

Hager Commercial Business

A partner  
with whom  
you can  
plan.

:hager

**Hager.**  
**A partner  
made for  
you.**

**As an expert partner for electrical building infrastructure with strong expertise in integrated Room Solutions, efficient Energy Distribution and Energy Management solutions as well as Cable Management solutions, we listen closely to understand your special needs.**

**We advise and deliver on solutions and services tailored to your individual requirements.**

**From hotels to offices and retail - we make tomorrow's commercial life and business places happen.”**



We boast 60 years of experience, more than 18,000 products, over 1600 patents in Germany and 3000 patents worldwide. We have around 800 engineers who develop the technologies of tomorrow and 11,400 employees who sell high-quality components and solutions in 136 countries. With production facilities at 23 sites around the globe, customers in over 120 of the world's countries count on our solutions.

# What planners for lighting and electrotechnology are saying



**"I want to provide my customers with durable, stable and high-performance solutions. To do this, I need the full support of a manufacturer who offers a comprehensive range of solutions and assists me in my day-to-day business."**



**"I want to provide my customers with a future-oriented energy supply which is efficient and reliable."**



**"I am looking for the best solution within a clearly defined cost framework and want to keep the technical and financial risks for my customers as low as possible."**





**Our promise**

# **As flexible as your needs.**

**Your customers' requirements are becoming increasingly complex and their expectations are rising. This is why we develop tailor-made solutions for your project.**



Our promise

# Always on your side: Your competent specialist adviser.

Because we know that business is conducted between people, having close relationships with our customers is one of our most important corporate values. And that is exactly why, with us, you will receive support not just from anyone, but from your own personal contact. They will understand what you need and liaise with our specialists if necessary. This means that they can offer you products and solutions that meet your requirements and create real added value.



Exchange with  
specialists



Close customer  
relations



# We will be by your side at every stage of your project.

**With a comprehensive range of solutions and services and excellent advice, we will offer you support through all phases of your project.**

**As a reliable and competent partner, we will provide you with support and practical assistance. To help you with the calculations of low voltage electrical installations, we propose ElcomNet, a state-of-the-art software with user-friendly interface. Our offer is completed by hagercad software, a planning and design tool for cabinet calculations that will make your working day much easier.**

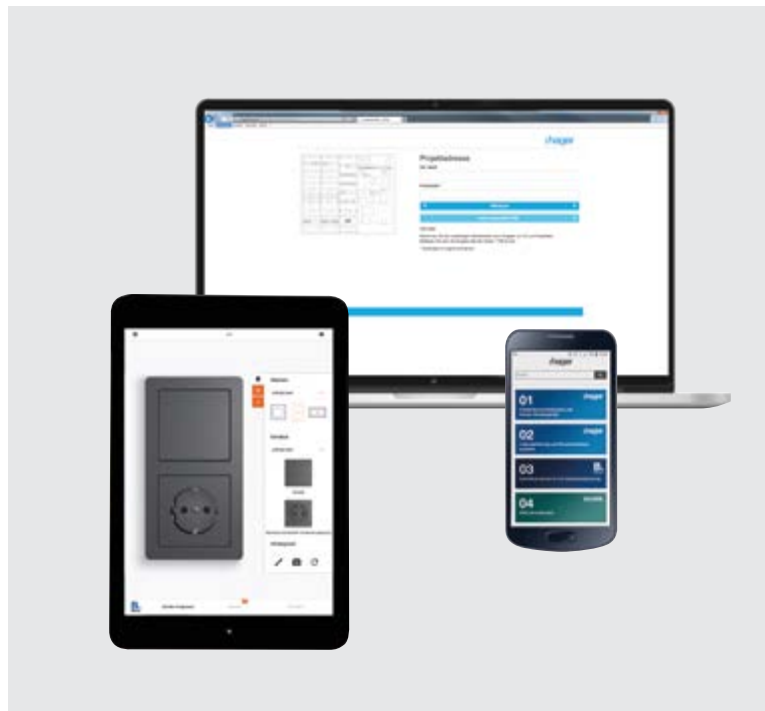
We will, of course, also make sure that our offers not only match your specifications perfectly, but that they are fit for the future too. All our ranges of solutions are universal and scalable, thereby simplifying the implementation of changes during planning – for increased flexibility.

