



## PROTECTING THE TAXPAYER'S INVESTMENT

Tailored Solutions For Government

Power Availability

Power Protection

Power Conversion/Distribution

Heat Removal/Precision Air Conditioning

Monitoring/Service



# WE UNDERSTAND YOUR NEEDS

Federal, state and local governments are taking a new direction for doing the business of the people. New computer and data systems, anchored by the Internet, are changing the way government agencies do their work.

In this shift to "e-governments," there is a need to connect across and interface across many channels of information and types of information systems.

But along with this new level of data communications comes a new requirement for the security of important information. This demands reliability — especially in the area of the power protection and environmental control for network equipment.

To help face these challenges, you must turn to someone who knows the government procurement process and the various channels through which purchases are made. You also need a vendor who has access to the widest range of protection technologies and the ability to successfully apply them to your operations in the most cost-efficient manner.

You have a large investment in computers, communications and other critical electronic systems — so why settle for anything less than the best way to protect that investment.

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## Different Technologies, Different Ways Of Purchase, Different Locations

### **Safeguarding The Most Valuable Information**

Network systems — including server farms, hubs, routers, communication systems, and other electronics — require comprehensive protection due to their enhanced criticality. Many of these vast data-centric systems are interconnected and tied back to existing legacy systems. If a power-related problem or a temperature fluctuation damages a piece of sensitive equipment along the data stream, it could have a negative effect on other users.

As demands on the power grid increase and rising heat densities create new problems, the need for an overall protection plan for computer networks and other sensitive systems becomes paramount. Liebert utilizes its expertise to specifically tailor solutions to your electronic equipment, including precision air conditioning, power protection equipment, and monitoring systems. These products are specifically tailored to business systems, e-commerce, communications, utility support, industrial and medical applications.

### **To Maintain Reliability, Start With A Reliable Partner**

Liebert is the only company that can provide a variety of solutions in all five key areas of system protection. Only Liebert offers the range of products and solutions for centralized mainframe installation, distributed networks or stand-alone applications.

For over 35 years, Liebert Corporation has been helping a wide variety of businesses and other organizations to protect the operation and integrity of critical equipment and processes. From mission-critical computer rooms to worldwide networked systems to laboratories and other research facilities, Liebert has more experience and knowledge than anyone else on how to address environmental and power protection.

# Different Applications – All With The Same Needs For Reliability

There are five key areas of critical system protection that must be addressed to maintain the highest levels of system uptime in information and communications technologies:

## 1 Power Availability Uninterruptible Power Supplies

Reliability depends on the continuity of power and the ability of an uninterruptible electrical supply to ride through outages of any duration. Liebert makes the industry's widest range of uninterruptible power supply (UPS) systems, including the proven double-conversion topology with more than 1,000,000 hours MTBF — all of which can be used in a variety of configurations to match your needs for redundancy and maintainability.

## 2 Power Protection Surge Suppression Power Conditioning

Incoming utility power can be contaminated with spikes, surges, sags and noise from other operations within your complex. In these situations, power conditioning systems and transient voltage surge suppression solutions are designed to shield sensitive electronic equipment from the full range of power anomalies.

## 3 Power Conversion/Distribution Static Transfer Switches AC and DC Power Distribution

Improper power distribution can actually inject disturbances into your network. Converting and delivering power throughout a large facility is an important step in protecting availability. Power distribution products will ensure the delivery of clean, high quality power from a UPS or power conditioner to your vital systems.



## 5 Monitoring/Service Multi-Platform Monitoring Systems 24/7 Service Capabilities

A small problem in a critical facility can quickly escalate into a disaster. Knowing what is happening with your support equipment — and keeping that protective "envelope" at peak operating efficiency — are both vital to system reliability. It is just as important to know that service can be there wherever and whenever maintenance is required on these critical support systems. Liebert can provide full-scale monitoring and control of critical support systems, as well as the largest service organization in the industry.

## 4 Heat Removal/Precision Air Conditioning Air Conditioning Humidification Systems Fluid Chillers

Because of the high heat output associated with computer systems, around-the-clock cooling is vital to the uptime of these operations. Precision air conditioning, humidity control, specialized enclosures and rugged remote protection can assure network uptime against rising heat densities. Liebert also has a line of fluid chillers to provide constant cooling for water cooled equipment.

# EACH AGENCY WITHIN THE GOVERNMENT HAS ITS OWN UNIQUE NEEDS FOR SYSTEM PROTECTION

No matter what segment of government you are involved with – federal, state, local – your information systems and other critical electronic equipment are subject to many threats that can adversely affect their performance. From protecting a single piece of equipment to an entire facility, there is a Liebert tailored solution to fit the needs of your operations:

## Government Agencies

From distributed desktop installations to large centralized data centers, today's government runs on a steady stream of information. Protecting the operation of these IT systems to ensure the integrity and accuracy of this vast information base is absolutely necessary.

