

# Accelerating The Energy Transition

Empowering organisations  
to realize their net zero  
ambitions



# Who we are



Headquartered in Singapore and jointly incubated by Schneider Electric and Singapore's Economic Development Board, Navix Solutions is a first-to-market provider of **cleaner, greener and smarter Infrastructure as-a-Service** ("IaaS"), enabling decarbonization and accelerating the energy transition.



Climate-driven innovation and digital transformation with Schneider Electric's EcoStruxure software solutions



Enable next-gen critical infrastructures with Schneider Electric's versatile and robust range of green premium hardware products



Option for companies to stay flexible and agile by shifting from CAPEX to OPEX



# We Build, Own and Maintain mission-critical M&E infrastructure

This allows businesses to reprioritize their CAPEX and resources on their core business.



**Maximise energy efficiency**



**Improve cost effectiveness for operations**






**Accelerate Returns-On-Investment (ROI)**

We view sustainable practices as the best way to ensure businesses stay viable for the long term. From continuously improving operational efficiency and environmental performance, to pursuing low carbon energy solutions and strategically investing for growth.

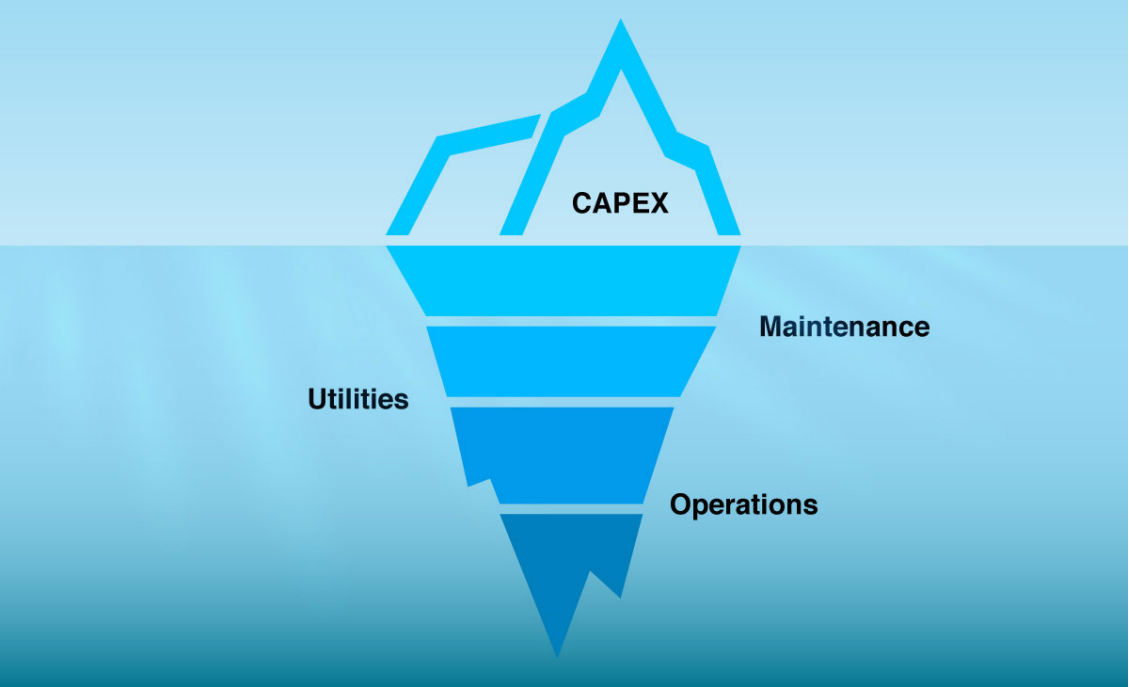


## Why businesses switch to OPEX for infrastructure investments

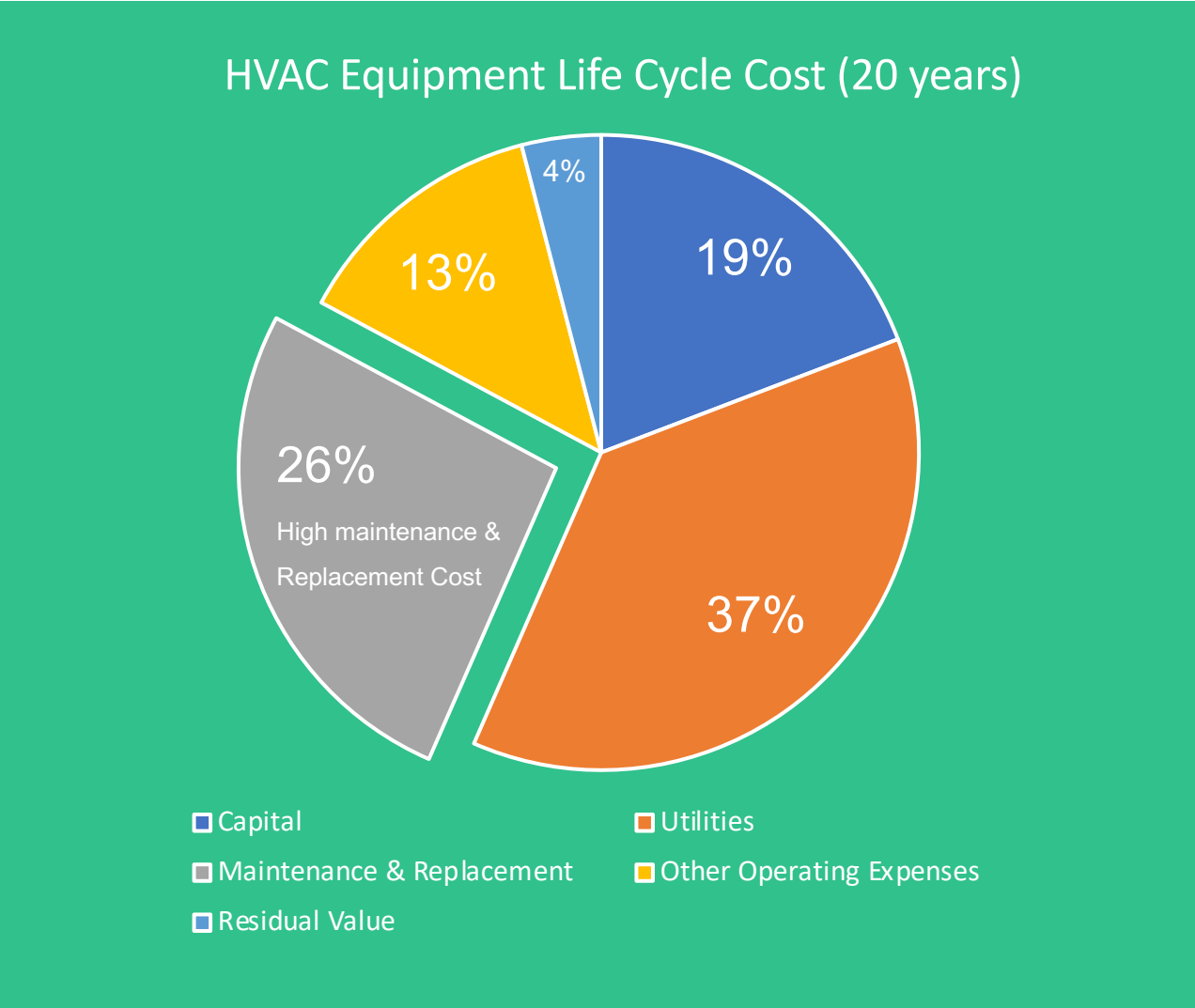
	 CapEx Investment	NaviX IaaS
	CapEx Investment	OpEx Investment
Affected by rising equipment cost / man hour cost	More Expensive	Locked-In Fixed Price
Large Downpayment	Required	No large downpayment needed (Free up funds)
Investment Value	Depreciating asset	Free up funds for other projects / investments
Routine Servicing	 Additional cost	<input checked="" type="checkbox"/> Covered
24/7 Monitoring	 Additional cost	<input checked="" type="checkbox"/> Covered
Flexible Ownership Option	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Replacement	<input type="checkbox"/>	<input checked="" type="checkbox"/>
	High investment for depreciating asset	Free up funds + well maintained asset

