

## Nominee: Riello UPS Ltd

---

### **Nomination title: Maximum power, minimum space – Multi Power Combo leads the way**

**Key distinguishing features and/or USP?**

In 2016, the UK subsidiary of one of the world's leading manufacturers of uninterruptible power supply (UPS) products, Riello UPS Ltd, launched the latest extension to its award-winning modular range. Multi Power Combo marked the second product in the Multi Power series of UPS designed and manufactured by Riello UPS. Its key USP? The unique combination of UPS modules and battery units provides high power in a compact space.

Multi Power Combo is capable of housing up to three 42kW power modules and 20 battery units across five battery shelves, delivering total power output of 126kW or 84kW with N+1 redundancy. It is this enhanced level of redundancy with the power modules and battery strings which makes it a truly attractive product.

The 'building blocks' making up the cabinet are 'true hot swappable', allowing simple scaling up and down as required, without the need to power down or interrupt the critical IT load. This also makes access for maintenance simple.

Designed to meet the demands of small to medium sized facilities looking for scalable power protection, the cabinet is the perfect solution offering maximum power quality and battery backup.

Multi Power Combo has all of the key benefits of the Multi Power unit – availability, scalability, reliability and serviceability whilst benefiting from low Total Cost of Ownership and high efficiency. But what makes it a truly outstanding product is the superb power density in such a small footprint - essential in today's data driven society. That, and the fact that the UPS power modules and battery units are 'true hot swappable'; as mentioned above.

Multi Power Combo meets the VFI-SS-111 classification defined by international standard IEC EN 62040-3.

**What tangible impact has your product/solution had on the market and your customers?**

Launched officially at Data Centre World 2016 in front of 12,000 decision makers, the Multi Power Combo has been deployed globally to clients in a range of sectors including healthcare and industry data centres.

Launching the Multi Power Combo UPS at DCW demonstrates Riello UPS' continued commitment to developing innovative new UPS solutions which are high quality, reliable, efficient and cost effective for the modern data centre. This type of product is essential in a world driven by digital tech – from the Industrial Internet of Things and robotics to 3D printing and artificial intelligence, digitalisation is increasing demand for data centre storage. The fact that the Multi Power Combo features the most powerful UPS modules and batteries in one cabinet offers the perfect solution to counteract the issue of reduced space.

In terms of impact, customers of the Multi Power Combo have reported a wide range of benefits-

- Reduced energy bills through enhanced efficiency
- Saving valuable space in a data centre because of the smaller units
- Cost saving through the ability to right-size a UPS to meet the IT demand

The scalability of the product has allowed customers to optimise both the initial investment and the Total Cost of Ownership over its lifetime.

Multi Power Combo has had a huge impact in the marketplace as an attractive product for both current and new customers. Please see our supporting customer testimonial about the Multi Power Combo installation at a major UK hospital. The endorsement here speaks volumes:

“There is no doubt that the Multi Power Combo offers one of the best modular power solutions in the marketplace.”

“We know and trust Riello UPS to deliver an innovative product with many superb features, which is why we’ve selected the Combo for some of the most important installations with complex power requirements.”

Richard Vaughan, project manager at Advanced Power Technology Ltd

What are the major differentiators between your product/solution and those of your primary competitors?

Multi Power Combo is designed to stand out in the crowded uninterruptible power supply (UPS) marketplace by offering a higher power density than competing products. A density of 126kW per 0.62m<sup>2</sup> gives maximum power in a small footprint with five strings for added resilience.

Having carried out a full competitor audit, other aspects which differentiate Riello's Multi Power Combo include the true hot swappable batteries feature. Accessibility is a major plus when compared to others, making maintenance simpler as units can be accessed from the front of the system and the modules are true hot-swappable, reducing any maintenance related downtime.

In addition, a sophisticated connectivity panel on the front allows full status visibility of the UPS modules and batteries. Intelligent status monitoring of the battery enables real time updates in a clear, simple and effective way.

Multi Power Combo also boasts impressive power capabilities – up to 504kW, including added battery resilience. It is this added battery resilience which many other competitors do not provide. Another key feature is the outstanding inverter and bypass overload capability – up to 200% for 0.5 seconds compared to competitors 125% at 1 minute.

### Why nominee should win

1. It is the perfect solution for space sensitive requirements, housing power modules and batteries in one unit. Big power in a small space.
2. It offers superb power density and redundancy in a small footprint - essential in today's data driven society.
3. Stand-out features setting it apart from competitors include easy communications in a connectivity panel to impressive power capabilities and true hot swappable modules.
4. It responds to the evolving demands of the data centre landscape
5. It's top of the class as the most innovative and resilient modular power solution in the marketplace.