

KEEPING YOUR WORLD ONLINE

EXPERTISE IN STANDBY POWER





UPS SYSTEMS PLC

We take the uncertainty out of Standby Power.

UPS Systems was founded in 1993 by current owner and managing director Tom Sperrey when he identified that core business systems were becoming increasingly more reliant on IT availability and many were facing problems because of poorly managed power within their IT departments.

He set out to form a company that would focus on the wider issues of standby power for all purposes, seeing the need for an independent organisation able to focus on the specific requirements of each customer and not limited to any single manufacturer's product range.

The company has grown steadily since that time and moved into its current premises in January 2010 which provide great scope for future expansion in the next few years.

The directors' decision not to tie the company to any one manufacturer has allowed the company to develop a unique database that enables the company to design and source bespoke standby power system solutions for their customers.

As a result the company has grown to become one of the UK's leading suppliers of standby power products, specialising in the design, supply, commissioning, maintenance/repair and installation of small, medium and large systems, incorporating UPS, Generators, Fuel Cells and ancillary systems such as air conditioning.

In today's increasingly competitive business environment, standby power continues to be key to the continuity of any business that has any kind of reliance on IT systems. Whether your requirements are for short-term power to bring IT systems to a controlled shut-down, or a fully integrated standby power system to keep your business running continuously, irrespective of external power supplies, UPS Systems will deliver the right solution to support any business infrastructure.

From initial consultancy to installation, commissioning and a comprehensive after-sales service, our philosophy is of complete customer support and service, managing your entire project from start to finish and removing the uncertainty from your standby power needs.

STANDBY POWER

Supporting IT and communications infrastructures from the home office to the international data centre.

THE STANDBY POWER EXPERTS

Most companies today understand that the only way to guarantee the continuity of business operations in the face of uncertain power supplies is to have a standby power strategy. The uncertain quality of power drawn from the national grid involves far more than power cuts. Momentary power interruptions, electrical current surges and dips in power all create problems for sensitive electronic equipment.

A power continuity plan needs to reflect the nature of the business. For those companies where a power loss is no more than an inconvenience, it is common practice to install an uninterruptible power supply with a runtime sufficient to allow an orderly backup and shutdown of computers and servers. For companies where any downtime impacts severely on reputation and profits (such as data centres and financial service organisations), any loss of power will have much more severe implications.

STANDBY POWER STRATEGY

Standby power strategy covers more than computer rooms, servers and communications equipment. Less sensitive equipment that can withstand short breaks in power may only need generator backup, but everything needs to be considered. For example emergency lighting, fire protection, access control, cooling for computer rooms and servers and auxiliary power for the building's lifts all have to be evaluated.

There are several "equipment" categories that need to be considered as part of an overall standby power strategy.

- **'CRITICAL' SYSTEMS** which require both UPS and generator standby power.
- **'SENSITIVE' SYSTEMS** which require UPS standby power.
- **'ESSENTIAL' SYSTEMS** which require generator standby power.
- **'OTHER' SYSTEMS** which may not require any standby power.

UPS Systems unrivalled expertise is its ability to help you produce a plan which considers all the necessary requirements of your business and then aid you in the creation and delivery of a standby power strategy to match both your current and future needs.

WHAT WE DO

The UPS Systems' philosophy is to ensure our customers receive the very best service possible.

OUR COMPLETE SERVICE OFFERING INCLUDES:

Complete planning services – from site surveys to system design and upgrades to create a standby power solution or a complete power strategy.

Implementation – each customer is provided with an individual account manager as the dedicated contact at UPS Systems. It is their role to oversee any project from design through to installation and commissioning.

AFTER-SALES SERVICE

UPS Systems' services extend well beyond the delivery of a standby power system and our extensive range of after-sales services include;