# The CAPEX cost is just the tip of the iceberg

## Discover what lies beneath



System	Replacement
Water-cooled chilled water system	20 years
Air-cooled chilled water system	15 years
Lifts and escalators	20 years
Pumps	20 years
Solar PV System	15 years
Mechanical Ventilation System	15 years



Source: IES, HVAC system Lifecycle Cost for an Office Building

# Discover the benefits with NaviX

## Financial Agility

- No upfront capital expenditure, moving from CAPEX to OPEX
- Fixed OPEX payments
- Asset transfer options available mid or post contract

## Technology Innovation

- Gain real-time insights and analytics across all asset types with EcoStruxure
- Deploy leading-edge and sustainable energy-efficient technology

## Operational Performance

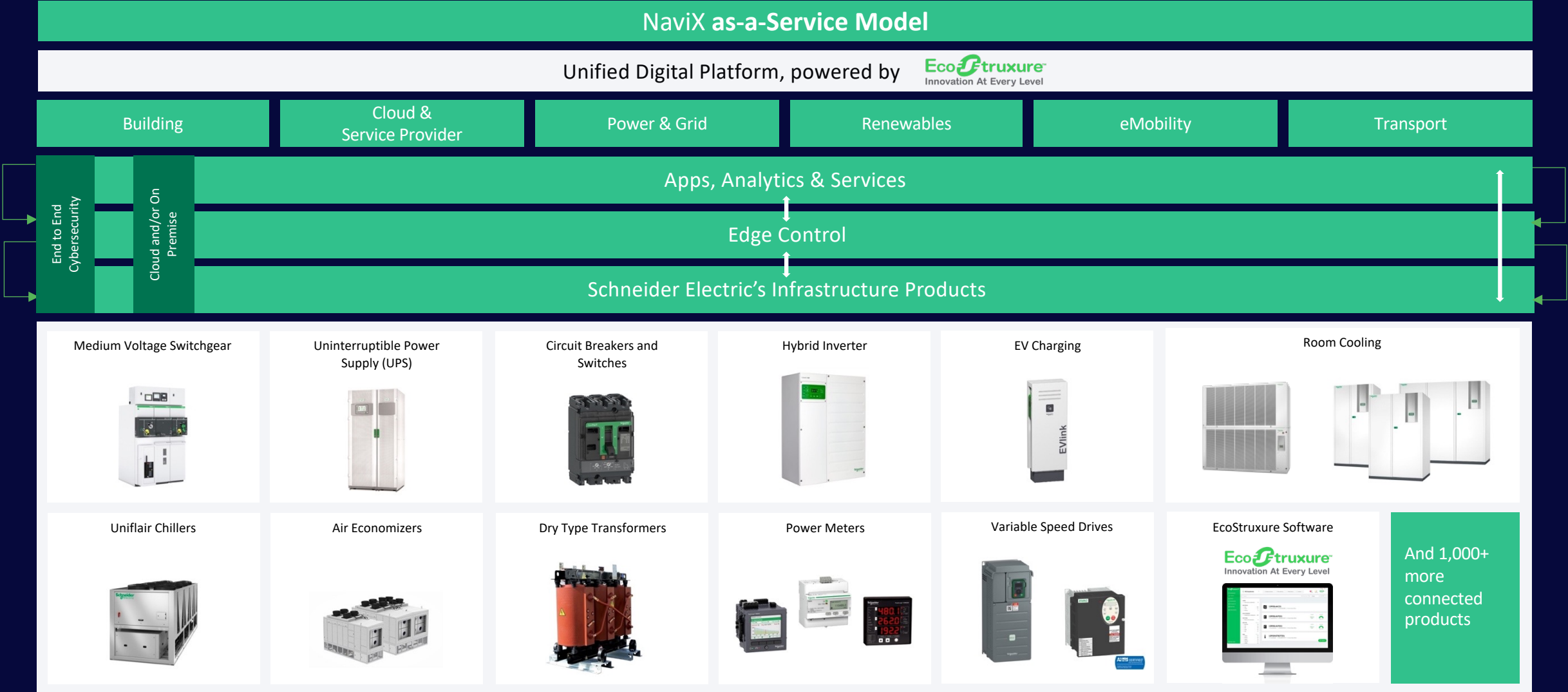
- Full lifecycle management
- Proactive maintenance
- Agile provisioning and capacity planning