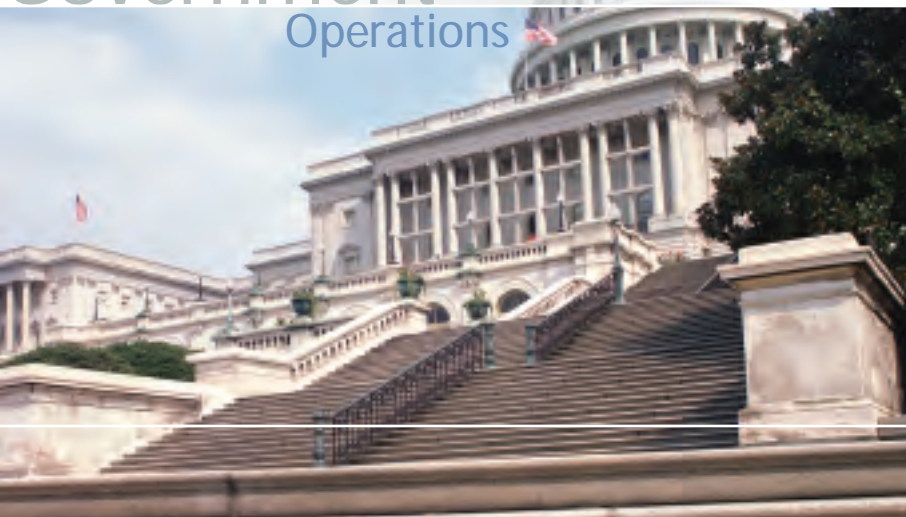
Liebert is recognized around the world for its unequalled expertise in the protection of computer rooms and other critical spaces. From precision environmental control to uninterruptible power to total system monitoring, we have the proven capability to deliver maximum availability.

## Defense Applications

Some of the most critical work performed by the government involves defense, military and security operations. Sensitive electronic computing and communications equipment is used by our military throughout the world. Whether it is an information technology application, protecting a critical security system, providing power for a major communications network or safeguarding a network used out in a large warehouse – assuring around-the-clock availability of these operations cannot be left to chance.

The critical nature of our military's work requires environmental and power support systems that eliminate power, temperature and humidity as process variables. Liebert manufactures a full range of precision air conditioning, power protection equipment, fluid chillers, specialized enclosures and facility monitoring systems for these vital facilities. We also offer you the industry's most extensive global service capabilities with factory-trained technicians, enabling us to respond quickly to customer needs wherever the equipment is located.

Government  
Operations



Military

Defense



## Education

The information superhighway is running straight through classrooms across the nation. IT in education includes not only individual PCs in the classroom, but networks connecting entire school systems. This equipment is often found in small spaces within school buildings, making the need to protect it from heat as well as unauthorized people a high priority.

On the university level, computing systems are also involved in critical research as well as administrative tasks. These activities involve high levels of computing capacity which must be protected from threats to proper operation.

We can offer you a full range of precision air conditioning, as well as power protection equipment, including transient voltage surge suppression protection, power conditioning and UPS to protect these vital systems. And we back it all with the industry's most extensive factory-trained service organization.



# Education

Information superhighway

## Medical And Hospital Facilities

Whether it is caring for those who have served our country, the great teaching hospitals found at large state universities around the country, or the clinic in a correctional facility — all of these government-run medical facilities have a need to protect both information and other equipment operating within these facilities.

These facilities depend on the availability and storage of large amounts of information. They also utilize sophisticated pieces of medical diagnostic equipment — CT, MRI, PET, linear accelerators, electron microscopes, gas chromatograph, cryogenic compressors — that may require both power protection and dedicated cooling to assure proper operation.

A secure source of high quality power must be maintained and delivered properly to each piece of equipment. Temperature and humidity levels within the space must be maintained within specified limits. Conditions must be monitored to assure strict adherence to process guidelines.

Liebert is the one source that can meet your requirements for critical protection systems able to handle the toughest requirements of manufacturing and process control applications. These systems must be able to protect sensitive electronic equipment within this environment.



# Medical

# Diagnostic Equipment

# YOU MUST HAVE THE PROPER INFRASTRUCTURE IN PLACE

## Liebert Expertise Can Help You Develop A Critical Information Protection Plan

Your information is just too valuable to entrust to patched together protection or partial solutions. This is why your local Liebert Representative, an expert in the application of facility protections systems, can help you develop a Critical Information Protection Plan for your agency's operations.

We understand your procurement requirements and offer flexibility to fit your practices.

Specifying and maintaining a high availability facility support system requires someone who is knowledgeable in all phases of power protection and environmental control. This resource, coupled with our broad product line, gives Liebert the ability to create a "tailored solution" that will meet your protection needs precisely and efficiently. We don't emphasize one product as a universal solution. We have the expertise and product set to give you the best answer every time. Liebert offers the product quality, reputation and support before and after sale.

