



Case study

# POWERING INDUSTRIAL SOLUTIONS

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CyberPower 3-phase  
modular UPS systems  
protect and power  
manufacturing

# POWERING CUSTOMER SUCCESS



CyberPower has expanded its portfolio of solutions to include 3-phase UPS power protection to better serve the growing demands for industrial and manufacturing applications. Our 3-phase power protection systems are customizable and modular, designed to scale with your business needs.

From project scoping to professional commissioning and service, CyberPower can deliver a complete power protection solution.

## Solution Summary

**Opportunity:** To provide an agricultural manufacturer with 3-phase power protection with a customizable, modular battery backup that ensures continuous operation of control systems managing production automation during power events.

**Solution:** Smart App Online 3-Phase Modular UPS System.

**Results:** The customer is now protected against power events and is well-positioned for future growth across both their manufacturing and IT functions.

## CyberPower®

### About CyberPower

Founded in 1997, Cyber Power Systems (USA), Inc. designs and manufactures award-winning power protection products, including uninterruptible power supply (UPS) systems, power distribution units (PDUs), surge protectors, mobile charging devices, connectivity devices, and power management software.

# AN UPGRADE TO INDUSTRIAL-GRADE

SITUATION: A GROWING BUSINESS WITH EVOLVING POWER NEEDS

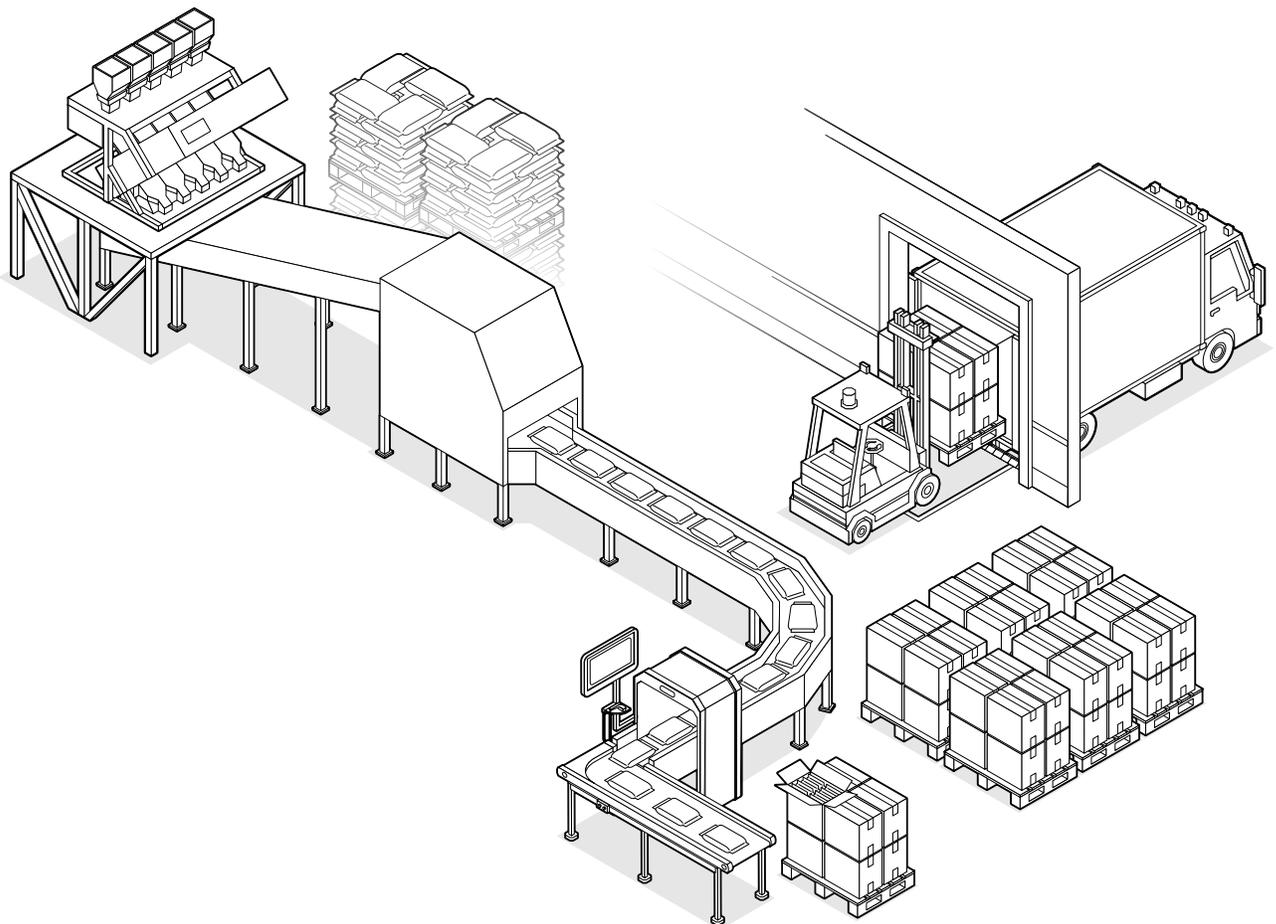


CyberPower was contacted by a large agricultural processing company whose business had grown rapidly over the past few years. In that time, they invested heavily into larger, more robust industrial equipment such as sorters and raw produce processors to optimize manufacturing capacity and new IT technologies to run their business operations more efficiently.

These capital investments required more protection from power events to safeguard not just the new equipment, but the continuous operations and data as well.

**PROBLEM: POWER DEMANDS EXCEEDED POWER SUPPLY**

The manufacturer's previous provider couldn't keep up with their increasing demands for 3-phase power protection. Their power protection system was not designed to scale with increasing manufacturing operations and equipment, leaving their new equipment vulnerable to power disruptions. In some instances, these power issues limited their production capacity and confidence in their ability to fulfill purchase orders on time.



