



Eaton UPS help BT in keeping people connected

Smoothly run communications are the backbone of BT's operations. It is of great importance to the company that the telephone, broadcast and internet services they provide operate in a stable, secure and reliable manner, to ensure continuous service. That is why BT chose Eaton as its UPS partner.

British communications company BT is one of the world's leading providers of communications solutions and services. Its principal activities include networked IT services, local, national and international telecommunications services as well as higher-value broadband and internet products and services.

BT has a major role as the hub of all communications in the UK. The company cannot afford to have a "no-power" situation that results in failing services and disappointed, unsatisfied customers. To ensure that services stay up and running, BT chose Eaton to provide the UPSs for their Point of Presence (PoP) site in Manchester. The PoP site is packed with communication interface equipment for BT's internet, phone and broadcast services. It also provides third party companies such as Virgin and The Carphone Warehouse with the necessary access to BT equipment.

Experienced Eaton keeps on delivering

Eaton and BT have had a solid relationship for over 10 years. The service level and professionalism of the company, com-

bined with its ability to provide full turnkey solutions, made it an easy decision for BT to choose Eaton as the solutions provider.

"We wanted a turnkey solution on this occasion and, therefore, it was vital to have a solid and trusted partner. We chose Eaton because they could provide us with the whole solution and we have had a long and solid relationship with them," recalls **Mike Keeble**, Senior IP Accommodation Manager at BT. In total, BT has about a dozen similar PoP sites. The Manchester PoP, which has been operating since the 1930s, is one of the most important in the UK. "The importance of the one-stopshop that Eaton provides cannot be stressed enough," Keeble explains.

To learn more about Eaton UPSs, visit
www.eaton.com/powerquality

EATON

Powering Business Worldwide

Eaton Corporation is a diversified power management company with 2008 sales of \$15.4 billion. Eaton is a global technology leader in electrical components and systems for power quality, distribution and control; hydraulics components, systems and services for industrial and mobile equipment; aerospace fuel, hydraulics and pneumatic systems for commercial and military use, and truck and automotive drivetrain and powertrain systems for performance, fuel economy and safety. Eaton has approximately 70,000 employees and sells products to customers in more than 150 countries. For more information, visit www.eaton.com/powerquality

Long relationship results in turnkey contract

Eaton has executed close to 7,500 implementations at various BT locations around the UK in the last ten to twelve years. In ten cases, the UPS usage has been similar to the Manchester site – to support critical communications equipment. In Manchester however, the difference was in the project scope. As part of the comprehensive contract, Eaton provided not only the equipment, management and installations, but was also responsible for the interiors as a whole, including elements such as flooring, alarms and air conditioning.

"This time, Eaton was the main contractor and did most of the work at the site. We delivered two 120 kVA Eaton 9390 UPS systems, offloaded and positioned all the units and also carried out the electrical installations and site testing. We delivered a complete turnkey solution," says **Graham Kempster**, account manager responsible for the design and commercial side of the project at Eaton.

The project took five months on site from start to finish. The turnkey solution proved to be a challenge as well as a valuable experience. "We will be implementing another similar project this year," reveals Kempster.

"Everyone is delighted how the project turned out. It could not have gone better. The cooperation was very easy, but most importantly our customers and third party partners are extremely pleased," Mike Keeble concludes.



"This time, Eaton was the main contractor and did most of the work at the site ... We delivered a complete turnkey solution", says Graham Kempster, account manager Eaton.



Eaton 9390 UPS 120 kVA