

Welcome to the ninth issue of Alert.

In this Issue....

- Custom Designed Power Distribution Units - made to your specification
- Customer Case Study: Robertson Chickens
- UPS Preventative Maintenance Plan - Protecting Your Investment
- New Partner Profile: Emerson Network Power
- New Product: Liebert MicroPOD
- Product Spotlight: CyberPower BRIC LCD UPS
- Out and About: ASIAL Security Show 2011
- Staff Profile: Steve Keep (QLD)
- Staff Move: Bob Meyer (WA)

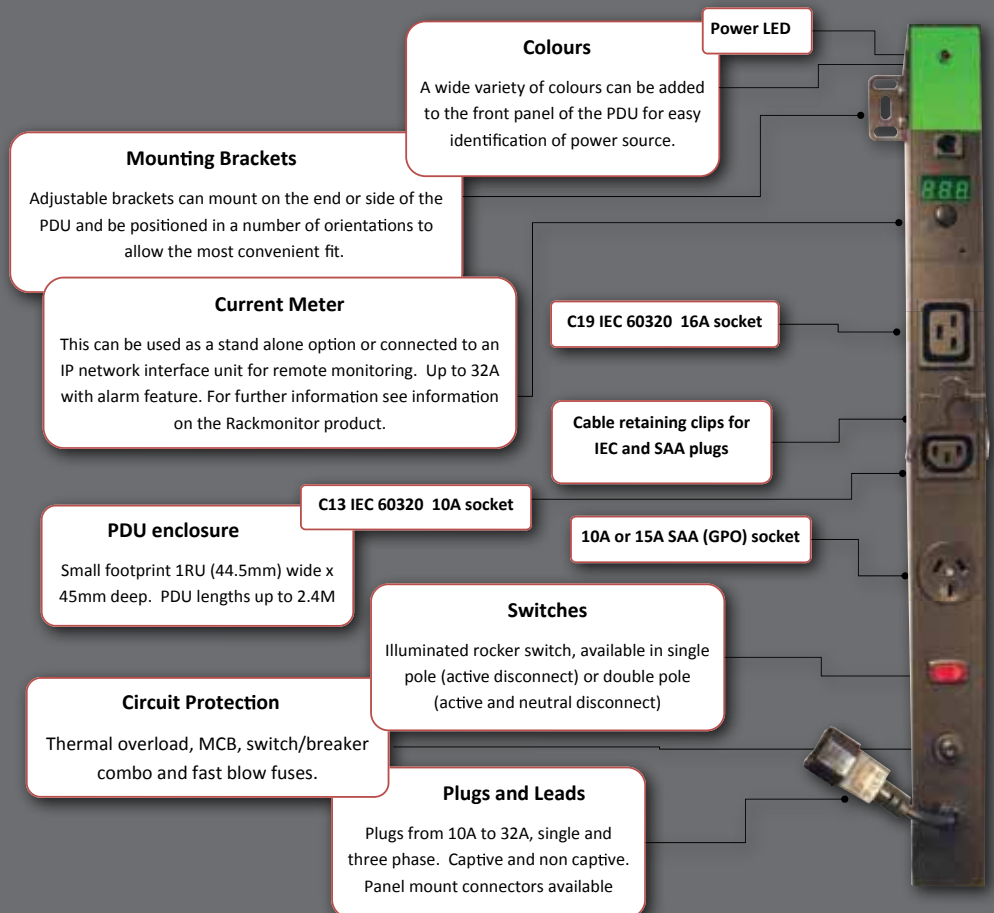
Custom Designed Power Distribution Units made to your specification

IT equipment is consuming more power than ever before and increased demand for reliability means IT managers need to be able to monitor and control power consumption at the server level as well as at the data centre level in order to understand and control what is happening within their infrastructure.

Every IT Room, Data Centre or Server Rack is different and therefore will have different power requirements. NPS custom made PDU's (Power Distribution Units) provide maximum versatility. The PDU diagram to the right explains some of the different elements of a custom made PDU that can be configured, such as the outlet quantity and type, the type and length of the plugs and leads and the type of mounting required.