## Customer Success Management

- Single point of accountability
- Customers refocus attention on core business activities

# Solution overview

Not limited nor tied to using only Schneider Electric products



# More than a financier, we are your partner for infrastructure investments





# High performance and high efficiency buildings



The operations of buildings account for 30% of global final energy consumption and 26% of global energy-related emissions

*IEA, Co<sup>2</sup> emissions in 2022*

## For new-builds

- Design and engineer M&E systems: ACMV, switchgear, transformers, BMS etc
- Integrate with third party solutions
- Build, Own and Maintain

### Benefits:

- Energy efficient systems built to customer's requirements
- Maintenance of equipment covered throughout contract period, allowing for optimal operation of equipment
- Asset health monitoring, improvements and upgrades where required

### Commercial Model:

- Zero CAPEX from cradle-to-grave
- Fixed payments to NaviX during contract period
- Asset ownership can be passed back to client at the end of the contract period

# Sustainable data centers

## Energy efficiency: critical power and cooling

Improving energy efficiency and cooling in a data center is crucial for reducing operational costs and minimizing environmental impact.



### Infrastructure as-a-Service (Cooling)



Room Air Conditioners



Closed Coupled Air Conditioners



Chillers



Air Distribution

### Infrastructure as-a-Service (Power)



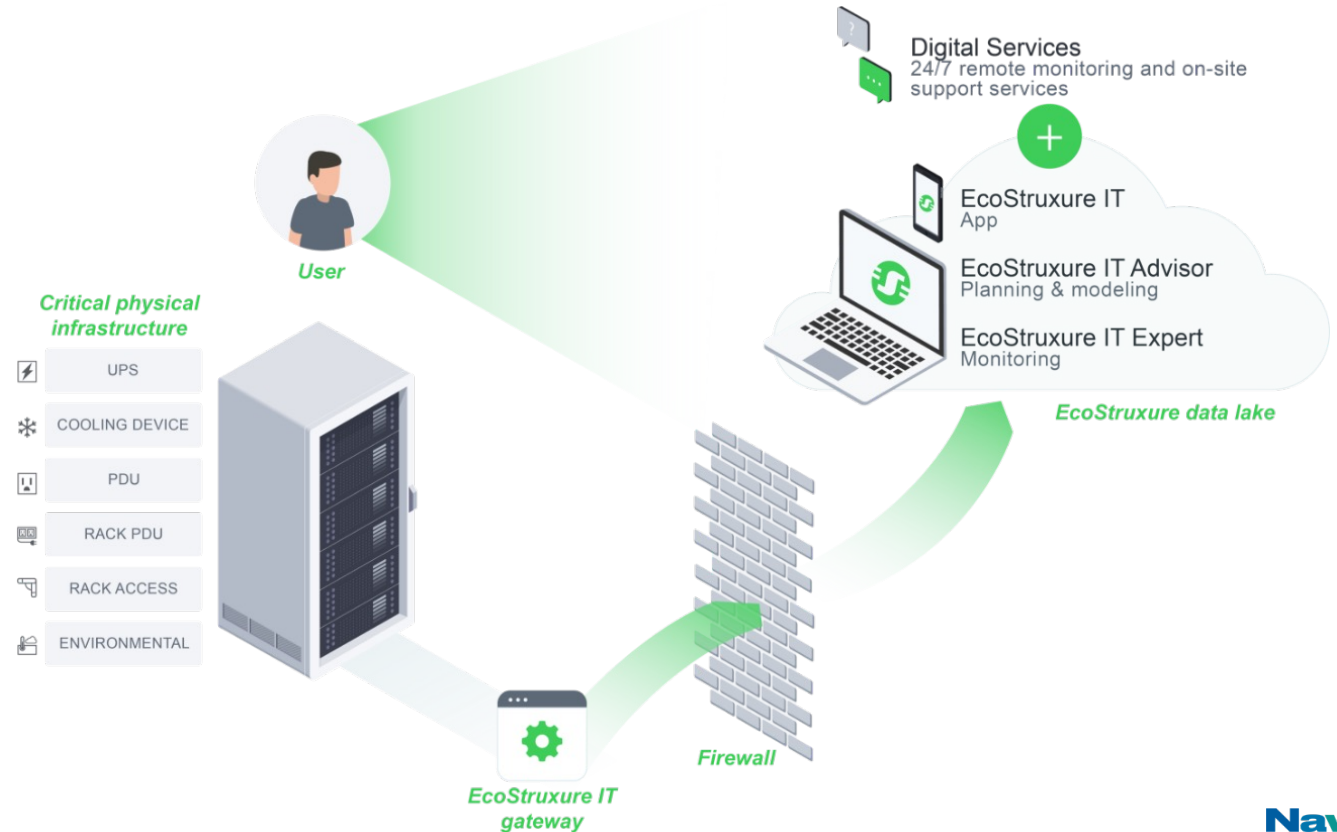
UPS



IT Power Distribution (PDU)



EcoStruxure™ IT



# Green transition: e-Mobility

## Going electric for corporate vehicles

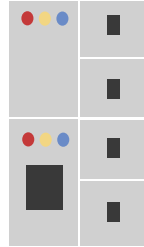
### Option 1: EV Infrastructure-as-a-Service



EVlink™ Smart Wallbox



EV Load Management



EVDB

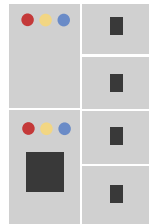
### Option 2: Solar + EV Infrastructure



EVlink™ Smart Wallbox



EV Load Management



EVDB/ACDB



Solar Panel



### Unparalleled benefits

#### Corporate Social Responsibility (CSR)

- Positive image
- Brand enhancement

#### Cost savings

- Energy cost management
- Government incentives

#### Increased property value

- Market demand
- Competitive edge

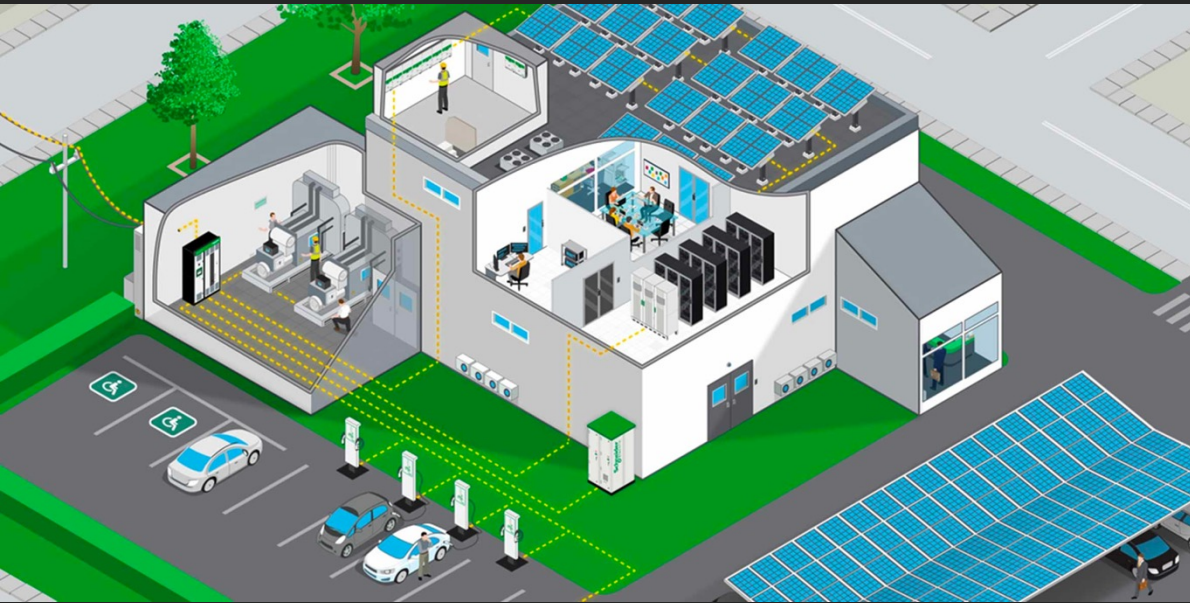


### By leasing the EV infrastructure

- Zero upfront cost
- Managed by approved operator
- Minimum contractual period
- Zero hassle for maintenance and operation

