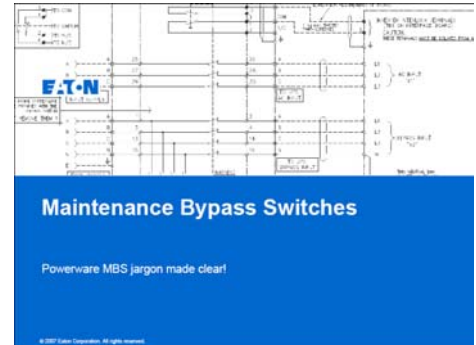


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Subject: MBS Product Presentation & Selection Charts

Selection of the most suitable and cost effective Maintenance Bypass Switch has become increasingly complicated in recent times with the introduction of various options such as the "Tail End" and "Basic" bypass switches to our range. In some cases the selection of an MBS, including the decision to use an external MBS instead of an internal MBS, can determine the overall competitiveness of the entire UPS offer.



Two new tools, an MBS Presentation and MBS Selection Charts, have been developed to assist in selecting and applying the correct MBS for the application.

The MBS Presentation includes information on:

- UPS with dual input feeds
- UPS Internal Bypass Switches
- Explanation of external MBS types
- Features and Benefits for each type of Internal and External MBS

UPS Model	Single Input	MBS Model	Type	200kVA or more	Rating	Max. Cable Amps	Max. Cable Size	Max. Cable Length	Max. Cable Weight	Dimensions (W x D x H)	Cable Entry	Mounting	Material	Color
9120	9120A	MBS1120A0000	W	120	125A	18	18"	150'	150'	212 1/2 x 24 1/2 x 48 1/2	Bottom	Steel	Black	Black
	9120A	MBS1120A0000	W	120	125A	18	18"	150'	150'	212 1/2 x 24 1/2 x 48 1/2	Bottom	Steel	Black	Black
	9120A	MBS1120A0000	W	120	125A	18	18"	150'	150'	212 1/2 x 24 1/2 x 48 1/2	Bottom	Steel	Black	Black
	9120A	MBS1120A0000	W	120	125A	18	18"	150'	150'	212 1/2 x 24 1/2 x 48 1/2	Bottom	Steel	Black	Black
9120	9120A	MBS1120A0000	W	120	125A	18	18"	150'	150'	212 1/2 x 24 1/2 x 48 1/2	Bottom	Steel	Black	Black
	9120A	MBS1120A0000	W	120	125A	18	18"	150'	150'	212 1/2 x 24 1/2 x 48 1/2	Bottom	Steel	Black	Black
	9120A	MBS1120A0000	W	120	125A	18	18"	150'	150'	212 1/2 x 24 1/2 x 48 1/2	Bottom	Steel	Black	Black
	9120A	MBS1120A0000	W	120	125A	18	18"	150'	150'	212 1/2 x 24 1/2 x 48 1/2	Bottom	Steel	Black	Black
9120	9120A	MBS1120A0000	W	120	125A	18	18"	150'	150'	212 1/2 x 24 1/2 x 48 1/2	Bottom	Steel	Black	Black
	9120A	MBS1120A0000	W	120	125A	18	18"	150'	150'	212 1/2 x 24 1/2 x 48 1/2	Bottom	Steel	Black	Black
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	9120A	MBS1120A0000	W	120	125A	18	18"	150'	150'	212 1/2 x 24 1/2 x 48 1/2	Bottom	Steel	Black	Black
	9120A	MBS1120A0000	W	120	125A	18	18"	150'	150'	212 1/2 x 24 1/2 x 48 1/2	Bottom	Steel	Black	Black

The MBS Selections charts, one for Single Phase and one for Three Phase, provide a summary of all MBS products, listed by UPS Model and kVA rating.

The charts list all features of each MBS, including single or dual supply input requirement, dimensions, maximum cable size and interlocking arrangement.

These new selling tools are now available on the Salesweb and AC Sales Tools. These will be uploaded to EE Sales Tools shortly. Formal training has not been planned as yet, if you require training or detailed explanation of these tools please coordinate with your sales manager and individual training sessions will be set up.

Regards, Michael Mallia