

ABB's service organization sells first UPS systems from Newave

Many ice hockey fans, in particular, will be relieved to know that this UPS at a media company in Finland, is one of the systems that will back up the broadcast systems for the 2012 IIHF Ice Hockey World Championships that are scheduled to take place between May 4 and May 20 in Finland and Sweden.

The order comprises a DPA250 frame with four 50 kVA (kilovolt-ampere) modules. ABB acquired Newave to fill a gap in its offering for power quality and control, an area where ABB sees good opportunities for growth. This order confirms the synergies that were identified and underlines the strategic rationale of the acquisition.

The order also validates our focus on service, because it was the service organization in Finland that won the order. ABB in Finland was contracted to service one of the client's UPS systems, however, the quality of that device was poor. ABB argued against the maintenance of their UPS, especially because it was difficult to restart after maintenance. Henri Kapp, profit unit manager at ABB's service unit in Finland, proposed replacing the old UPS with a new one from Newave, especially since the customer wanted redundancy in their system, something that the Newave system provides.

Thanks to Henri Kapp and his team, ABB sold the first UPS from Newave, and thanks to Newave the audience can look forward to the uninterrupted broadcast of the ice hockey world championships by the Finnish media company.



Picture: Finland celebrating at the 2010 IIHF Ice Hockey World Championships. The UPS System will back up the broadcast systems for the 2012 IIHF World Championships.

Other stories inside:

- Product Marketing Team: new staff member
- Fujitsu Technology Day 2012
- PowerWave 33 – Series 1 or Series 2?
- Product News: item numbers 00-1130/00-1131

Product Marketing Team: New staff member

It is with great pleasure to announce the appointment of a new staff member in the Product Marketing Team:

Bruna D'Abreu: Product Marketing Manager



Bruna joined the company in 2010 and served as a R&D specialist helping Newave develop and deliver cutting-edge UPS technology to meet the specific needs of business partners and end-customers. Brunna D'Abreu graduated in 2011 from the Faculty of Informatics at the Università della Svizzera italiana with a Master. The faculty stands out as a centre of competence in advanced informatics. Brunna owns a sound knowledge in the application fields of information technologies, as well as project-management. Her strong UPS background and her vast experience in R&D at Newave will be invaluable in meeting the product marketing departmental objectives. She will work closely with the Sales Teams and her former colleagues in R&D to assist customers with our excellent products in the various markets.

Please join us in welcoming Brunna to the Newave Product Marketing team!

Fujitsu Technology Day 2012



End of March, Fujitsu conducted once more the "Fujitsu Technology Day – Reshaping IT" in Indonesia. The high-level event was attended by 237 participants from 148 companies. This year's topic focused on the role of IT. Participants gained insights into the IT of tomorrow and learned to understand new trends and the strategies to deliver more business growth and success.

Vektor, our business partner in Indonesia, participated as Silver Sponsor. Additionally, Vektor provided the power protection infrastructure for the Fujitsu Technology Day (FTD) 2012 with uninterruptible power supplies by Newave.

For over fifteen years now, Vektor has been providing innovative and high-quality products to customers in all around Indonesia. The company understands the ever-changing needs of the domestic market and can provide comprehensive solutions that allow the customers to protect their most valuable assets –the computer systems and your data.



Picture: The Vektor team at the infrastructure exhibition alongside the conference.

PowerWave 33 – Series 1 or Series 2?

We would like to remind you that the new PowerWave 33 Series (S2) has been progressively introduced in 2011. Series 2 has been improved in various terms such as efficiency and output power factor.

However, S2 is not parallelable (compatible) with S1. Accordingly, S1 shall be requested only for system extensions. For this reason Newave keeps S1 in its portfolio and can deliver the units in small quantities (1-2 units) with slightly longer lead-times (additionally 2 to 3 weeks).

If a Series 1 unit is requested, we would like to ask you to use the PO form correctly and to expressly specify in your order, that a S1 unit is needed.

Please find below an overview of the article numbers (similar to the PO form structure)

Article No.	UPS Type	Notes	Options	
04-2141 (S2) / 00-9000 (S1)	PowerWave 33 60kVA	Maintenance bypass included Series 1 is not parallelable with series 2		
04-2145 (S2) / 00-9001 (S1)	PowerWave 33 80kVA			
04-2110 (S2) / 00-9002 (S1)	PowerWave 33 100kVA			
04-2137 (S2) / 00-9003 (S1)	PowerWave 33 120kVA			
04-2133 (S2) / 00-9004 (S1)	PowerWave 33 160kVA			
04-2111 (S2) / 00-9005 (S1)	PowerWave 33 200kVA			
04-1983 (S2) / 04-0606 (S1)	PowerWave 33 250kVA			
04-1982 (S2) / 04-0607 (S1)	PowerWave 33 300kVA			
04-2004 (S2)	PowerWave 33 400kVA	Without maintenance bypass	04-2343	Maint. Bypass 400kVA*
04-2005 (S2)	PowerWave 33 500kVA		04-2344	Maint. Bypass 500kVA*

*only factory mounted

Product News: item numbers 00-1130/00-1131

With immediate effect, please be advised that the items 00-1130 and 00-1131 are now OBSOLETE and the items have been taken out of the Purchase Order Form and Prices List.

Item number	Description	Group	Status
00-1130	Switchbox 4 output	Software options	OBSOLETE
00-1131	Switchbox 8 output	Software options	OBSOLETE

Please also take notice that the description of the below item has been corrected as follows on all the price lists:

Item number	Description
04-1764	Parallel Cable 15 meters (PowerScale only)

Thanks for taking notice of these changes.