In order to ensure a smooth process and provide the perfect solution, we leave nothing to chance. We will communicate with all project participants and thus support the process – which means considerably less work for you.

Digital offers

# Ready for any challenge in day-to-day planning.

Hager softwares make it even easier for you to benefit from solutions, products, and services.





## ElcomNet

The state-of-the-art ElcomNet software is designed to calculate low voltage electrical installations in accordance to international standards- such as IEC 60634. With an user-friendly interface, it performs all calculations for short circuit, discrimination study, backup study, voltage drop, protective device sizing and cable sizing. The software also offers a wide variety of reports such as line diagrams, calculation sheets, discrimination curves, circuit specifications and equipment lists.



## hagercad

More planning security, less time required and increased convenience – hagercad 4.1 offers you this and much more besides. The planning software makes the configuration of low-voltage switching systems three-dimensional – and therefore even more transparent and simpler. hagercad 4.1 boasts a large number of functions which enable you to automatically create single- and all-pole circuit diagrams – now also for door intercom systems – after you have listed the required devices. As soon as you start your schematic diagram, hagercad will help you with the cabinet calculation. The software only suggests housing which actually fits the devices selected, taking into account the power losses of the devices at the same time, along with the cooling surfaces of the distribution cabinet. And because hagercad 4.1 is always up to date, your planning activities will also automatically meet the latest standards – such as EN 61439.



## BIM

Hager BIM objects help you to make digital 3D planning of new buildings transparent and much more efficient. In our database, underfloor systems and dado trunking systems are available digitally as BIM objects in the Revit and ArchiCAD file formats. The objects can be easily imported into common BIM programs. Our underfloor and dado trunking systems are also available in the BIM data portal, BIMobject, which is available across manufacturers. You save time, remain competitive and increase quality as a result.

**Many companies  
can provide  
custom  
solutions.  
We can do it all.**



# Hotel



## **Steigenberger Hotel am Kanzleramt, Berlin**

The exclusive Steigenberger Hotel in the Lehrter district welcomes its guests with 339 rooms, three restaurants, a large conference centre and a ballroom.

The Berker S.1 switch series in polar white and anthracite integrates perfectly into the hotel's interior.



# Hotel



## LA MAISON Hotel, Saarlouis

The Berker 1930 series is used in the four-star superior LA MAISON Hotel, Saarlouis, in keeping with the 1930s style. Here, the modern connection technology for telephones, power and USB devices is given a classic design. The free-standing charging station – witty.park – with individually adapted housing colour blends harmoniously into the concept of the historic building. Charging permissions are granted via near-field communication (RFID). In the fitness centre, the upper sections of the underfloor trunking system tehalit.BKB are covered with parquet flooring to match the floor. This hides the equipment installations such as the double sockets for supplying power to the training equipment.





## **Ameron Hotel, Hamburg**

When renovating its office building on the edge of the city's warehouse district, the Ameron hotel chain chose underfloor trunking by Hager along with Berker Q.3 series switches in anthracite and Berker Q.1 switches in polar white. The conference rooms are fitted with Berker Q.1 series KNX sensors.





## References



### Office building WQ 1, Bremen

This office building was one of the first in Bremen to be awarded the DGNB (German Sustainable Building Council) sustainability certificate in silver. A Berker KNX system and control elements in the Berker B.I.Q. series ensure an efficient building control system. The building's measuring transmitter system is made by Hager.