**SOLUTION: THE PARTNERSHIP APPROACH**

Because CyberPower only sells 3-phase power protection products through their distribution partners, CyberPower worked closely with the manufacturer's IT solution provider, designated distributor, as well as the company's internal manufacturing and IT department leaders to determine their current power needs, address gaps in their previous power protection, and how to accommodate future growth.

It was determined that the company needed an adaptable, customized 3-phase power protection solution that could scale up in accordance with future business growth.

## SOLUTION: A CUSTOMIZED, MODULAR, SCALABLE SOLUTION

CyberPower and the IT solution provider created a custom 3-phase UPS solution for the company's new manufacturing equipment. The system offers flexibility, space savings, and efficiency in operation. It featured a modular approach with side-by-side, tower, and rack-mounted configurations to fit the space and power demands of each of their installations. A comprehensive maintenance and service package was also included. Plus, CyberPower provided professional commissioning and training on how to easily monitor and manage the UPS system with PowerPanel Business software via an SNMP management card.

### SOLUTION COMPONENTS:

#### Smart App Online 3-Phase Modular UPS System

Configurable for N+N system or N+1 power module redundancy, the system can intelligently manage individual modules to optimize uptime. The customizable modular design can be configured as a tower, side-by-side, or integrated within a rack. Features include double-conversion topology for seamless power protection, a pre-installed remote management card, and a user-friendly 7" color touchscreen display.



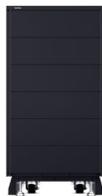
#### Power Modules

These high-density, scalable 10kVA/10kW power modules provide options for capacity expansion. The power modules are hot-swappable for rapid replacement and minimal impact to system operation.



#### Battery Cabinet

Holding up to 12 battery modules, these 6-layer units can be configured as stand-alone cabinets, rack mounted, or stacked with another component of our modular UPS system.



#### Battery Modules

Hot-swappable battery modules can be replaced without down-time to ensure uninterrupted operation.



