

# Largest German Retail Chain Protects Infrastructure With Vertiv™ Liebert® GXT5 Lithium-Ion UPS



A Vertiv Case Study

## Background

Thousands of retailers constitute the foundations of the cooperative model of this leading supermarket group in Germany. These grocers stand for entrepreneurship, standardization of processes, and rigorous quality control. They are known for being rooted in their own region and for their proximity to their customers. Having nearly 16,000 supermarkets, the group continues to drive expansion and increase market share. It relies on adding more digital solutions in stores and throughout its infrastructure. The modernization of its digital infrastructure is intended to improve the holistic brand experience for customers, optimize the supply chain, and enhance the safety of end-to-end financial transactions.

## Challenge

The day-to-day business of this group is all about the supply of safe, high-quality food and various household items. Additionally, the careful and responsible treatment of the environment and managing recycling are integral parts of the group's sustainable business model. For these reasons, the group sought a like-minded partner for its digital transformation — one having solutions that align with its sustainability goals.

## Solution

To deliver on its promise of providing high-quality customer service while implementing the highest health and safety protection measures, this retail group needed an in-store uninterruptible power supply (UPS) system to ensure availability for critical infrastructure. Additionally, the group needed a partner with both the product portfolio and technical expertise to oversee the deployment of this new infrastructure in a cost-effective way. The [Vertiv™ Liebert® GXT5 lithium-ion UPS](#) was the solution of choice. Lithium-ion energy storage provided the overall efficiency by reducing the total cost of ownership (TCO) of the UPS system by 50%, leading to a sustainable solution for long-term business plans.

## Outcome

Working with Vertiv technicians to install approximately 900 lithium-ion UPS units across its network of stores benefited the group in a number of ways:

**Ensured availability and business continuity** - In the event of power surges or complete loss of utility power, the Liebert® GXT5 lithium-ion UPS keeps mission-critical systems running. For the group, this includes mobile customer loyalty programs and applications, as well as new checkout technologies. These UPS units offer very high levels of power conditioning and power protection while their batteries are fully recharged in less than four hours for longer runtime and better overall business continuity.

**Low TCO** - Having close to plug-and-play functionality, UPS deployment for this retail group required minimum on-site expertise and business disruption. Store owners have little-to-no interaction with the equipment, reducing the likelihood of costly, human-caused downtime. These UPS systems require fewer battery replacements when compared to systems using valve-regulated lead-acid (VRLA) batteries, which minimizes travel and labor costs. Able to withstand dynamic temperatures that are common in retail edge locations, the highly reliable lithium-ion batteries are covered with the unit's five-year warranty, contributing to a TCO that represents up to a 50% savings over each unit's lifetime.

## Company Profile

The largest German supermarket corporation

## Industry

Food Retail

## Region

Germany

*"Single phase lithium-ion UPS is an emerging market vertical with analysts projecting an 11% compound annual growth rate from 2020-2025, and as a segment leader, this is the latest seven-figure project Vertiv has successfully delivered in Europe."*

— Risto Thuren,  
Product Marketing Manager,  
Vertiv



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