Our goal is to help you protect your investment while maintaining fiscal responsibility.

## A Source You Can Turn To

Knowing the needs of our customers and having the expertise to apply our products precisely to your applications has always been a key to our success. Government has unique business processes that vary from those of other industries. Yet, all share an overriding need for protecting the availability of the critical electronic infrastructure used in these operations — and the taxpayer investment made in these systems.

Liebert is the one company that truly knows and understands government applications and the need for power and environmental protection. Over 35 years of experience gives us a unique perspective of your industry's needs — and a greater capability to help you design and assemble the right solution for the protection of your sophisticated technologies anywhere in the world.



Local Liebert Representatives

# The People Behind Your Reliability



## The Need To Know

A key to providing proper service for critical support systems is the ability to know what's going on inside your facility at any given time. That's why Liebert is so firmly committed to providing equipment monitoring capability in the majority of our products.

No matter what communications protocols, network management system or operating platform you are using to communicate, you can receive and use information from

your Liebert equipment and systems. In-band, out-of-band and web-based monitoring are all available. This ability helps to put you in direct control of vital equipment, no matter where it's located within a facility.

Liebert can even provide you with full-scale remote monitoring and control of critical support systems through our Customer Response Center. This 24-hour-a-day service instantly locates alarms, measures criticality and identifies the appropriate response — including the dispatching of Liebert service technicians to the site.

## Unequaled Service And Support

From the beginning, Liebert has recognized that selling you the equipment is only half of the protection equation. Having the ability to service it — wherever and whenever it's needed — is vital to maintaining the systems availability of our customers.

More than 35,000 customers in 70 countries around the world trust Liebert to minimize critical system emergencies and interruptions. We're backed by the largest technical support and customer response system in the industry with more than 1,000 factory-trained and company-employed service professionals in more than 100 service centers ready to assist in maintaining your uptime, 24 hours a day, every day of the year.

Liebert can provide service capability for your entire facility infrastructure — from battery maintenance to power equipment to precision air conditioning. With the largest service organization in the industry, we can offer you four-hour response time in most major cities. Or, if you prefer, train your staff to perform most maintenance operations.



# WE HELP YOU GET IT RIGHT — RIGHT FROM THE START.

Liebert has provided products and services for thousands of local, state, and federal government offices, departments, and agencies.

Liebert delivers the continuous availability and reliability required to support mission-critical applications and processes, both domestically and internationally for each government branch: executive, legislative, and judicial. Whether the support is for centralized main frame installations, distributed networks or stand-alone applications, Liebert provides the government with precision air, clean power, and support for their continuous availability systems and is ready to assist in the transformation to e-business.

The following are examples of Liebert's government installations.

#### Governmental

**Departments –**  
Treasury, Labor, USDA, Bureau of Indian Affairs, Geological Survey, Bureau of Workmans Comp, U.S. Attorney's Office, Iowa Dept. of Transportation, New York Transit Authority, State of California, County of Marin, City of Pasadena

**Military Administration and Bases –** Pentagon, Air Force, Navy, Marine Corps, Army, DOD, Naval Undersea Warfare Center, U.S. Navy CPC, Naval Shipyards, USAF Base Supply, Army Corp of Engineers

**National Security Services**

**Lending Agencies –**  
FANNIE MAE, Federal Reserve Bank, Freddie MAC/West MAC

**Regulatory Agencies –**  
FAA, DEA, OSHA, U.S. Export Authority

**Social Services –** Dept. of Welfare, Iowa Work Force Development

**Space Agencies –**  
NASA, Johnson, Stennis

**Tax Collection –** IRS

**Insurance Agencies –**  
FEMA

**Government Publishing –** Mint

**U.S. Postal Service**

**National Weather Service**

**Office Buildings –**  
United Nations, White House, Iowa Capital Data Center, Palm Beach County Courthouse and Judicial Center

**Museums –**  
Smithsonian

**Hospitals –** VA, County Hospitals

**Labs –** Los Alamos, Army Research Lab, Ames Laboratory

**Telecommunications –**  
PBX, State Fiber Network, Satellite Communications Systems, 911 Facilities

**Power Generation –**  
REA

**Universities –** U.S. Military Academy, University of Kentucky

**Schools –** public

**Law Enforcement –**  
Local and state police departments, DEA, Polk County Sheriff

**Prisons –** Federal Transfer Prison

**Fire Prevention –** New York City Fire Dept.

**Government Contractors**

**Government Resellers**

*For specific details of the solution provided for these examples, please go to [www.egov.liebert.com](http://www.egov.liebert.com)*

*Specifying and maintaining a high availability facility support system requires someone who is knowledgeable in all phases of environmental control and power protection – that's the Liebert difference.*



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SL-11280 (R3/04)  
Printed in USA



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