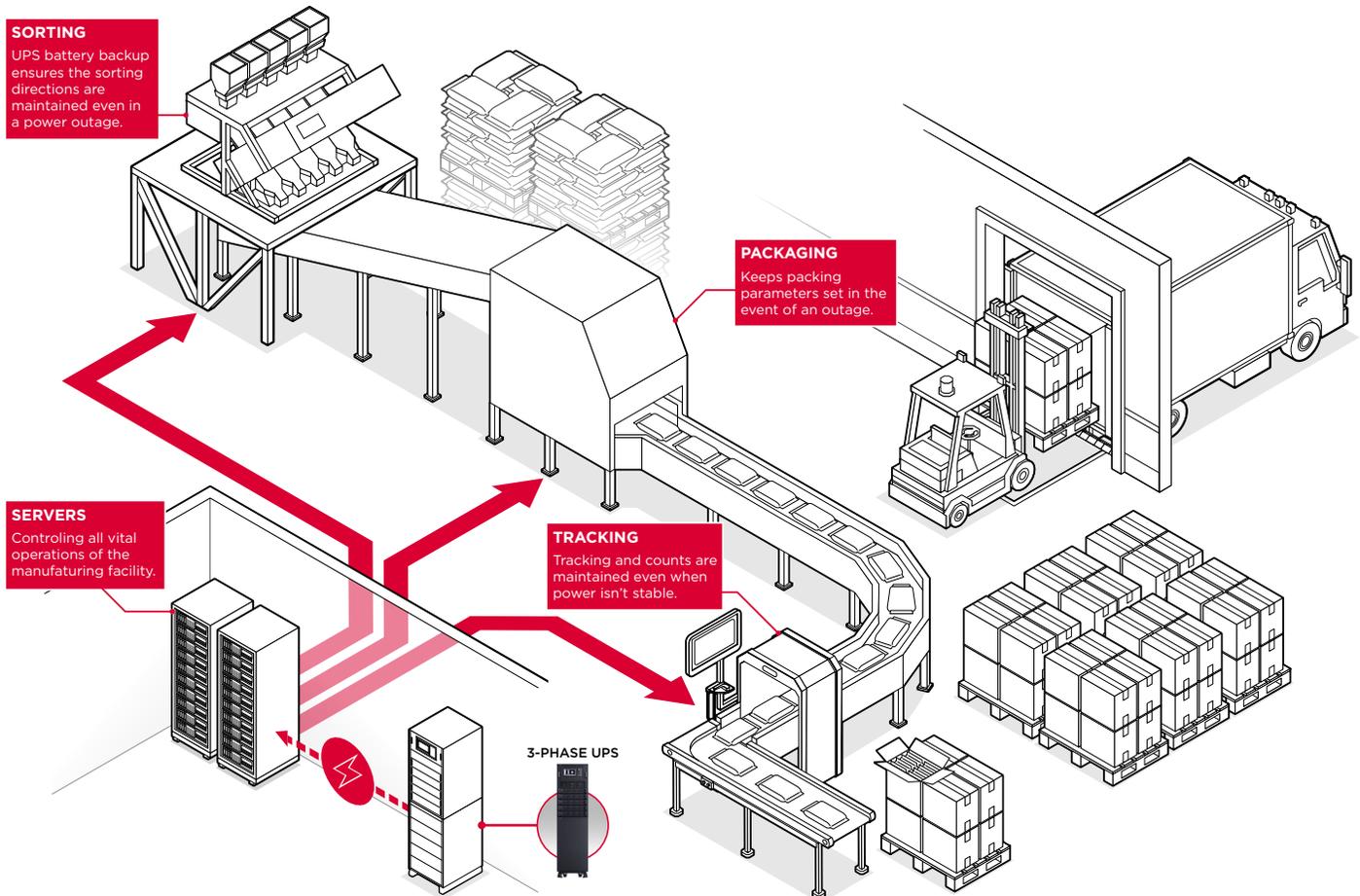
#### Remote Management Card

A remote management card allows users to remotely monitor and manage their power via a standard web browser.