NPS can also provide monitored and/or managed PDU's that are designed to be highly flexible with reporting methods including SNMP, HTTP, RS232, TELNET, WAP, GSM and capable of SMTP Email and SMS Direct messaging. These units can be used to locally and remotely manage, access and control almost any powered device imaginable. NPS can assist you in selecting a PDU to meet your specific requirements.

Power Distribution Units For Data Enclosures



Customer Case Study: Robertson Chickens

Robertson Chickens is a family owned and operated poultry production company based in New South Wales. Robertson Chickens also has operations throughout regional Australia that are subject to very poor quality mains power supply.

Problem:

Several of the regional sites were experiencing frequent brown-outs, spikes, electrical noise and surges which have corrupted workstations and effected critical rack communications equipment.

Solution:

NPS was engaged to solve the power problems at each site. NPS implemented a number of Emerson Liebert 2kVA Rack Mounted UPS systems to provide regulated, clean power output to the connected equipment. These UPS were supplied with Web/SNMP Cards to enable Robertson Chickens' IT department to remotely monitor and manage each UPS.

Additionally, each UPS had a Powersmart PM10i Industrial 3 Stage Surge Power Filter installed between the mains power supply and the UPS to provide upstream protection against surges, spikes and electrical noise. This is commonly known as "cascaded surge protection".



Liebert GXT3-2000VA UPS installed in a local rack unit to protect sensitive communications equipment

UPS Preventative Maintenance Plan - Protecting Your Investment

An annual Preventative Maintenance Service is the minimum level of maintenance coverage recommended by NPS for any hardwired, fixed-site UPS system. A regular preventative maintenance service will maximize the reliability of the UPS system your critical equipment depends on. The intent of a preventative maintenance service is to detect potential failure before they occur.

Many businesses fail to maintain their UPS systems and are surprised and disappointed when they fail prematurely causing massive inconvenience. Would the same business owners drive their company motor vehicles for 2-3 years without servicing them?

The type of preventative maintenance required varies depending on the UPS size, environment, location and application. The UPS environment should be clean, dry and ideally between 20 – 25deg C. A regular operational test including sufficient battery discharge to confirm it still meets your expectations will give you the confidence the UPS will provide support when next required. For critical applications it is also advantageous to open the UPS, visually inspect all components, especially the batteries and fans, and clean thoroughly. Larger UPS systems typically have serviceable components such as filters and fans. This should be performed by an experienced technician.

The battery bank is usually a significant percentage of the capital expense and justifies detailed maintenance to increase both reliability and service life. A well-structured maintenance

program may extend the life of a battery bank by two years, this is a major saving.

As an independent power protection specialist NPS can recommend an appropriate maintenance service for your needs and take the headache away by managing and coordinating your service program regardless of the make or model UPS you have.



New Partner Profile: Emerson Network Power

NPS has partnered with Emerson Network Power to provide Liebert UPS Systems, DC Systems, Precision Cooling Systems, Integrated Racks and Enclosures, Power Switching and Connectivity Solutions to new and existing clients.

Emerson Network Power recently acquired Chloride Power Protection and as part of the integration process appointed NPS to manage and support the Chloride customers and ensure a smooth transition to the equivalent Emerson products when required.

This new partnership will provide benefits to NPS clients needing high end or engineered UPS specifications and will complement the products from existing NPS preferred suppliers Eaton, Socomec and APC.



New Product: Liebert MicroPOD - Wrap-Around Maintenance Bypass with Output Distribution.