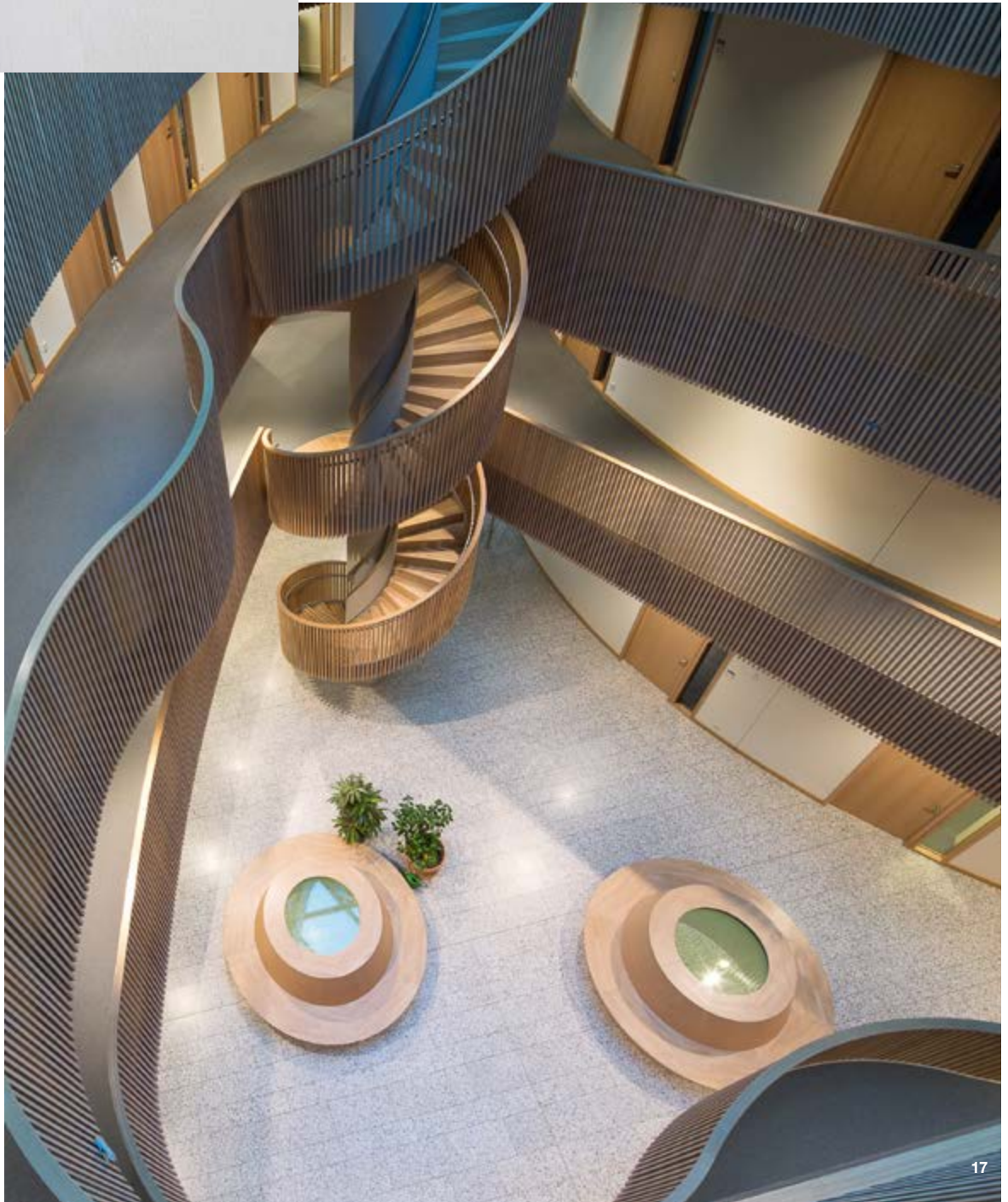
# Office





## State Ministry for Urban Development and the Environment), Hamburg

The interior fittings of the 61,400 m<sup>2</sup> building, which consumes only 70 kWh/m<sup>2</sup> of primary energy per year thanks to a clever ventilation system, are impressive. 1400 employees use switches, sockets and additional control elements from the Berker Q.1 range on a daily basis.





## References



### dm-drogerie markt, Schorndorf

The building does not need any fossil fuels and is both supplied with power and controlled via an intelligent building services engineering concept. This is supported by Hager technology: In addition to a 250 A measuring transmitter cabinet and a low-voltage main distribution board, the tehalit.BRN dado trunking system was used as the modular cabinet solution. The latter ensures secure cable routing and flexible appliance installation. It has been equipped with the Berker S.1 switch range.



