

9900B Series UPS



DataChambers

Winston-Salem, NC

Mitsubishi 9900B Series UPS System allows DataChambers technicians to quickly monitor the health of their back-up systems.



Company

DataChambers
Winston-Salem, NC

Market

Data Center Services

Challenge

The breakdown of a competitive UPS required a reliable solution quickly

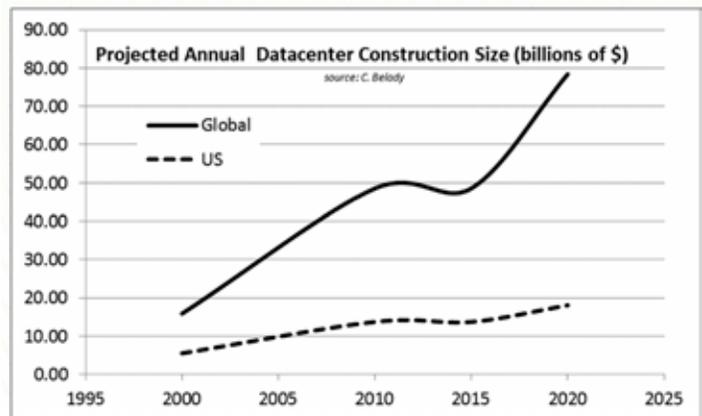
Solution

Mitsubishi 9900B Series UPS System 750KVA

Situation

Corporations are committed to the Information Technology (IT) infrastructure investment they have made, which drives the revenue streams of their businesses. They have realized that any system downtime will affect thousands, if not millions, of lost dollars if backup provisions are not in place. The need for high availability of systems and protection of technical equipment has led to the boom of the data center market. A study by Christian Belady of Microsoft projects global data center construction will reach \$78 billion a year by 2020. The U.S. market for data center construction, currently about \$15 billion a year, will reach \$18 billion by 2020.

DataChambers provides companies with a data center environment to protect their investment in the event of a loss of power or disaster affecting mission critical services for systems, software and data protection.



Source: Projecting Annual New Datacenter Construction Market Size
By Christian L. Belady, P.E. Microsoft

“The Mitsubishi 9900B Series has met and exceeded our expectations for efficiency, cost and service. It also has the superior performance our customers require and that we rely on 24x7.”

Nicholas Kottyan, CEO DataChambers

Challenge

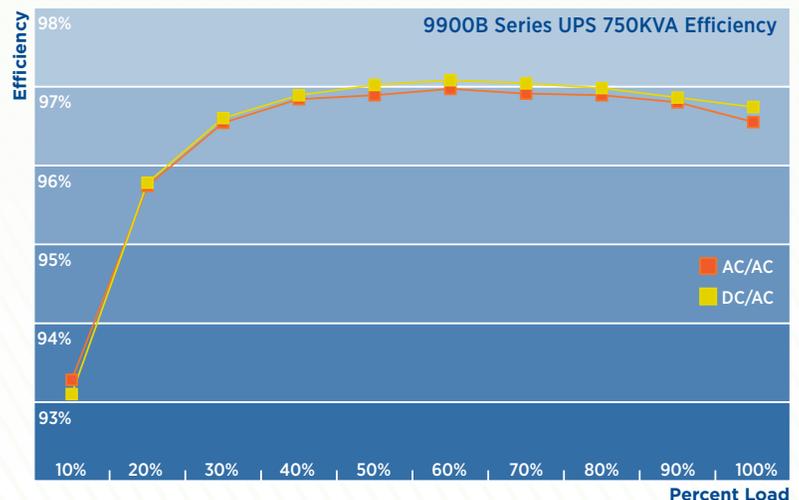
DataChambers is a full-service information technology and managed services provider specializing in electronic data storage, 24x7 managed information technology solutions, and secure co-location and cloud hosting services for mission-critical information technology infrastructure. The backup systems the company uses to deliver uninterrupted service to clients across the eastern U.S. are housed on-site in a blast-resistant bunker. When a competitor's Uninterruptible Power Supply (UPS) didn't live up to the company's expectations, DataChambers needed to replace their UPS with a more reliable product.

Solution

DataChambers looked at UPS systems from several manufacturers. They knew they needed a superior UPS product that wouldn't let them down. After scrutinizing the competition, the clear winner was Mitsubishi Electric Power Products. The Mitsubishi 9900B 750KVA UPS provides an efficiency rating up to 97%. Even at 25% load, the efficiency is 96%. With a small footprint and light weight, the UPS offers fully digital three-level converter and inverter and the most efficient true on-line double conversion UPS in the industry. Furthermore, with Mitsubishi's industry-unique three year service warranty, the choice was made. The final result is reduced cost of ownership and improved power usage effectiveness (PUE) compared to conventional UPSs.

After a phone call to the Mitsubishi representative, the UPS was available within days. In addition, the system was up and running in less than eight hours from the dock to the floor of the data center. The unit provided a .98 power factor at 25% capacity, providing an efficiency greater than 96%.

DataChambers is so pleased with the system's performance, they plan to standardize on Mitsubishi UPSs in the future. This is a solid testament to the superior technological performance of the product. The 9900B UPS System is the most efficient, true on-line double conversion UPS in the marketplace.



About the 9900B Series UPS

True, on-line, double conversion UPS systems have always been the preferred topology for mission critical applications. In the past, however, these systems offered lower efficiency when compared to off-line, delta conversion, economy mode and other standby type UPS systems. That was until now!

Mitsubishi's technology provides for a true on-line UPS system that offers high efficiencies no matter what the load. There is no longer a need to compromise system availability by using risky topologies to achieve high efficiency.

About DataChambers

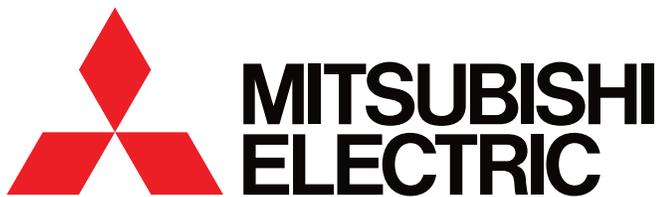
DataChambers is a full-service information technology and managed services provider specializing in electronic data storage, 24x7 managed information technology solutions, and secure co-location and cloud hosting services for mission-critical information technology infrastructure. The company is SAS 70 Type II audited and meets rigorous national standards for safeguarding client systems and data. DataChambers' 140,000+-square-foot headquarters in Winston-Salem, NC, is based on an 80 acre campus owned by the firm's majority shareholders. For more information, visit www.datachambers.com.

About Mitsubishi Electric

Headquartered in Warrendale, Pennsylvania, Mitsubishi Electric Power Products, Inc. is the US subsidiary of Mitsubishi Electric Corporation, responsible for serving the North American power systems, metals production, rail transportation and water treatment industries with electrical and electronic products, systems, and services. In addition, Mitsubishi Electric Power Products' US-manufactured goods are exported to many customers around the world.

As a comprehensive business partner, Mitsubishi Electric Power Products offers application assistance, engineering studies and analysis, and after-sales services. As part of a leading global company, Mitsubishi Electric Power Products ensures the very latest technologies, products and systems with the highest quality and reliability, delivery and installation to meet customer requirements.

Information on Mitsubishi Electric Power Products complete line of products and services can be found at www.meppi.com.



UNINTERRUPTIBLE POWER SUPPLIES

Mitsubishi Electric Power Products, Inc.
Uninterruptible Power Supplies (UPS) Division
547 Keystone Drive • Warrendale, PA 15086
T 724 772 2555 • F 724 778 3146

www.meppi.com