

EMERSON

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Luka Gašpar

Director Emerson Network Power

EMEA-Eastern Europe



EMERSON™

CONSIDER IT SOLVED


A close-up photograph of several chess pieces on a wooden board. The pieces are in sharp focus, with a white king and a black knight being the most prominent. The background is blurred, showing other pieces and the texture of the board.

CRITICAL THINKING. CRITICAL DIFFERENCE.


- Founded in 1890
- 133.000 employees worldwide
- 235 manufacturing locations
- Ranked 117th on the FORTUNE 500
- Overall Sales 2011: 24.222.000.000 \$
- European Sales 2011: 5.328.840.000 \$
- 45.000 employees in Europe

Emerson – CONSIDER IT SOLVED

Technology – Engineering - Solutions




EMERSON
Network Power



EMERSON
Process Management



EMERSON
Climate Technologies




EMERSON
Industrial Automation



EMERSON
Appliance Solutions



EMERSON
Storage Solutions



EMERSON
Professional Tools

Emerson Network Power



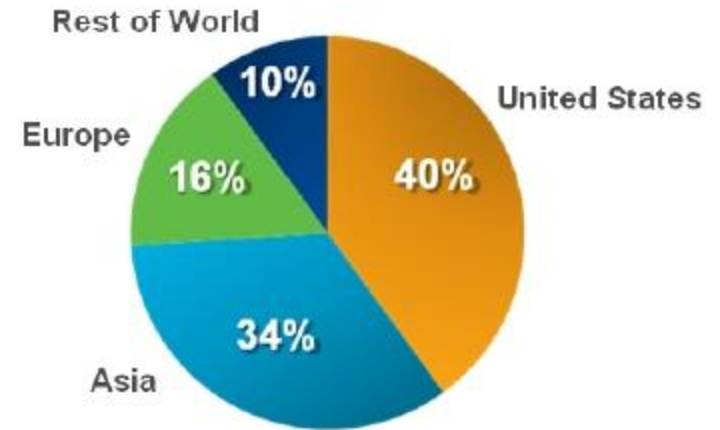
Sales

2010 \$ 5.8 B
2010 EMEA \$ 1,0 B

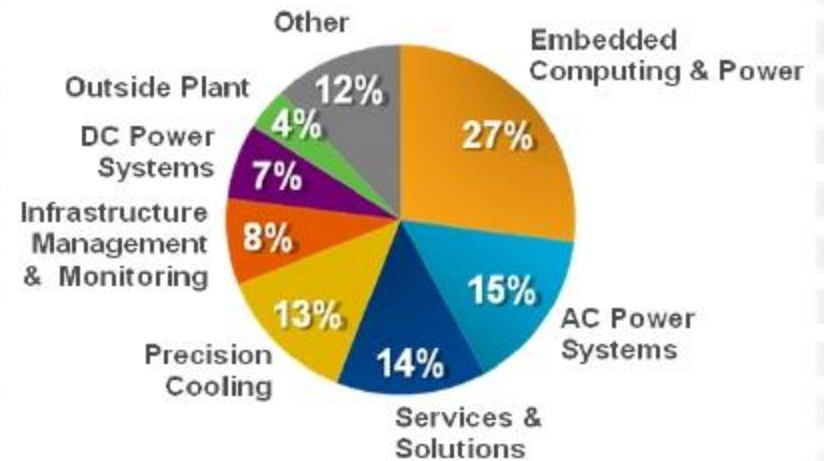
Employees

2010 EMEA ~16,000

Sales by Geography



Sales by Product



The availability of your processes is our daily job



...the world-famous brands!



Scalable and safe solutions for the management (Planning & Control) of complex IT environments



- Switches and consoles
- Resource management
- Diagnose and control

- Representation and analysis of different scenarios
- Planning, documentation and visualization
- Efficient management
- Monitoring of energy and space utilization

Cabinet and enclosure systems

Innovative datacenter technologies



- **Server- und Network racks**
- **High-Density Cooling**
- **Adaptive Rack PDU & Monitoring**

- **Patented Smart Aisle concept**
- **Datacenter energy consulting**
- **Inline metering systems**
- **Energy efficient system solutions**

Refrigeration and air-conditioning For datacenters and industry



Extreme Density
Cooling Modules



Room Cooling (Small and Large)



Row Based
Cooling



Data Center
Chillers

- Chillers up to 1,2MW
- iCom control
- Modular and expandable

- Customer-specific solutions
- Performance-based cooling
- EC fans
- Digital scroll compressor



- UPS systems: 500VA to 9,6 MVA
- Best efficiency in the world
- Modular and expandable

- Static switches
- Maximum power density
- Isolated and parallel redundant
- Highest availability and reliability

Outdoor enclosure and fuel cell systems

Innovative Technologies



- Broadband enclosure
- Base stations & site support
- Modular cooling
- Fuel cell system (72h, NEA)