**RESULTS: PEACE OF MIND**

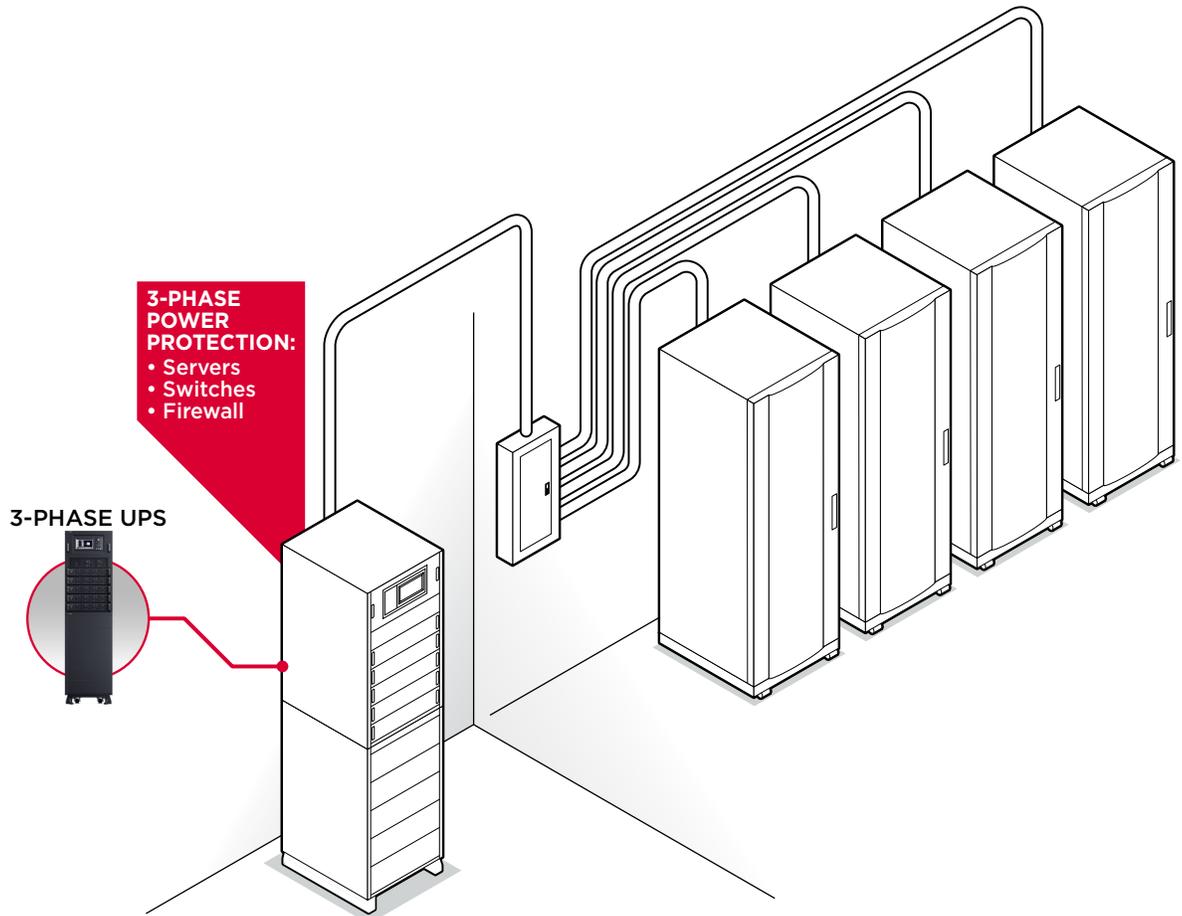
Now, knowing their capital investments are backed up by CyberPower, the agricultural company is confident that their entire manufacturing operation is powered and protected, positioning their business for future prosperity.



In fact, the customer was so pleased with their new CyberPower 3-phase UPS system, they requested a backup power solution for their back-office IT operations.

**PROBLEM: BACK OFFICE IT EQUIPMENT NEEDS POWER PROTECTION**

Again, CyberPower worked with the customer's IT partner to determine the power protection needed to support their IT infrastructure in addition to their manufacturing operations. The customer needed a solution that was ready to grow with their needs.

**SOLUTION: A SCALABLE RACK-BASED 3-PHASE UPS SYSTEM.****RESULTS: CUSTOMER CONFIDENCE**

The manufacturer's management team can rest easy knowing their entire IT and manufacturing systems were powered and protected, well-positioned for continuous operation and future growth.

# POWERING CUSTOMER SUCCESS



From basic power protection to advance 3-phase power protection, CyberPower is your ultimate ally in power. Every CyberPower 3-phase power protection system is sold exclusively through our distribution partners, which maximizes our partner relationships, and reduces channel conflict. To contact a CyberPower sales associate and to learn more about 3-phase power solutions, click on the link below.

CyberPower 3-Phase 

## CYBER SNAP SHOT

**Who?** Growing agricultural manufacturing company realizes their 3-phase power protection must scale with their expansion plans.

**What was learned?** Grow your business efficiently by understanding the power needs of your business now and in the future.

**Why it matters?** Power protection is critical for business, IT, and manufacturing operations.

**CONTACT** | Cyber Power Systems (USA), Inc. | 833-444-1055 | [sales@cpsww.com](mailto:sales@cpsww.com) | [CyberPowerSystems.com](https://www.CyberPowerSystems.com)

# CyberPower

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