

Vertiv™ Battery Replacement Advantage



VERTIV is your global leader in all UPS services. From replacement to maintenance and testing, Vertiv is your battery partner with the capabilities and experience to handle projects of any size or battery technology – and do it with the size and strength to guarantee you'll be taken care of no matter what. VERTIV is committed to provide you with the best solution to meet your needs.

How much UPS expertise do you want in your battery protection partner?

Every year around the world VERTIV services 10,000 UPS systems, replaces 9,000 battery strings, and services 2 Million battery jars.

Battery Replacement: VERTIV Expertise = Unmatched Value

The adage is true, you get what you pay for. If a low-price results in rework and chasing problems – was it a good deal? Vertiv doesn't dangle low prices only to have you pay to fix poor results down the road. With VERTIV you get a competitive price, from a leader in UPS battery services, WITH the long-lasting value of a job done right the first time and backed by a global company.

- *No one knows your UPS system like VERTIV. We're not just replacing your batteries, we're refreshing your critical electrical infrastructure that your business and customers rely on.*
- *VERTIV becomes your uptime partner, making sure that the job is complete, on-time, problems are solved – and that results exceed expectations.*
- *We engineer a solution custom built to achieve the needs and goals of your system, site, business and budget.*
- *VERTIV stands behind our work and we carry the maximum amount of insurance to guarantee it. Would you work with anyone who didn't?*

VERTIV Does It Best: Services VERTIV does like no other

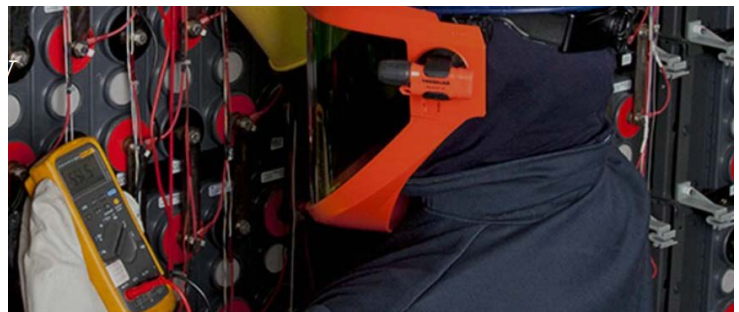
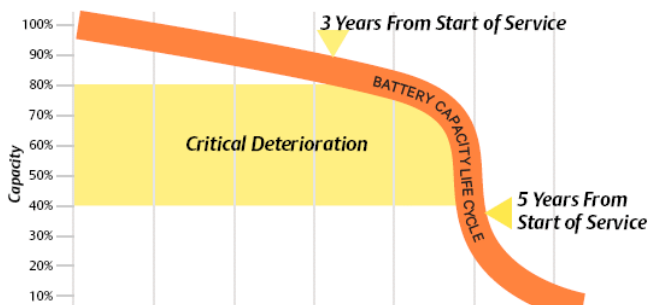
Alber Commissioning: VERTIV is your Alber specialist. Decommissioning and Recommissioning Alber before and after battery replacement requires expertise and skill. Often VERTIV is called in to fix and repair what could have been done correctly the first time.

Battery Verification Service: VERTIV ensures your peace of mind. Battery replacement is a major investment and it is critical that everything is perfect from the start. VERTIV offers and performs verification with the expertise to make certain that everything is proper and optimal.

Year 5: The Danger Zone

VERTIV always recommends that you replace your batteries conservatively before year 5. Your batteries' ability to hold the load should never be in question.

IEEE Recommended Battery Replacement standard VRLA Batteries



VERTIV Battery Services

- Project Management Services
- Technical Support
- Installation
- Battery Verification Service
- Removal & Recycling
- Battery Capacitance Testing
- Engineering
- Alber Monitoring Services
- Battery Maintenance

Ask your Vertiv Battery Representative for information on pure lead.

Partner with a global, UPS & battery expert and get the VERTIV Service Advantage

Nobody knows battery maintenance like VERTIV. Our skilled technicians are battery experts who deliver top notch care for your batteries because they care for the customer first. VERTIV offers a complete array of convenient and competitively priced battery maintenance plans to fit all situations and budgets. Join the VERTIV service advantage and let our maintenance compliment the manufacturer’s warranty to provide you with a total, unmatched solution of protection.

Warranty + Service Contract: The Vertiv Service Advantage Plan Value

Your batteries are an investment in your business. And protecting that investment means assuring your business gets the uptime it demands and the full, service life of a valuable asset. Maintaining the health of your batteries is vital, and VERTIV is your battery healthcare expert. VERTIV has the service plan to fit your budget.

Warranty Only

The manufacturer’s warranty is only valid with Vertiv startup. Warranty claims are dependent on valid annual maintenance record per manufacturer requirements. Warranty provides no proactive identification of failure. Warranty does not cover response, labor or freight.

Warranty + Service Contract: Critical Protection Combination

A vital combination for protecting the health of your strings. Vertiv maintenance identifies unhealthy jars before they fail so that they can be proactively replaced. Your strings stay protected and your annual service keeps your warranty valid.

Enhanced Warranty & Extended Warranty: Vertiv Warranty Advantage

On eligible battery models, Vertiv is able to offer an extended battery warranty option. The Vertiv advantage enhances and offers maximum warranty protection.

VRLA Battery	Warranty			PM Service Contract				
	Start Up Required	Jars Only	Standard	Vertiv Handles Maintenance Records	Vertiv Handles Warranty Claim	Guaranteed Response	Emergency Service	Jars / Labor / Freight
Warranty Only	✓	100%	24-48 months		Customer Responsibility			
PM Only	✓	100%	24-48 months	✓	✓			
Basic	✓	100%	24-48 months	✓	✓	✓	✓	
Preferred / Essential	✓	100%	24-48 months	✓	✓	✓	✓	Up to 10%

Warranty + Service Contract: Important Information

- All battery manufacturer warranty requires Vertiv startup and valid annual maintenance records.
- VERTIV exclusive agreements with most battery manufacturers allow warranty claims based on Vertiv **internal ohmic values** and other important Vertiv factors.
- With a VERTIV service contract, Vertiv handles all the details of your warranty claim – while you stay focused on your work.
- Manufacturer’s warranty does NOT cover any freight and labor expense or emergency response.
- Battery warranty covers the quality of manufacturing and performance. Warranty does not cover normal loss of performance due to age or usage.
- Vertiv PM service assures that any bad battery is replaced BEFORE it fails and before it does any damage to the rest of the string.

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