

A Message From "The Founders"



2007 completed Natural Power Solutions 13th year of business in the power protection industry. We are extremely proud of this achievement along with our continued expansion across Australia.

The power protection industry has become increasingly important and critical to all commercial and industrial businesses across Australia. This is largely due to a combination of erratic climate conditions, unreliable mains power supply and an even greater demand for electricity to be 100% reliable in the workplace.

NPS has grown with the industry and remains a market leader in the power protection field. In 2008 NPS will introduce a new business model which will provide turn key solutions to clients. NPS will develop a services and consultancy division to provide design, supply and implementation of power distribution and power protection solutions.

As directors of NPS, Warwick Andrews and myself together with our staff look forward to assisting in solving your power related issues. We hope 2008 is a year of prosperity for all.

Sincerely, Mark Sewell

Network convergence sees an even greater focus on network power and cooling



The main risk from a converged network is obvious – by creating a single network on which you will run the majority of your organisation's data, applications and now voice, downtime is simply not an option. Availability is built on reliability, quality is based on performance and all of that is built upon strategic power provision, protection and cooling.

One impact of the converged network revolution is that telecom departments and systems managers are being rolled into the IT department – sometimes leaving IT Managers to pick up functions previously performed by facility engineers. Today, IT Managers must be able to understand and manage the electrical infrastructure as well as the hardware and systems running on it. This requires a new understanding of power distribution and UPS configurations.

High-density computing environments use blade servers to provide the processing power necessary for converged networks. High-density computing environments use more power in a smaller footprint, making expanding power demands, increasing power costs and excessive heat all critical issues. The challenge is to make decisions that provide efficient power protection and distribution for growing loads, while managing the heat.

Following an intensive 2 days of training at Eaton's Sydney premises in Dec 2007, NPS is now a fully accredited Powerware BladeUPS Solutions Specialist. Designed specifically for high-density computing environments, the new Powerware BladeUPS delivers 12kW of efficient, reliable power in only 6U of standard rack space, including batteries. This revolutionary new design allows you to:

- **Get more power in less space**

Extend the capacity by combining 12kW modules in a building block fashion to deliver 60kW of redundant backup power from a single rack enclosure.

- **Reduce Energy Costs**

By delivering an industry leading 97% efficiency, the BladeUPS quickly pays for itself through energy savings alone.

- **Reduce Cooling Costs**

The efficiency of the BladeUPS produces cooler operating conditions and less heat dissipation, resulting in a reduction of overall air conditioning requirements by more than one-third.

So if you're looking for a UPS for your data centre or network room that will help lower energy costs while delivering a scalable and flexible power protection architecture, the BladeUPS could be what you're looking for.

Australian Aerospace: Defending critical application servers against power failures

Australian Aerospace is the only helicopter producer in Australia and New Zealand and a subsidiary of the Eurocopter, which is a wholly-owned subsidiary of EADS, the largest aerospace and defence company in Europe.

Australian Aerospace is contracted to the Australian Defence Force to deliver ARH Tiger and MRH 90 helicopters and to provide through life support for various platforms including the ARH Tiger, MRH 90, Caribou and P3 Orion.

A new purpose built facility was constructed at Brisbane International Airport Aerotech

Park adjacent to the current Caribou Support facility to accommodate the assembly, test, acquisition and through life support activities.

The Support centre required a UPS system to provide back up power for the software development servers in the event of a power failure. NPS delivered and commissioned a 15kVA 3 Phase UPS.

The UPS system now provides at least 10 minutes of back up time so that an orderly shut down the software development servers and network can occur.

“I have no hesitation in recommending NPS to any organisation requiring a UPS. NPS were the best price and the salespersons’ technical knowledge was impressive.”

Ross Denington, Avionics Systems Engineer, Australian Aerospace

Simpson Desert Cycling Classic – a challenge of a lifetime

You’re forcing your bike over soft sand. The empty desert around you is flat, desolate sand stretching away to the horizon. There is no shade, no respite from a relentless sun. It may sound like a punishment, but to NPS reseller, Mathew Dickerson of Axxis Technology, it is the chance of a lifetime.

In October 2007, with the help of joint sponsorship from NPS and Eaton, Mathew rode the Simpson Desert Cycle Challenge - five gruelling days across the Simpson Desert. The ride is 592km, running from Purni Bore to the iconic Birdsville Pub. Mathew finished fourth with a victory in 2 of the 9 stages.

“A lot of the time it was lonely,” Mathew said. “It didn’t take much for people to be a kilometre apart and there’s nothing around you - just a moonscape.” The landscape changes very quickly. “You might be on a flat corrugation for four or five kilometres, and you’d turn a corner and start riding over rocks.”

Riders must deal with extreme pain. The last stage was a joint effort where Mathew and team mate Mick Harvey crossed the



From L to R: Mick Harvey (rider), Kim Williams (support), Matthew Dickson (rider) and Paul Loxley (support)

finish line in equal first. Mick was only able to continue riding after padding his seat with pillows and extra shorts to be able to sit down to ride over the finish line.