# Increase on-site renewables

## Smarter buildings with EcoStruxure Microgrid Advisor



### Some of Schneider Electric's products



Microgrid  
Advisor



Power Monitoring  
Expert



Energy Control  
Center



Asset  
Advisor

## Grid-connected microgrid infrastructure

- Design and engineer to enable building- and site-level microgrids to support solar, ESS, EV chargers etc.
- Optimise to requirement: maximise renewables penetration, export control and commercialise through grid support services
- Build, Own and Maintain

### Benefits:

- Align with net-zero plans by increasing renewables usage
- Support EV charging infrastructure and demand management

### Commercial Model:

- Zero CAPEX from cradle-to-grave
- Fixed payments to NaviX during contract period
- Asset ownership can be passed back to client at the end of the contract period
- Other commercial models such as co-sharing of revenue from provision of grid services

# To be your preferred partner and service provider for decarbonization

NaviX can offer the below solutions **not limited nor tied to** using only Schneider Electric products

## Commercial & Industrial (C&I)

Applicable to current and new development

Mechanical & Electrical Infrastructure

### Hardware

- HVAC Equipment
- Chilled Water Equipment
- LED lighting & IoT Lighting
- IAQ (Indoor Air Quality)
- Switchgear
- EV Charging Gun, EVDB
- Solar Panels, ACDB

### Software

- Integrated building, power and occupancy management
- Power and Energy Consumption
- Design & build
- Operate & Maintain

## Data Center

Applicable to current and new development

Critical Power and Cooling Infrastructure

### Hardware

- UPS
- CRAC, In-Row Cooling
- Server Rack
- DCIM
- Micro Data Centres
- Power Quality Meters
- Low Voltage Breakers, Medium Voltage Breakers

### Software

- Apps, Analytics & Services
- Edge Control
- Power and Energy Consumption

## New Development (All Sectors)

### Hardware

- Energy Storage System
- Solar PV, ACDB
- EV Charging Gun, EVDB

### Software

- Distributed Energy Resource Management

\*All items listed under Commercial(Office, Retail & Tenancy) and Data Center



# Total Cost of Ownership Comparison

Financial savings and other intangible benefits

CAPEX

OPEX

*Unknown additional cost due to business downtime*

**TCO: \$3,991,693.10**

FM and Admin Costs

\$280,000.00

O&M

\$200,000.00

Financing Interest Cost

\$520,393.15

Upfront Investment

\$2,991,300.00

VS

**Financial Savings**

\$49,393.10

**TCO: \$3,942,300.00**

Payment over 60 months

Monthly Payment

\$65,705.00

# Selected project references

## EV charging infrastructure

Our commitment to sustainability, decarbonization, and innovation has been a driving force in shaping our approach to providing M&E Infrastructure as a Service. The expansion into M&E Infrastructure as-a-Service is not just a strategic move for NaviX; it is a response to the needs of our valued customers and partners.

### The Challenge

Client needs to recoup capital to execute more EV charger projects, especially for 2024 when Schneider Electric launches its DC chargers

### The NaviX Advantage

By proposing a Buy and Leaseback model, client is able to refocus their resources and capital on their operations and growth. This project is intended to serve as a trial initiative that will attract more opportunities in the future, as client is anticipating more EV chargers projects and is preparing for the upcoming DC Chargers demand in 2024.