- Protection class WK 2-4
- Fire resistance class F 30
- Application: FTTx, 2G, 3G, Tetra
- Elektrical integration
- Cable management

Emerson Energy Systems

-48 and 400VDC solutions

From small systems to Switch-Site Architecture



- -48VDC-Systems: 500W to >1MW
- Industry leading efficiency
- Modular and expandable

- Master/Slave function
- Patented Power Split function
- n+x redundant
- Highest availability & reliability

Services

Guaranteed availability of your systems



- LifeNet 24/7 remote monitoring
- Nationwide service
- 60 Service Technicians

- Commissioning
- Spare parts service
- Conversion service – energy optimization
- Guaranteed response times

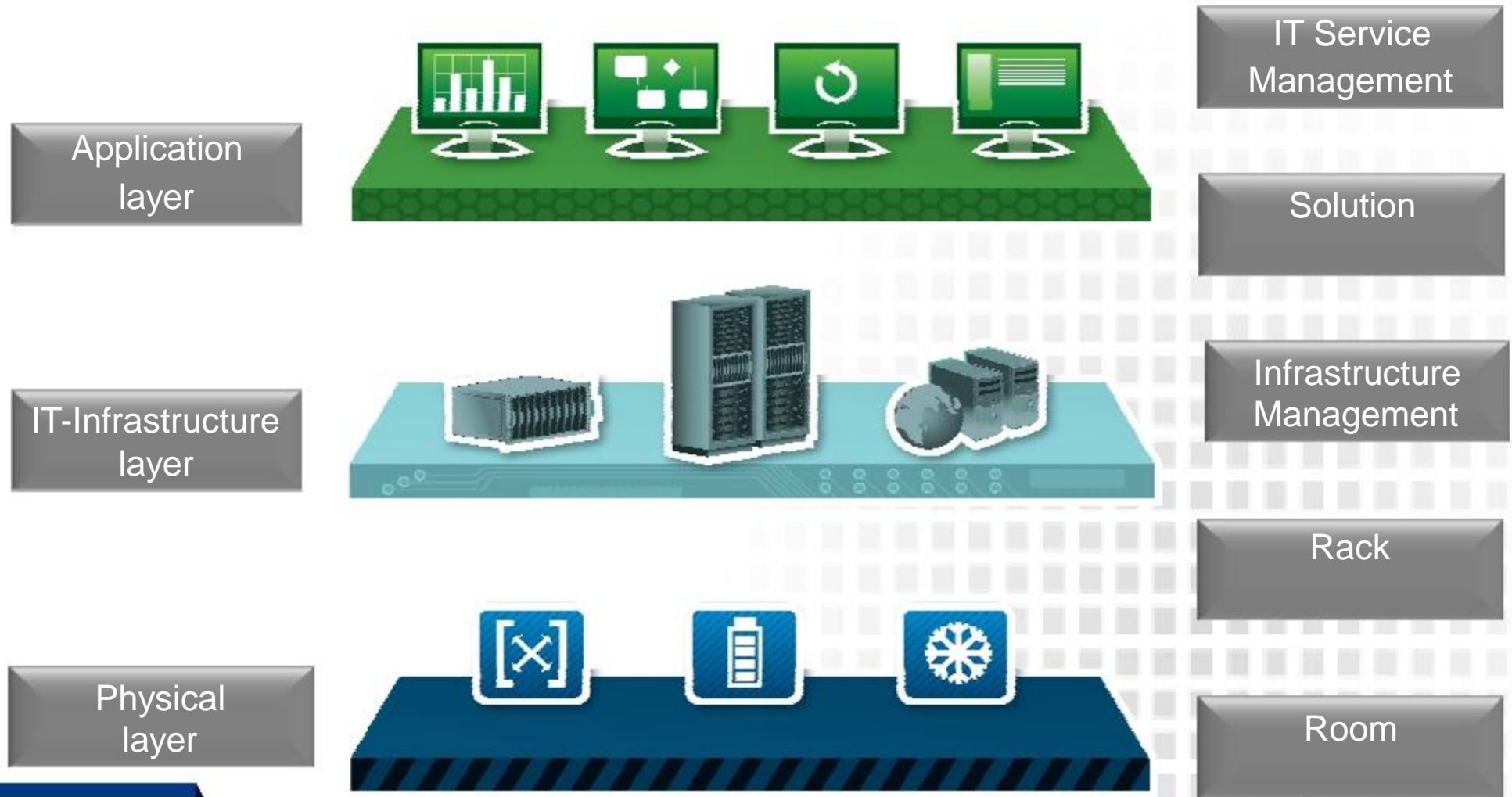
You profit from ...



Emerson brings together technology and engineering expertise in customer solutions with maximum value. Without compromise, for a world in action!

