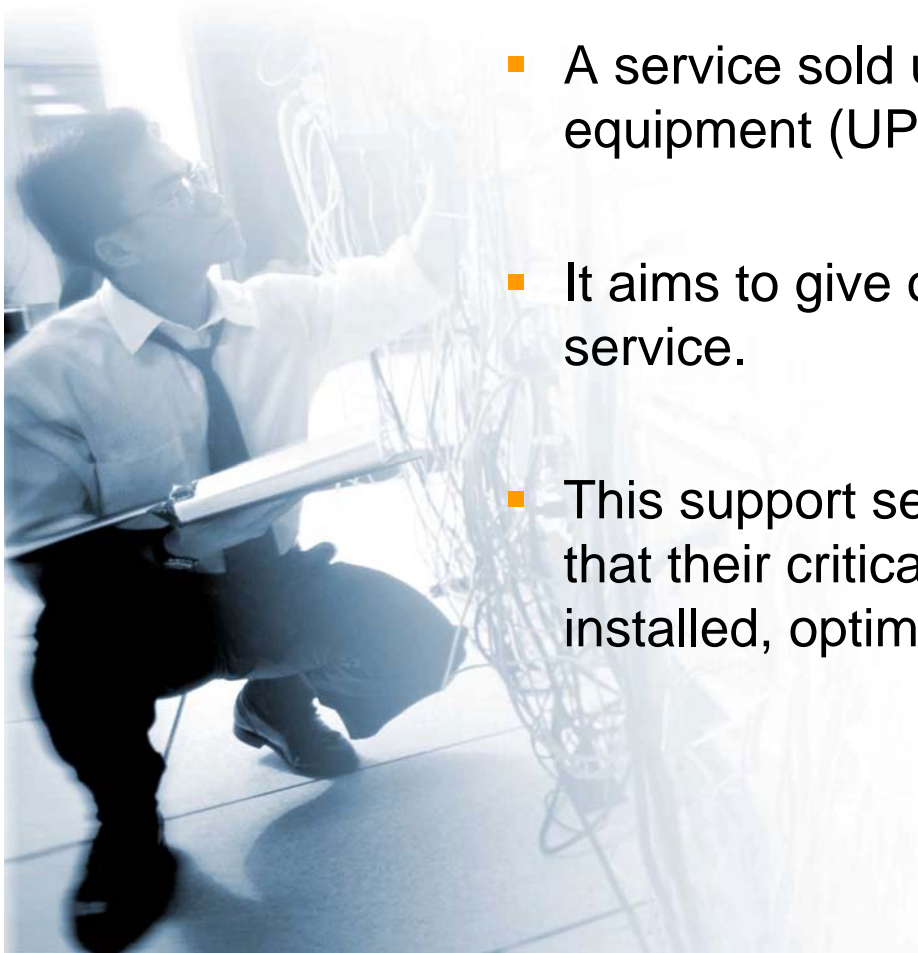


# Asia Pacific Channel Services Installation and Start Up

## Installation and Startup Package Overview

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- A service sold upfront together with the equipment (UPS)
- It aims to give our customers value added service.
- This support service helps customer to make sure that their critical equipment will be properly installed, optimized and will be up and running

## Installation and Startup Package

# Products Covered

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- **Covered Products - UPS**
  - >3KVA up to 10KVA – Small UPS (1-PH)
  - 10KVA and up – Power
  - Liebert Nfinity

## Installation and Startup Package

# Customer Challenges and Issues

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- “How soon can I have my equipment become operational? I am concerned about the delay in schedule if we encounter technical problems.”
- “I have an idea where to put my equipment but I still have to check if it meets your specification requirements.”
- “I have bought my equipment from you, can you help me to follow up incomplete deliveries and report damages?”
- “I was just installing the equipment and accidentally plug it into wrong voltage supply, how come my warranty is void?”

## Installation and Startup Package

# Scope of Service

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- **Site Inspection**

- Emerson certified personnel shall ensure that equipment installation location meets proper environmental condition requirements in terms of physical space, safety, accessibility, electrical, security, grounding, ventilation, etc.

- **Logistics coordination**

- administers the logistics requirements of the installation process from the delivery of equipment and scheduling of installation personnel.

- **Unpacking**

- Emerson installation personnel inspects delivery against shipping defects, reports damage to the carrier and to Emerson representative. Ensures items delivered are complete and matches with the packing list. Coordinate missing and incomplete deliveries.

## Installation and Startup Package

# Scope of Service

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- **Assembly**

- Performs assembly of main cabinet, support or rack-mount brackets, internal batteries, distribution box, parts, accessories, cables. Includes positioning of the equipment to proper location.

- **Cable Termination**

- Inspects proper wiring and cable connection.

- **Testing and Commissioning**

- Visual inspection of connections. Performs electrical testing; battery testing; functionality testing of the unit; load and no load test; operation mode testing, program installation, settings, and configuration.

## Installation and Startup Package

# Scope of Service

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- All activities are performed by Emerson certified and/or authorized personnel
- Service is performed within office hours (0900-1800)
- **Others (Options-separate purchase)**
  - **Wiring/Cabling** – Design, material specifications and provision, civil works and installation.
  - **Extended Battery Cabinet Installation**
  - **Off-hour installation, testing and commissioning service(24X7)** - this option gives you the flexibility to choose the best schedule to implement the service for you to maximize your productivity and minimize impact to your operations.

## Installation and Startup Package

# Customer Benefits



- **Availability**

- Rely on Emerson certified personnel and expertise to put your system up and running without much delay.
- Will have immediate access to technical support.
- Gives you confidence that your equipment is installed, tested and optimized.

- **Convenience**

- Avoid hassle of searching for additional resources to do the job.
- You can focus on other things important to your organization than managing installation and testing.
- You have the option to get a flexible service schedule.

## Installation and Startup Package

# Customer Benefits

- **Lower Total Cost of Ownership**
  - Saves time in doing coordination of the activities
  - Saves time to manage details of the activities.
  - Time can be used to other more productive activities.
  - Avoid cost associated to delays, technical troubles and incomplete planning.





**For More Information**

**Contact your local channel manager  
Or go to the *Services Section* of  
[www.emersonnetworkpower-partner.com](http://www.emersonnetworkpower-partner.com)**