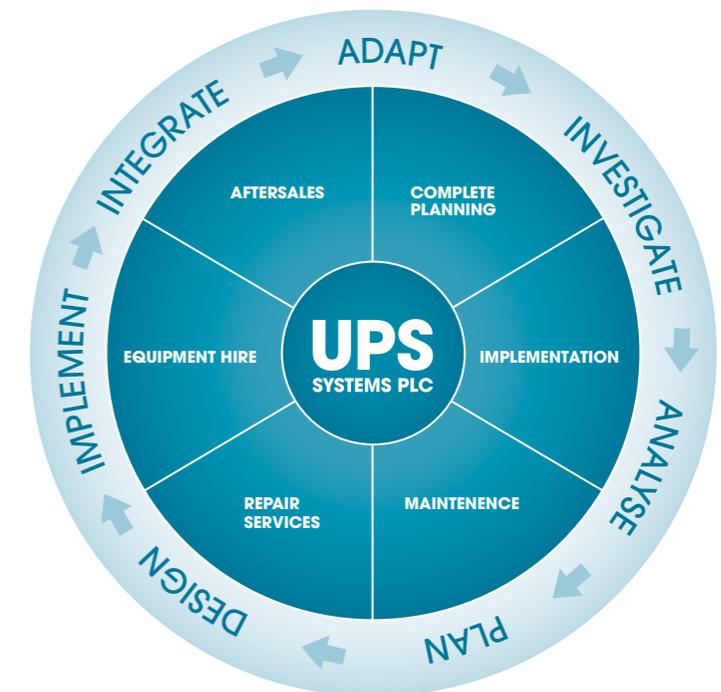
- **MAINTENANCE** and service contracts on any new and existing equipment.
- **REMOTE MONITORING** for your whole standby power system via UPS Systems' own **REMO** monitoring system which can be tailored to your exact reporting needs.
- **HEALTH CHECKS** and load bank testing on all your UPS and generators to ensure that they are fully functional and ready to operate should you require them.
- **BATTERY REPLACEMENT** and supply for all sizes and makes of UPS.

- **REPAIR SERVICES** either as part of an annual maintenance contract or on an ad-hoc basis when you need them quickly and efficiently.

- **EQUIPMENT RELOCATION** for office moves or refurbishment.

- **EQUIPMENT HIRE** for temporary or long-term use.

From short-term equipment hire, to a long-term business requirement, whatever aspect of standby power your business needs the UPS Systems team can help.



PRODUCTS

With access to the UK's widest range of standby power products, UPS Systems offers totally impartial advice and genuine choice when selecting uninterruptible power supplies, generators, fuel cells and other equipment.



UPS (UNINTERRUPTIBLE POWER SUPPLIES)

We supply uninterruptible power supplies from 300VA to > 1MVA, in rack-mounted or stand-alone configurations. These can be off-line or on-line, single-phase, three-phase, line interactive, double conversion, flywheel or parallel redundant systems.

Whatever your requirements, UPS Systems can provide a UPS to meet your needs, and can advise on the best choice of unit from the UK's widest range of suppliers.

GENERATORS

Generators of all sizes can be provided up to 2.2MVA. These can be matched to UPS or multiple generators and can be synchronised to enable their outputs to be connected, creating even greater power outputs if required. We can also provide matched UPS and generators (either for purchase, lease, hire or on standby), to switchgear and AMF panels, including fuel tanks and re-fuelling services.

FUEL CELLS

UPS Systems is the UK's leading supplier of fuel cells for both prime and standby power applications and has provided over 50 commercial fuel cells since 2006. Using methanol, hydrogen or reformed natural gas as a fuel source, these units can provide power from 25W through to 450KW. The fuel cells supplied by UPS Systems are now a viable commercial product, and a clean-fuel alternative to current power sources, ideal for use in both portable and static situations.

REMO®

As part of our growing range of preventative maintenance options, we now offer the REMO® remote monitoring service for your UPS and generators.

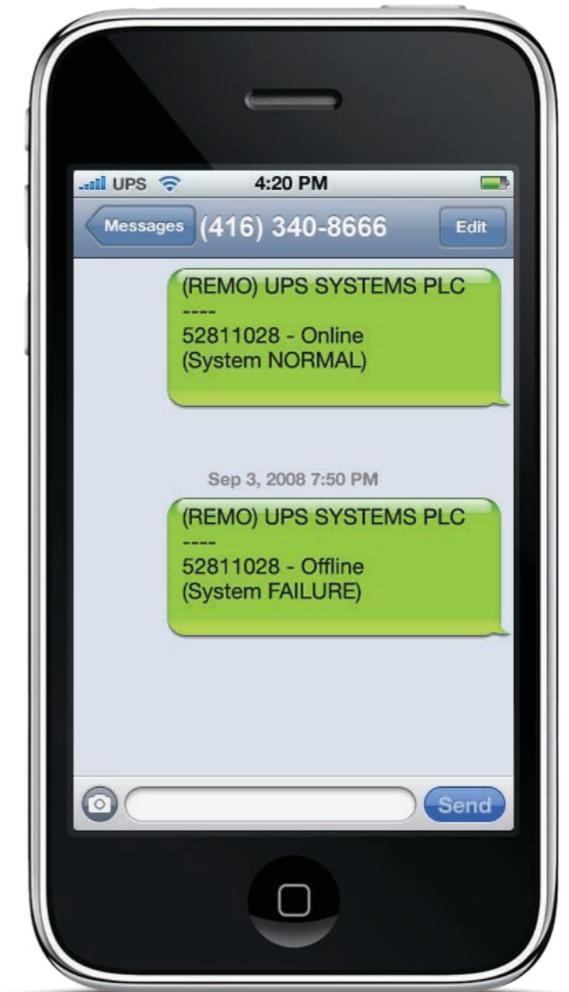
“COMPLETE PEACE OF MIND FOR THE IT MANAGER”