Extracted from article written by Lynton Grace
(lynton.grace@ruralpress.com)

Product Focus: The Powerware 9120 Online UPS

The Powerware 9120 UPS has stood the test of time and is highly regarded for its reliability, expandability and advanced technical features. Today, it is still one of our most popular online double conversion UPS systems and here are some reasons why:

- ✓ **Advanced Battery Management** - the unique Powerware ABM technology only recharges when necessary, so ultimately the battery experiences less corrosion and battery service life is prolonged by up to 50%.
- ✓ **Hot swappable batteries** - all 9120 models have been developed with hot-swappable batteries, therefore internal batteries can be changed without powering down the load.
- ✓ **Extended runtimes** - all 9120 models can be equipped with External Battery modules. Custom made "super" battery



packs can extend the runtime from hours to days.

- ✓ **Load Segments** - load segments on plug and play models provide groups of outlets that can be independently controlled. To reserve battery power for more critical equipment connected to the UPS it is possible to shut down one load segment that supports a less critical load and thereby preserve battery capacity for the load segment where the most critical equipment is connected.

- ✓ **External Bypass options** - all 9120 units can be installed with an External Bypass option which enables service without powering down the critical load.
- ✓ **Management options** - the 9120 also caters for users who require an additional interface to work with a slot for COM options like SNMP/WEB card and an AS/400 card to provide integration to other management systems in a company.



Some MBS have a "Test" position which allows a Maintenance technician to apply power to the UPS for test purposes without disturbing the critical load equipment, while it continues to be fed from raw or filtered mains.

In summary, why do you need a Maintenance Bypass Switch if you have an Online UPS?

- When you want to be able to replace the UPS live
- When you must have it due to OH&S requirements to ensure safety
- When you want to maximise uptime

Maintenance Bypass Switch jargon made clear!

The purpose of a Maintenance Bypass Switch (MBS) is to isolate all AC input and output supplies from a UPS to allow Maintenance technicians to safely work on the UPS, while the critical load equipment continues to be powered from the input supply, normally raw or filtered mains.

Additionally, if the UPS doesn't come with an internal MBS, an external MBS can be provided. An external MBS is required when you want to remove or replace the UPS systems without load interruption.

NPS receives Eaton Platinum Partner Award for the 2nd year running!

In December 2007, NPS were nominated for Eaton Electric Systems Platinum Partner Awards. NPS founders, Mark Sewell and Warwick Andrews attended the blacktie Platinum Partner Dinner held at Le Montage on the waters edge of Sydney's Iron Cove Bay. They were presented with the prestigious award for Outstanding Sales Achievement in 2007 of Eaton's Power Protection Products throughout Australasia.





NPS Victoria supports Community Sport

For the past 3 years Natural Power Solutions (Vic) has supported South Belgrave Football Club, becoming a major sponsor in 2007. In that time the club has experienced success with premierships in both the Under 18 and Reserve grade competitions.

NPS hopes that with our continued support the boys will achieve the major goal, a senior grade flag in 2008.

New team for NPS Queensland

NPS are pleased to announce the appointment of Steve Keep as Queensland Sales Manager and Emily Keep as Queensland Branch Manager.

Steve joins NPS from Eaton Electric Systems, with whom he was employed for over 14 years. Steve's strong interpersonal skills and technical product knowledge will prove a great asset to the company.

Emily joined NPS in Sydney six months ago in the role of national marketing. While continuing to develop national marketing programs, the new role will utilise Emily's 14 years of management and sales experience in the IT&T industry.



NPS QLD Sales Team from L to R: Emily Keep, Steve Keep and Karen Newton

YOUR FEEDBACK

We Value your feedback. The first ten people to email any ideas or suggestions for future issues will receive a free Powersmart 100 Surge Protection Board valued at \$65.00.
Email: feedback@nps.com.au

Introducing NPS Services

Natural Power Solutions is excited to announce a new addition to the NPS Group, NPS Services.

NPS Services will provide installation and design services to the NPS Group of companies, engineering solutions using the wide range of power protection products available through NPS' strategic distribution partnerships.



Ian Wan Lum

NPS has appointed Ian Wan Lum to head up NPS Services. Ian brings over 25 years of practical experience and accumulated general knowledge in the electrical and power protection fields. Ian is highly respected in the industry for his expertise and technical creativity. "Our goal at NPS Services will be to provide the best products, solutions and services available in the market" says Ian.

At NPS, we firmly believe this addition will result in increased value for all of our customers, partners and employees.

Computer Troubleshooters Asia Pacific Conference 2007



Thirty five Computer Troubleshooter franchisees from all over Asia Pacific met for 2 days at the Gold Coast in December 2007 for their annual conference. In conjunction with the event, a vendor tradeshow was available for Troubleshooters to wander through during their breaks.

"The event worked really well, we got to meet all the Troubleshooters and gain a good understanding of the group. It also gave them the opportunity to find out how our products and services can help their business. We look forward to sponsoring the conference again next year", said Emily Keep, NPS QLD Branch Manager.



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