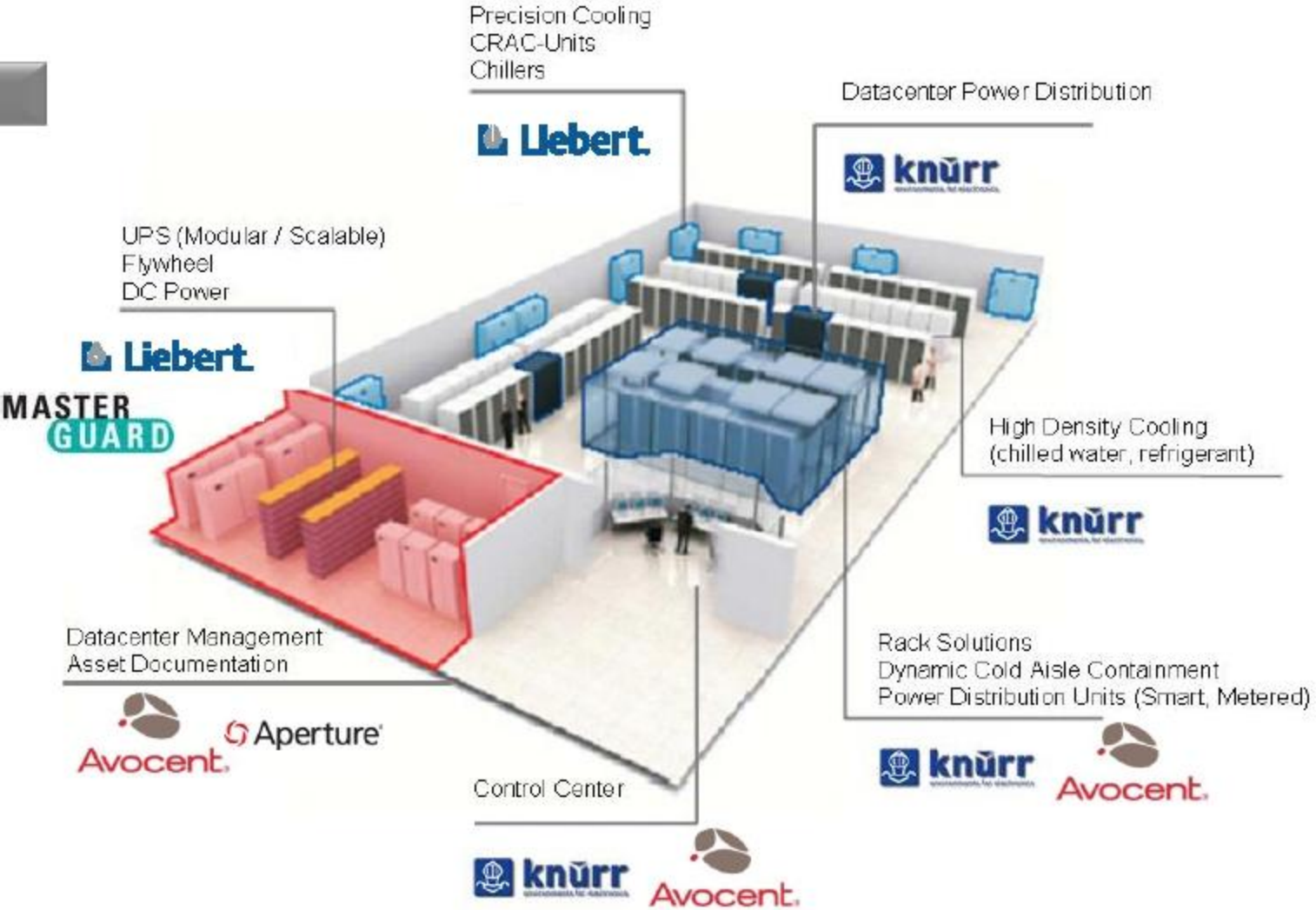


Data Center Infrastructure Management (DCIM)



Emerson – your partner for solutions

DCIM



Emerson Smart Solution



ENPS – Eastern Europe

Luka Gaspar

Alpha Grissin - Emerson Network Power distributor

Market Units

Russia

Viktor Smirnov

- Russia

Poland & Baltic

Malgorzata Kasperska

- Estonia
- Latvia
- Lithuania
- Poland

Turkey & Central Asia

Murat Dumlu

- Azerbaijan
- Cyprus
- Georgia
- Kazakhstan
- Kyrgyzstan
- Tadjikistan
- Turkey
- Turkmenistan
- Uzbekistan

Central Southern Europe

Vacant

- Albania
- Armenia
- Belarus
- BiH
- Bulgaria
- Croatia
- Cyprus
- Greece
- Hungary
- Kosovo
- Macedonia
- Moldova
- Montenegro
- Romania
- Serbia
- Slovakia
- Slovenia
- Ukraine
- Israel

