4000 images
- Powerful animation function
- Complete simulation



### 工业机柜系统及附件

- 组合拼装式机柜
- 整体落地式机柜
- 小型壁挂式控制箱
- 相关机柜系统附件

### Industrial Enclosure Systems and accessories

- Monobloc Floor Standing Enclosure
- Industrial Cubicle System
- Wall Mounting Steel Enclosure
- Enclosure Accessories



# 工业控制及自动化产品 Industrial Control & Automation Products

## 低压不间断电源

APC-MGE UPS 10到800kVA规格范围的Galaxy系列。是一套既可保证高品质电源质量及卓越可用性，又能够对TCO的影响降至最低的可扩展电源保护解决方案（可根据特定要求定制产品，如提供用于海上作业的防震安装等等）。

## LV Uninterruptible Power Supply

The Galaxy range of APC-MGE UPS from 10 to 800kVA is the scaleable protection solution for guaranteeing high power quality and superior availability with minimal impact on total cost of ownership. (Standard products could be customized for specific requirements such as anti-vibration mountings for marine applications, etc).



Galaxy6000-Marine



Galaxy5000-Marine



APC Smart-UPS 1000VA  
USB & Serial 230V



APC Smart-UPS RT  
3000VA 230V

## 传感器

- 限位开关
- 接近传感器
- 压力传感器

## Sensors

- Limited switches
- Proximity cells
- Pressure switches



## 控制和信号产品

- 按钮、指示灯
- K1/K2凸轮开关

## Control and signal

- Pushbuttons and Pilot lights
- K1/K2 Cam Switch



# 我们的 - 海事服务网络

## Marine World Wide Service Network



### 客户国际支持

#### Customer International Support(CIS)

#### 什么是施耐德电气的客户国际支持(CIS)?

- 施耐德电气专为机器设备制造商开发的国际售后服务体系，在全球任何地方为最终用户提供所需服务
- 为有出口业务的OEM提供与众不同的增值服务
- 对所有施耐德电气产品开放的免费服务体系

#### What is Customer International Support ?

- CIS is a unique worldwide after sales service organization leading partnership contracts with machine builders which commit Schneider Electric to provide the required service actions at end user sites anywhere in the world.
- CIS provides a real differentiating added value for machine manufacturers who export their equipment.
- CIS is an open and free service for all the Schneider Electric product installed



#### CIS能提供哪些服务?

- 设备维修
- 设备调试
- 运行支持
- 备件提供
- 最终用户培训
- 预防性维护
- 疑难解答

#### What CIS can do for you ?

- Equipment commissioning
- Equipment repair
- Operating support
- Spare-parts delivery
- Training at end users site
- Preventive and corrective maintenance
- Troubleshooting



## 客户国际支持 Customer International Support(CIS)

### CIS带来的好处

- 为OEM节省成本
  - 无须出国旅行：由当地施耐德电气的技术人员提供技术支持
  - 保证施耐德电气的元器件在当地/全球范围内有库存\*
- 沟通方便
  - OEM掌握单一的沟通工具(所有人都通过eCIS网站进行沟通)
  - 施耐德电气和终端用户的联系得以加强\*(在OEM同意的情况下，终端用户可直接联系当地施耐德电气服务人员)
- 降低风险
  - 产品质保、语言沟通差异

### Advantages

- Reduced costs
  - Travel abroad is no longer necessary
  - Invoicing of local operation
- Ease of communication
  - Traceability of each service step with the Intranet/Extranet tool, @-CIS, dedicated to service call coordination
  - Direct local contact between the CIS correspondent and the End User
- \*Single contact for both the OEM and End User
- Coverage of the various risks associated with product imports and exports
  - Product warranty, language, administration, ...

(\*) Service "+"

### CIS的受益者 – OEM厂商 CIS Benefit-OEM manufacturer

	CIS	CIS+
节约成本 cost saving	✓	✓
迅速回复 quick response	✓	✓
沟通方便 convenient communication	✓	✓
强大的竞争优势 strong competitive advantage		✓
0 风险 no risk		✓
终端用户保证 guarantee for end user	✓	✓



# 施耐德电气国际售后服务确认函

## Confirmation of International After-sales Service

### Confirmation of International After-sales Service

TO:Whom It May Concern

Schneider Electric (China) Co., Ltd. herein confirms that Schneider Electric group will provide International after-sales technical support for the electrical components manufactured by Schneider Electric and installed in the equipments manufactured by XXX company through the CIS (Customer International Support) service system of Schneider Electric. This support service covers more than 130 countries and regions around the world according to the information provided by Schneider Electric.

Attention:

1. All after-sales technical support requests will be handled by the after-sales department of local Schneider Electric branches in the equipment end user countries.
2. All after-sales technical support requests must be submitted in paper by you as an OEM in China to the after-sales department of Schneider Electric (China) Co., Ltd (Please refer to the attached CIS introduction leaflet for operation procedures).

Schneider Electric (China) Co., Ltd.  
Service Manager: XXX

Signature XXX

### Schneider-Electric Customer International Support

CIS offers its exporting customers the benefit of its international presence in 130 countries. It enables:

- SE partners to have efficient service support for Schneider Electric products installed in their exported machines
- Coverage of the various risks associated with product imports and exports (product warranty, language, administration, ...)