- **Infrastructure:** 8 x 22kW AC Chargers & 2 x 200A DB
- Bi-annual inspection and maintenance of EV charging infrastructure asset

### The Result

- Enable client to continue expansion of business
- Improve client's balance sheet
- Limits volatility risks of owning the asset



**NaviX provides Buy and Lease back for Singapore's leading Charge Point Operator**



# Selected project references

## Secure power + other services for in-house data center

### The Challenge

- Aging infrastructure with lack of support and replacements
- Power reliability and energy efficiency challenges
- Lack of strategic partner to manage data center effectively
- Challenges of multi-vendor engagement for asset management
- Lack of data center solution specialist to right size the M&E infrastructure based on new IT infrastructure set-up

### The NaviX Advantage

By proposing a holistic solution which addresses the needs of organization.

- **Connected Products:** 2 x Easy series UPS (2N), 2 x Uniflair CRACs (N+1), 1 x FM200 fire suppression system, 1 x Water Detection System, 1 x Environmental Monitoring System
- **Environmental Monitoring System:** Monitoring for third parties' products such as Fire Suppression System, water detection system, temperature and humidity sensors
- **Single point of contact for project, operation and asset management**
- **Dashboard Analytics:** Unified Digital Platform that pulls relevant data from Schneider EcoStruxure Analytics for monitoring and tracking usage

### The Result

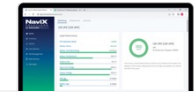
- NaviX has become an integral pipeline in communicating with multiple vendors
- Proactive maintenance and full lifecycle management
- Achieve 10% energy savings



**NaviX enables retail company to refocus resources back to their core business**

Edge Control

Unified Digital Platform



Schneider Electric's Connected Products

Easy UPS



Uniflair CRAC





# Project References

## Secure power + other services for Government Agency

### The Challenge

- Aging Infrastructure with lack of support and replacement parts
- Power reliability and energy efficiency challenges
- Scalable solution for future expansion

### The NaviX Advantage

By proposing a holistic solution which addresses the needs of organization.

- **Connected Products:** 10 x Uninterruptible Power Supply (UPS)
- **Monitoring System:** Monitoring of connected products in real-time via Schneider's EcoStruxure Platform to help infrastructure managers make data-driven decisions in their day-to-day operations
- **Single point of contact for project, operation and asset management**

### What the Customer Say

“

Running the UPS as a service with NaviX helps us to free our existing manpower to handle other IT jobs with the knowledge that the service is well taken care off by professionals that know the job well. 👍

**Infrastructure Lead**



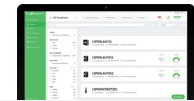
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**NaviX enables government agency to tackle power reliability and energy efficiency challenges.**

Edge Control

EcoStruxure



Schneider Electric's Connected Products

UPS



# Project References

## Critical Cooling for in-house data center

### The Challenge

- Aging CRAC units with efficiency degradation
- Operating critical infrastructure without redundancy
- Lack of strategic partner to manage assets effectively
- Challenges of multi-vendor engagement for asset management

### The NaviX Advantage

By proposing a holistic solution which addresses the needs of organization.

- **Connected Products:** 2 x Uniflair Computer Room Air Cooling (CRAC)
- **Monitoring System:** Monitoring of connected products in real-time via Schneider's EcoStruxure Platform to help infrastructure managers make data-driven decisions in their day-to-day operations
- **Single point of contact for project, operation and asset management**

### What the Customer Say

“

Working with NaviX's as a service approach gives us the financial flexibility, we need to reallocate the funds to focus on other objectives. The NaviX team offered a competitive total cost of ownership and offered maintenance that was stress-free. 🙌

**Jacqueline Huong**



”



**NaviX enables a leading global manufacturing provider critical cooling and real-time asset monitoring.**

Edge  
Control

EcoStruxure



Schneider  
Electric's  
Connected  
Products

Uniflair CRAC



# Towards Net Zero

As a trusted **digital partner in sustainability transformation**, our company is dedicated to accelerating businesses in their net zero ambitions, providing innovative solutions that drive the transition to a sustainable and carbon-neutral future.

At NaviX Solutions, we understand the urgent need to address climate change and fast-track the global **energy transition**. Our mission is to **empower companies to become leaders in sustainability**, making a positive impact on the environment and society while achieving their **net zero goals**.

Together, we strive to build **a greener, cleaner, smarter** and more resilient world for current and future generations.



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