REMO®

Utilising a landline or GSM phone for remote sites, we can monitor the majority of standby power products and notify you immediately of any alarm conditions or report on any of the unit's parameters that are required.

Install **REMO®** and your units will be monitored 24 hours a day, 365 days a year. When incorporated into one of our maintenance contracts, UPS Systems will manage any issues with your systems and our trained engineers will be sent to site to diagnose and solve problems quickly and efficiently. For more information visit:

WWW.REMOALERT.CO.UK



OUR SERVICE PROMISE

To provide the UK's widest range of standby power products independent of any manufacturer, choosing a product solely on its ability to do the job required within budget.

HIGH QUALITY PERSONAL SERVICE AND A TOTALLY CONSULTATIVE APPROACH

As a customer of UPS Systems you will be allocated your own personal dedicated sales engineer specialising in standby power whose role is to work with you to clearly define your requirements and recommend the best solution by taking into account;

- The critical systems that you need to protect your servers, network communications, IT infrastructure, air conditioning and other key systems.
- The equipment to be supported, the equipment type and application, its load characteristics and power factor.
- The total power requirement. Taking into account: key systems to be protected, health and safety during long outages (e.g. emergency lighting) and future-proofing to cater for increased power loads in the future.
- Incoming power, voltage, single or three-phase distribution and power quality (frequency of spikes, surges, brownouts, outages etc).
- Your runtime requirements, taking into account the 'always-on' needs of some systems, the time necessary to close down other systems and the expected time before normal power is resumed.

- Location, size and weight requirements for UPS, battery cabinets and or generator systems: taking into account the proximity to systems being protected, any requirements for reinforced floors, noise and gas emissions, fuel storage and any planning permissions required.
- Access within your premises including external access for off-load, and internal access for delivering, installing, commissioning and maintaining your system.
- Site visits. In many cases it may be necessary for our sales engineer to visit your premises, audit your systems and size your requirement.



OUR CREDENTIALS

Our skill is in satisfying our customers' needs for standby power. As a result hundreds of organisations trust us with their requirements.

OUR CUSTOMER BASE INCLUDES

Companies from most industries in the UK, from the largest public organisations to the smallest business or single IT user. Our standby power solutions cover businesses of all sizes and include not only standby power but full air conditioning, cooling, security and safety systems as well.



"Having been a UPS Systems customer since the early 1990's, I've always been impressed by their responsiveness and the quality of their advice. In fact I can best describe UPS Systems' service in two words effortless superiority"

**TREVOR JONES, UK FACILITIES MANAGER,
2E2 UK LIMITED**

CASE STUDIES

We pride ourselves on our impressive customer base which includes such well-known names as npower, the BBC, Carillion, NASA, BP, BAE Systems, Balfour Beatty and many utilities, universities and county councils.

For a full list of all of our case studies visit our website at:

[WWW.UPSSYSTEMS.CO.UK/
CASE_STUDY_ARCHIVE.PHP](http://WWW.UPSSYSTEMS.CO.UK/CASE_STUDY_ARCHIVE.PHP)



"With the added value of their technical support, UPS Systems offered us the best solution for our money. If we had to do it again, we'd do exactly the same."

**TONY MACE, PROJECT ENGINEER,
SOUTH EAST WATER**



"We have worked with UPS Systems for many years. When we find a partner that we like working with, we stay with them. This is modelled on the way we prefer to work with our own customers."

**KEVIN HANSARD. IT SYSTEMS MANAGER,
IPL**

MISSION STATEMENT

To provide our customers with the best possible solution to their power supply requirements from equipment and techniques available anywhere in the market place.

This is to be in keeping with the levels of budget, reliability and timescales agreed with the customer while maintaining and measuring a high degree of customer satisfaction.

UPS SYSTEMS PLC

Herongate, Hungerford, Berkshire RG17 0YU
tel: +44 (0)1488 680500 fax: +44 (0)1488 686315
sales@upssystems.co.uk
WWW.UPSSYSTEMS.CO.UK

