

## Success Story:

### BTignite

#### Vertical Market:

Telecommunications

#### Application:

Data center for Computer Sciences Corporation, British Telecom's global outsourcing partner

#### Challenge:

To ensure maximum system availability with limited space while incorporating existing power management equipment

#### Solution:

With its transformer-free design and small footprint, the Powerware 9335 double conversion online UPS served as the foundation for a perfect solution. Easily fitting into the available space, this system was fully integrated with existing equipment to provide a seamless power management solution for BTignite.

#### Benefits:

- ▶ Small footprint allows for added flexibility
- ▶ Solution meets the demand for high reliability at low cost of ownership
- ▶ Scalable, transformer-free design of UPS enabled integration with existing equipment

**"We have been extremely happy with the flawless operation of the Powerware 9335, plus the excellent service and support we have received from the services operation."**

# The power of reliable communication - BTignite

## The solution to keep customers communicating

BTignite, the business services and solutions division of British Telecom, provides integrated data services, including outsourcing, IP infrastructure, CRM, mobile, voice & data, desktop management, and application management & hosting to a wide range of multi-national corporations. At its Atlanta facility, BTignite tests and develops new products and software to help its customers manage data and communications.

Nelson Fletcher, Senior Manager of Data Center Operations for Computer Sciences Corporation, BT's global outsource partner, is responsible for data center uptime and system availability for production applications, new product testing and development. According to Fletcher, a key element of maximum system availability is mitigating the unpredictability of electrical power, and the subsequent problems this can pose.

"We had very specific needs when considering our power management solution," said Fletcher. "Not only did we need a considerable amount of power, as well as the most reliable technology possible, we also had a limited amount of space, and existing power equipment that needed to be integrated into our ideal solution."

## Greater protection within a smaller space

Fletcher ultimately opted for the Powerware 9335, a 120 kVA, double conversion online



UPS from Invensys Powerware. The Powerware 9335's transformer-free design and small footprint gave it an added degree of flexibility, which enabled it to easily fit into the available space, integrating with the existing transformer supporting the data center. "We were able to put the UPS into a small enclosed area with the batteries housed elsewhere. Its transformer-free design was key because it moderates the amount of heat generated, and makes the unit smaller than similar UPSs," Fletcher explained.

The UPS is situated between the incoming utility power and the data center's existing power distribution, providing perfectly conditioned, non-stop power to all data center equipment and applications. This design enabled Fletcher to use the existing equipment for distribution throughout the data center. "We have been extremely happy with the flawless operation of the Powerware 9335, plus the excellent service and support

we have received from the services operation," said Fletcher. "We have had similar experiences with other Powerware products, and are more than satisfied with the latest addition to the product portfolio, the 9335."

### Listening to customer needs

The Powerware 9335 UPS is designed for the fast growing 80 and 120 kVA application markets. It meets growing customer demand for cost-savings and high reliability with its unique transformer-free design, which results in highly efficient operation, as well as lower weight for reduced shipping costs, and a small foot-

print to fit easily into any space. Maurice Allen of Computer Environmental Systems, a Powerware representative in Atlanta, Ga., coordinated the delivery of the Powerware 9335 to BTIgnite. "It's always satisfying when we can find the ideal solution that fits the customer's technical requirements and budget," he said. "Once again, Powerware came through with an innovative, well-designed solution that fit the bill perfectly."



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