# Retail



You can find further references at:  
[hagergroup.com](http://hagergroup.com)





# Knowledge that ensures safety.





The challenges and possibilities associated with electrotechnology are continuously growing. Hager is always on-the-go, bridging the gap with its innovative and smart solutions across the defined segments. Consistent technical trainings and workshops are conducted to enhance the knowledge and ensure confidence and ease at every stage of the project. Additionally, our team is certified and technically well versed to plan and execute KNX installations and provide utmost support and end-to end solutions for channel partners on design, testing and commissioning of KNX installation for different project segments.

State-of-the-art KNX training centers are established in UAE & KSA to raise awareness on KNX protocol within Middle East region. As a result, you get the most out of your day-to-day planning, not just for yourself, but also for your customers.

# Our training offer

To address the robust growth in the Middle East region, Hager is locally based in United Arab Emirates, Kingdom of Saudi Arabia and Qatar. This ensures your projects run uninterrupted and seamlessly and that you receive the right level of training and support.

Throughout the year, our qualified team of engineers conducts trainings on and off site. They make sure these customer-oriented programs are instrumental in reinforcing the trust and quality of Hager brand. We also provide tailored-solutions according to each customer's requirements.



For more details please contact [info.me@hager.com](mailto:info.me@hager.com)

# 2

**KNX certified training centers: Dubai & Riyadh**

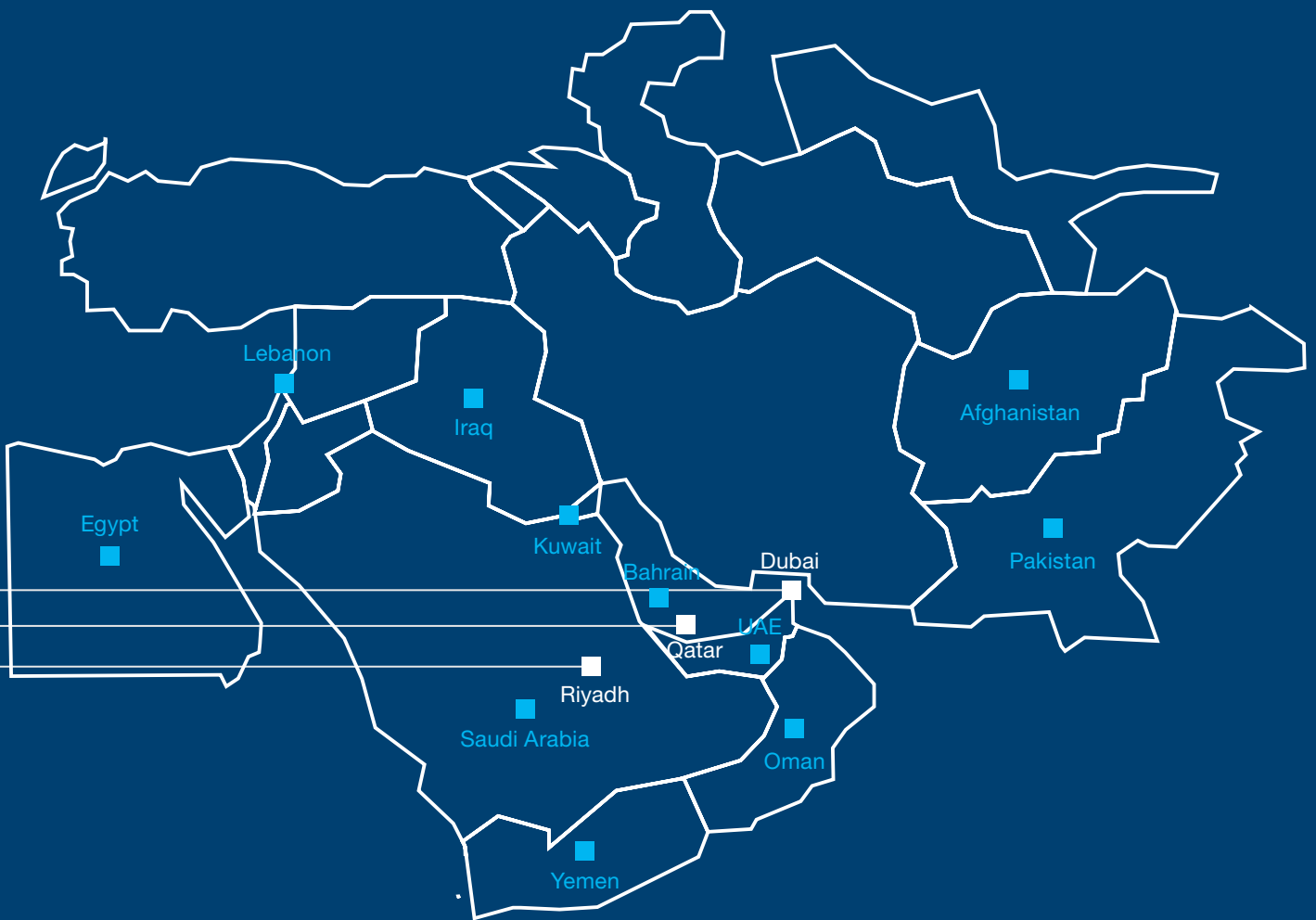
# 3

**countries with regional offices**

Dubai  
Qatar  
Riyadh

# 12

operational  
countries for  
Hager Middle East





# One partner for everything you need.

## 01

Energy Distribution



# 03

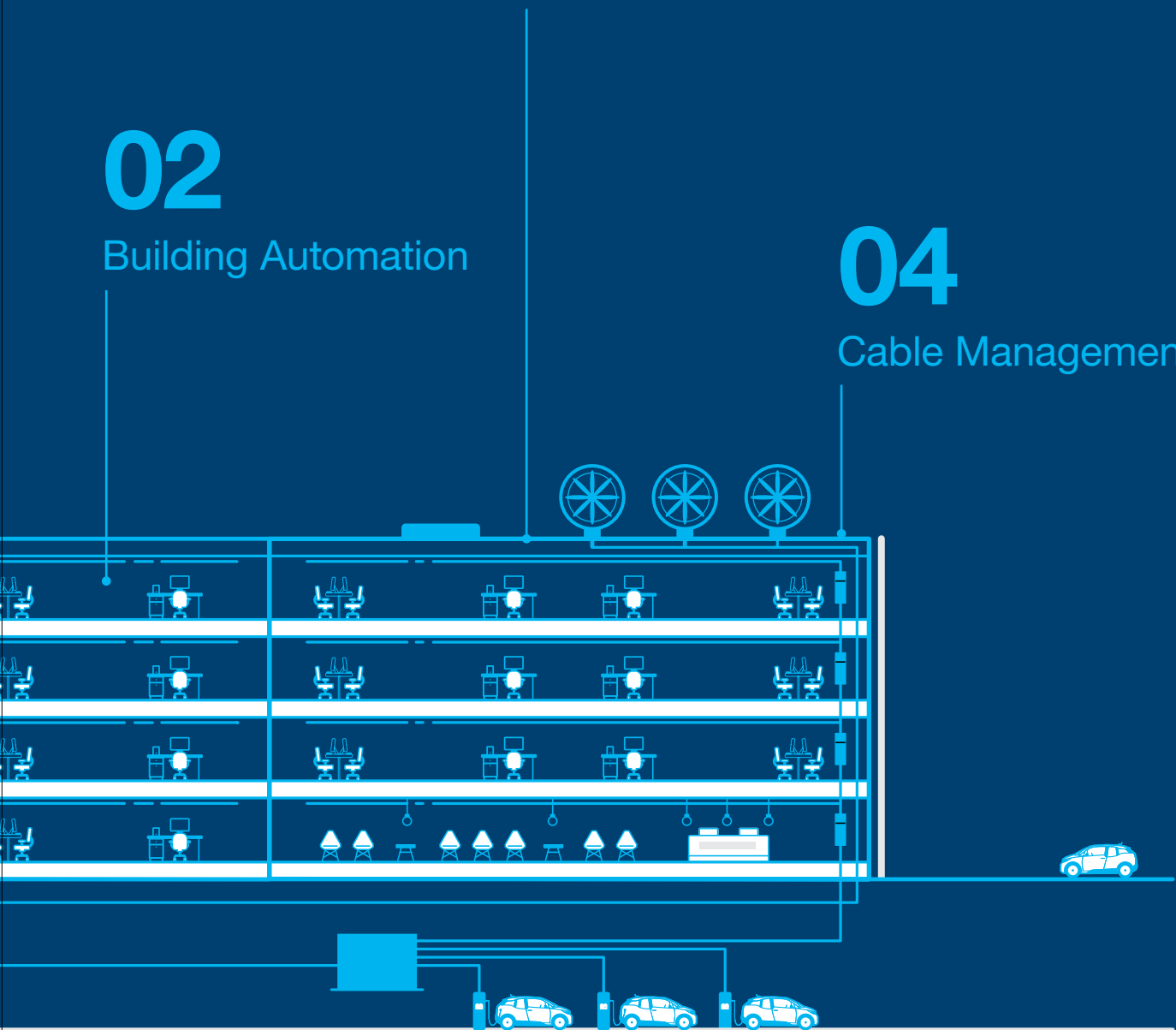
## Energy Management

# 02

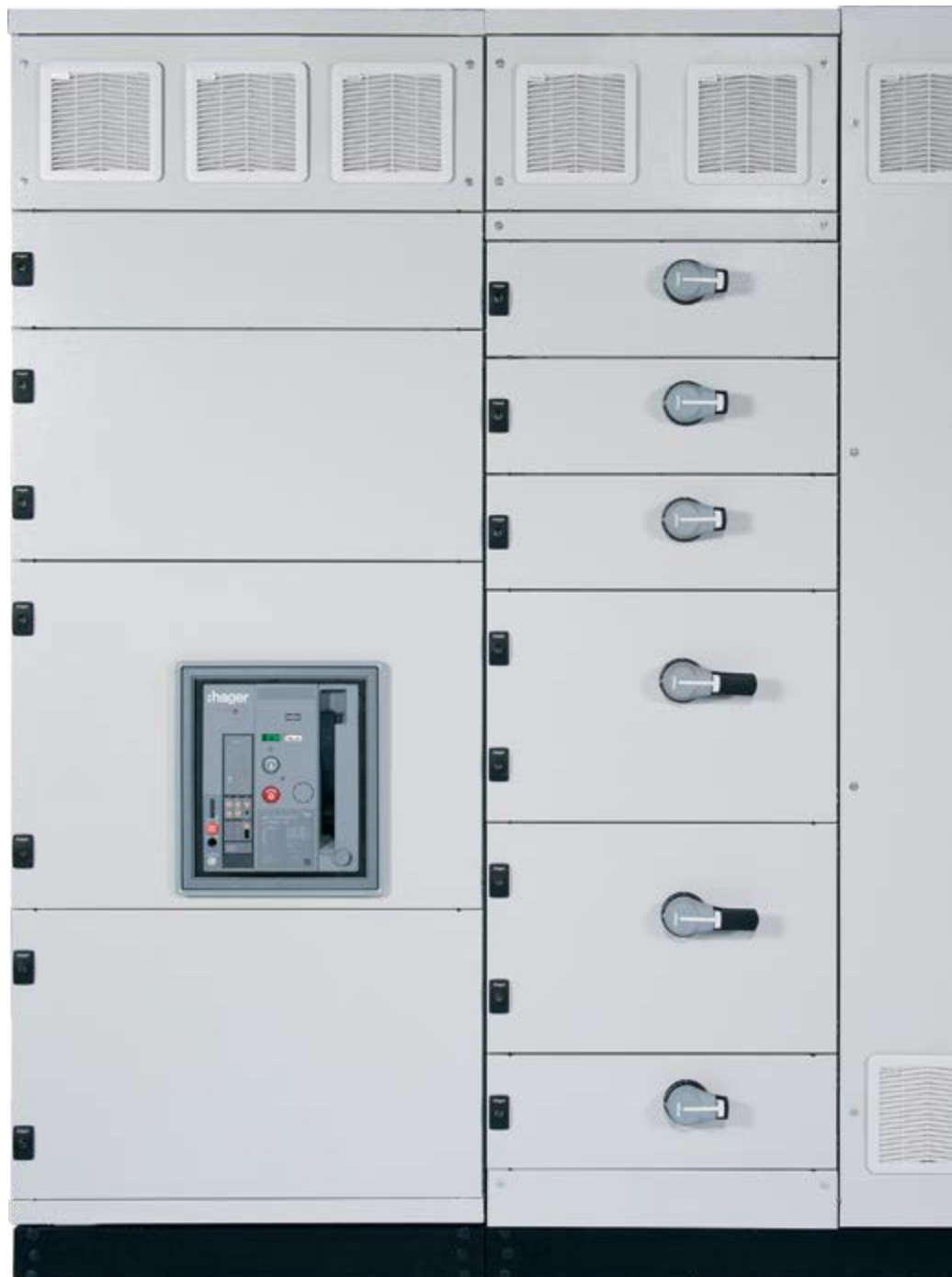
## Building Automation

# 04

## Cable Management



# Energy Distribution: Provide energy reliably, supply in line with consumption.





# 01

Our type-tested distribution systems are specially tailored to the needs of switchboard builders. All distribution systems, from main distribution board up to the final Energy Distribution in the room, meet the highest safety standards and satisfy standards for people and buildings – and are already prepared for future requirements. They combine maximum flexibility and energy efficiency with the highest level of personal security and system protection with the lowest maintenance times. This means that your planning possibilities will also increase.

