

CUSTOMER SUCCESS STORY

QUARTINO, 15th December 2008

Rittal and Newave formed a winning technology alliance

Rittal, the leading supplier worldwide for innovative enclosure and housing technologies, system climate control and IT solutions and Newave, a leading UPS manufacturer have successfully implemented a technology alliance to integrate their complimentary products within RimatriX5, Rittal's Power Management Solutions.

In 2005 Rittal initiated an original equipment manufacturing (OEM) agreement with Newave. The OEM agreement enables Rittal to market Rittal-branded UPS solutions based on Newave's concept of Modularity and Decentralised Parallel Architecture (DPA). The technical alliance has been in place for three years now and has significantly increased customer success within Rittal's Power Management solutions.

The agreement aligns Newave's expertise in building the best UPS technology and Rittal's end-to-end products. The combined solutions ensure a high degree of availability for critical applications and scalable requirement-based investments, and meet the business needs of clients in industries such as healthcare, financial services, transport, telecom and government.

Newave supplies the UPS components of RimatriX5 - Rittal's complete power management solutions. RimatriX5 can be adapted to changing requirements at any time and can grow with customers' need. Services are offered as scalable packages so that the end-customer can procure their complete system from a single partner – from software-based configuration to installation and intelligent escalation management strategies.

Particularly the modularity of the Newave solution in comparison to other UPS systems appealed to Rittal. Modularity is the most important architectural trend in the UPS market today and has been introduced by Newave eight years back. This concept keeps the purchasing and operating costs of redundant solutions exceptionally low. As power requirements grow, the UPS grows with customers' needs, thanks to its flexible scalability



Dipl. Ing. (FH) Jörg
Kreling, Rittal Product
Management, IT
Solutions

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– even in the most confined spaces, and with the system operational (safe-swap). Customer benefits are less capital tie-up, cost-effective expansion, and minimal space requirements.

“Our technical alliance allows us to deliver to our customers a solution which fulfills their demands with regard to redundancy, scalability and maximum availability in one single system” stated Mr. Kreling from Rittal and added “We have integrated the world’s best UPS products and we will continue to extend our product range in the UPS market together with Newave.”



Rittal PMC 200 including innovative UPS with double conversion technology provided by partner Newave.

“Our partnership with Rittal is a significant milestone in our company history,” said Vllaznim Xhiha, CEO of Newave Energy Holding SA and added: “Through this agreement, customers have the opportunity to include the purchase of Newave’s best engineered UPS solutions within the context of the overall technology solutions provided by Rittal.”

About Rittal

Since its foundation in the year 1961, Rittal GmbH & Co. KG, based in Herborn/Germany, has become a global player. With more than 10,000 ex-stock standard products Rittal is one of the globally leading system suppliers for enclosures and housings, system climate control and IT solutions. The company is in demand as a partner to all branches of industrial and plant engineering, and is at the same time a trendsetter in all segments of the IT market. Rittal stands for future-oriented and comprehensive solutions, service and consulting competence. Rittal's product range comprises industrial enclosures, electronic packaging solutions, system climate control, power distribution, IT solutions and communication systems.

About Newave

Newave Energy is a leading manufacturer of uninterruptible power supply solutions that enable customers to protect their critical applications from operational losses and ensure business continuity. Innovation, quality, serviceability and environmental friendliness are key characteristics of our power protection solutions. Newave Energy has introduced modularity and transformer-less UPS-technology





several years ago and these are the most important architectural trends in the UPS market today. Our mission is to help our customers from various industries to protect their critical applications efficiently and to lower environmental impact in a sustainable way. The company operates its own sales and service offices in eight countries and a worldwide network of business partners. Newave Energy continues its focus on development and manufacturing of leading power protection technology while worldwide we provide comprehensive services such as technical consultancy, maintenance and service packages. The company was established in 1993 and is headquartered in Quartino (Switzerland). Newave Energy has 155 employees and serves customers mainly in Europe, but also in Asia, Australia and Latin America.

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