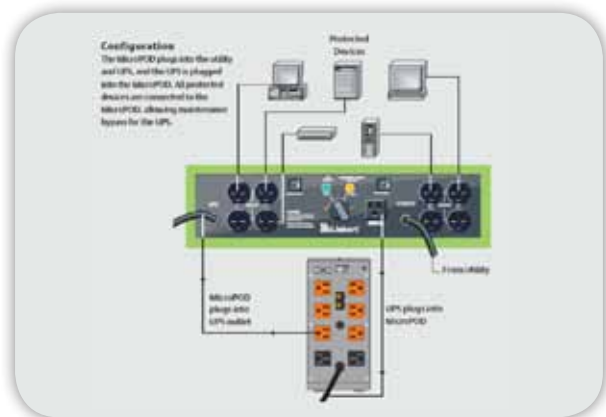
When a computer system cannot be without power even for maintenance the Emerson Liebert MicroPOD ensures continuous uptime. The MicroPOD provides maintenance bypass capability and power output distribution for UPS models 3 kVA and below.

The MicroPOD maintenance bypass and power output distribution switch allows you to manually transfer the connected equipment to utility power via a maintenance bypass switch, permitting scheduled maintenance or UPS replacement without discontinuing power to the critical load. Transferring back to UPS power easy, simply turn the switch to the indicated position and the load is protected by the UPS.

MicroPOD product highlights:

- Available in plug-and-play or hardwired options at 120V or 208V rating,
- Units include brackets for rack mounting in any direction.

- Rotary switch with indicators makes the unit simple to operate.
- Plug-and-play connectability for both input and output.
- Compatible with any brand of UPS system.
- Two-year, no-hassle replacement warranty.



Product Spotlight: CyberPower BRIC LCD UPS with Green Power



The CyberPower BRIC LCD Line Interactive UPS is the ideal choice for the home or small office environment. With three surge and battery backed outlets as well as three surge protected outlets you can protect all your computer accessories and peripherals as well as keep your critical equipment running during a power outage.

Unique CyberPower BRIC LCD features:

- Line Interactive Technology with Automatic Voltage Regulation
- Green Power System (provides up to 75% in Energy Savings)
- LCD Display - Multifunction Status Monitor
- Phone/Fax/Modem Network Protection
- Six Australian 3 Pin Outlets (3 Surge, 3 Surge and Battery)
- Cable Collector for neat Cable Management

- PowerPanel Auto-shutdown software for Windows, Mac and Linux
- USB Port for PC Connection
- 2 Year Advance Replacement Warranty (including freight both ways)
- \$25,000 Connected Equipment Guarantee



Out and About: ASIAL Security Show 2011



NPS once again exhibited at the ASIAL Security 2011 Exhibition at the Sydney Convention & Exhibition Centre. The show is the largest annual event for the security industry in Australia and was held over three days from 24th - 26th August 2011.

NPS has been an Exhibitor and ASIAL Member for the last five years. Within that timeframe there have been many changes in the security landscape as well as product innovation and advancement in Power Protection equipment, such as UPS & Surge Protection. NPS supports security integrators with power solutions that provide continuous, clean power to critical security applications such as video surveillance and monitoring systems.

NPS exhibited a range of new and innovative products, in particular our range of Green Power UPS systems.

Staff Profile: Steve Keep (QLD)

Steve Keep has been working at NPS in Brisbane as the QLD Sales Manager since October 2007. Prior to joining NPS, Steve was with Eaton Industries in Sydney for more than fifteen years.

Since joining NPS Steve has forged strong business partnerships and developed a client base primarily in the electrical, security, mining and government sectors.

Steve believes his key success factors are strong written and verbal communication and being highly organized and reliable. "Some of the larger power integration projects we have won have involved being across different decision makers and influencers in different parts of an organization such as management, IT and facilities. Then when the project is being delivered we are liaising with multiple parties including our suppliers, the electrical contractor, the end user, the consultant and even the shipping company."

Outside work Steve enjoys spending time with his family, watching EPL Football and having a drink and a BBQ with friends.



Staff Move: Bob Meyer (WA)

Bob Meyer has recently rejoined NPS in the Perth office. Bob had previously worked for NPS in the Sydney office for 5 years but left the company when he decided to move to Western Australia

with his family. Bob has a wealth of experience in logistics and product handling and will be a great support for the NPS WA team. Welcome back Bob!