# Building Automation: Improve comfort and security, increase energy efficiency.

## 02



From switching on the lights using non-contact technology to being able to individually set a pleasant temperature, right through to automatically opening and closing shutters and blinds – a modern room management system is not only easy to use, it also adapts perfectly to your preferences and provides you with an environment in which you can live and work comfortably. Our integrated Room Solutions are setting benchmarks in this area. Switches, sockets and sensors not only combine sophisticated technology with a unique design, they also leave no desire unfilled in terms of comfort, mobility and security, while at the same time optimising area usage and costs.



# Energy Management: Measure energy consumption, identify energy guzzlers.



## 03

No planner can ignore the energy efficiency of an electrical system. If you want to work in compliance with international standards, you must get acquainted with our agardio energy monitoring system. Energy guzzlers can be exposed and operational costs reduced through a consumer behavior, without compromising on service quality, personal safety or the reliability of existing installations. In addition, we offer a comprehensive range of charging station solutions for the private and semi-public sectors, compliant with the international standards, such as EN 61851.



Applications

# Cable Management for a tailor-made electronic infrastructure.



# 04

Our Cable Management systems supply energy and data everywhere it is needed – in hotels, offices and in retail. Via the floor, wall or ceiling, our systems can be flexibly adjusted to any type of building, any workplace and to any application. And we can do this over the entire lifetime of the building fully in line with its design, because our solutions adapt flexibly to the needs and requirements of various user groups. This also means that the property will remain attractive for many years to come.





## **Our journey in the Middle East**

Hager Group is a leading provider of solutions and services for electrical installations in residential, commercial and industrial buildings. Our range of solutions and services extends from energy distribution to cable management and from security systems to building automation.

Since 1997, Hager Middle East comes with a strong commercial team with expertise in product management, sales & marketing, customer service and finance. Our main office is based in Dubai, United Arab Emirates, with two offices in Kingdom of Saudi Arabia and Qatar, alongside representative in Oman.

Throughout the year, our qualified team of engineers conducts various other trainings on request. They make sure that these customer-oriented programs are instrumental in reinforcing the trust and quality of Hager brand.

With such commitment and dedication, we aim to whittle the best solutions for all your electrical installation systems anytime, anywhere.











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