CIS is the insurance that our correspondents will handle your export requirements aboard

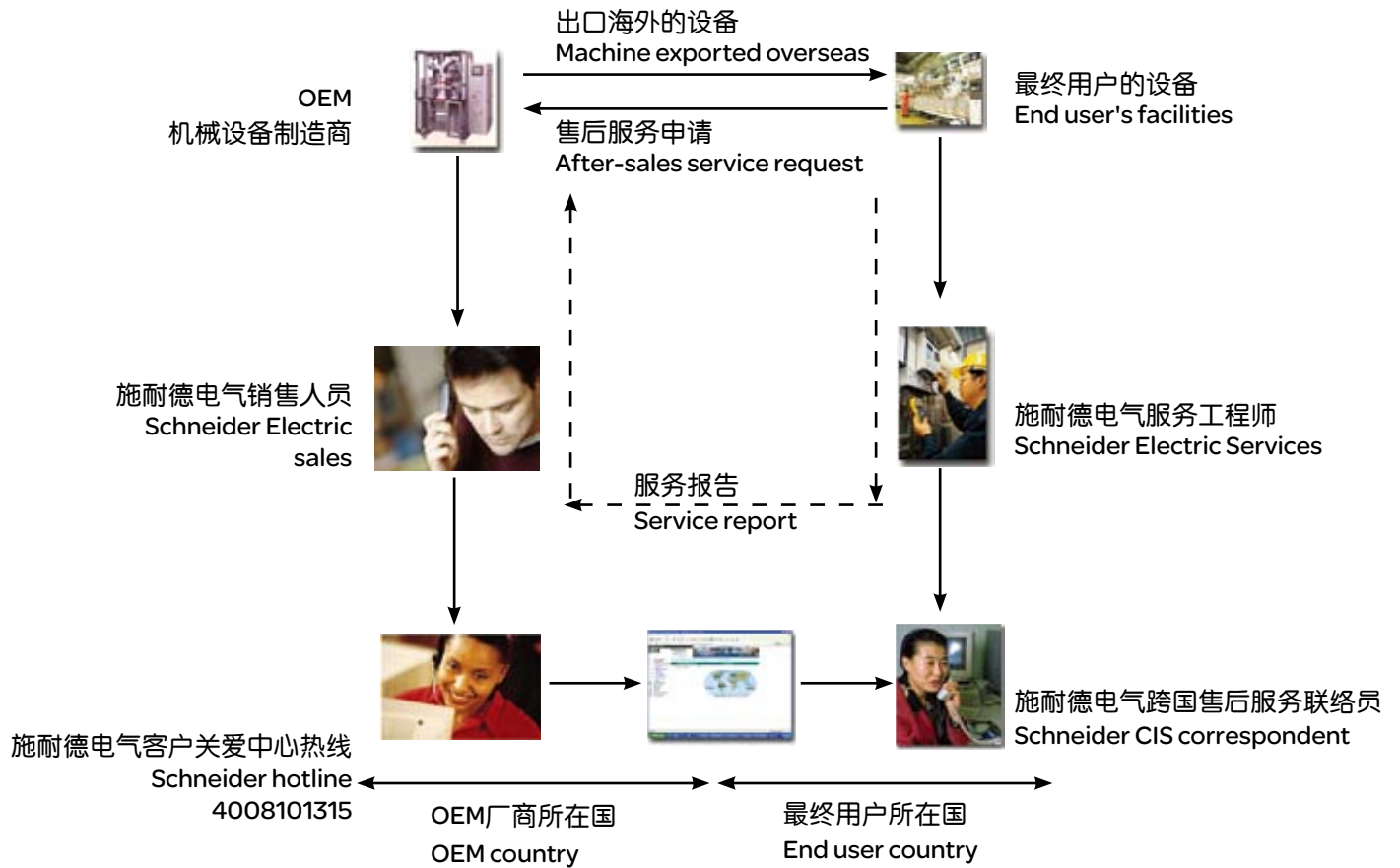
- A CIS correspondent in each country is responsible for organizing service calls at End User sites upon the partner's requests, and for keeping the partner informed of progress of service operations being carried out.

Advantages:

- Reduced costs (invoicing of local operation, travel abroad is no longer necessary)
- Ease of communication, (direct local contact between the CIS correspondent and the End User)
- Single contact for both the partner and End User
- Traceability of each service step with the Intranet/Extranet tool, @-CIS, dedicated to service call coordination.

# CIS的一般流程

## CIS Working Process





# 海事全球服务支持

## Schneider Electric world-wide service support

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	Marine Center Le Havre  51 rue de l'église Le Havre Marine Center Marseille 151,avenue des Aygalades Marseille Marine Center Toulon BP 2022 Toulon	Tel: (33)4 91 03 03 67 (33)2 35 25 04 37 Fax: (33)4 91 60 49 26 Tel: (33)4 91 03 03 67 Fax: (33)4 91 60 49 26 Tel: (33)494 62 21 78	637 East Dania Beach Blvd		
GERMANY	Schneider Electric GmbH Gothaerstrasse 29 D-40880 Ratingen	Tel: (49)2102 404 6111 Fax: (49)2102 404 7101			
NETHERLANDS	Schneider Electric BV Waarderweg 40 Post Box 836 Haarlem	Tel: (31)2 351 24 124 Fax: (31)2 351 24 103			
NORWAY	Schneider Electric Norge  Stroemtangveien 21 Postboks 36 Brevik	Tel: (47)69 24 97 00 (24h) (47)35 57 25 30 Fax: (47)3 557 11 80			
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# 施耐德电气(中国)有限公司

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北京市朝阳区望京东路6号  
施耐德电气大厦  
邮编: 100102  
电话: (010) 8434 6699  
传真: (010) 8450 1130

Schneider Electric Building,  
No.6, East WangJing Rd.,Chaoyang District  
Beijing 100102, P.R.C  
Tel: (010) 8434 6699  
Fax: (010) 8450 1130

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