

NEWSLETTER

A way to stay in contact

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Why the TCO is important

*When a public administration or a private company has to build a brand new or upgrade a data center, or a telecommunications center, or buy a new device and then protect it with UPS, the budget to be allocated and the return on investment are the two main parameters which are usually taken into consideration. But, beyond them, there is another item to consider. In fact, in order to obtain a more real image of the value and of the cost of the investment, one must also consider the **total cost of ownership**, better known as **TCO**. This is especially true when determining which UPS system is best for your application. The calculation of the total cost of ownership begins by looking at the long-term vision, even before the equipment is selected and purchased. The calculation of the total cost of ownership of a UPS will take into account both the capital expenditure (Capex), such as the purchase price and installation of the system; the space required by the same; the cooling to be installed to maintain the operating temperature within acceptable limits, etc., but also the operating costs (Opex), such as the power consumed over time; maintenance costs; spare parts; battery replacement, etc. For example, by selecting a UPS with a higher efficiency will allow a significant economic savings over the life of it, thanks to the lower consumption of electricity. As well as the use of long-life batteries, which decrease maintenance interventions.*

If all these parameters are taken into account in the evaluation, you will be able to realize both an energy savings and cost savings during the life of the system, and make a better decision for your application and specific needs. So even if the initial purchase cost of a UPS may seems significant, and certainly is important, it is far from being the only thing that will affect the total cost of ownership and the investment to be incurred.

Naicon provides the expertise of its staff to help you make the best choice..

Elsist to provide its UPS to Karlovac Hospital, HR

Elsist was chosen to provide its UPS to General Hospital of Karlovac in Croatia.

A three-phase UPS of the Polaris 15kVA series at 30 minutes autonomy will be installed to protect critical loads in the Croatian hospital.



"It is a matter of satisfaction that we can provide our systems to this hospital - says Bruno Montrasio, Export manager Elsist - Thanks to our partner LOST d.o.o. which has given us this opportunity to demonstrate the reliability and quality of our equipment even in a "sensitive" application such as the hospital. "

Elsist UPS at Polytechnical University of Bucharest, RO

A Polaris system will be installed in the analysis laboratory of the Faculty of Applied Sciences of the Polytechnic University of Bucharest, Romania, to protect some instruments installed in the laboratory itself.



"We are very pleased to have received this new order from PTS Systems Solutions, proving the professionalism of our partner and the interest of the Romanian market for reliable solutions - says Bruno Montrasio, Export manager of Elsist".

The battery cabinets for Elsist UPS

Most of the Elsist UPS models have the possibility to incorporate batteries inside their cabinets to provide a minimum autonomy in case of mains interruptions, enough to keep critical loads operating for minutes and allow to perform controlled shutdown operations. Sometimes, however, the applications require much longer autonomy times, even in the order of hours. In these cases it is necessary to add to the UPS one or more cabinets with additional batteries, to meet these requirements.



The battery cabinets available are of different sizes, depending on the amount of batteries to be installed. They have an external appearance similar to that of the UPS models they are associated with.

Then, if the autonomy times required for the three-phase models are very long, it is possible to use bigger metal cabinets, suitable for housing large capacity batteries. The cabinets are also equipped with a circuit breaker and a closing handle. They comply with the relevant European standards.



More info at: www.naicon.com