



**KEI**  
Wires and Cables

KEI Announcement

## KEI reposes faith in Eaton's Power Quality Solutions

KEI has selected Eaton's power quality solutions for power back up at its manufacturing facilities in Bhiwadi, Silvassa and New Delhi.

Multiple units of PW 9120, PW 9305, PW 9355 and PW 9370 are backing up the mission critical manufacturing operations where even a second's downtime is not acceptable.

KEI industries limited is an established player in the power cable segment and amongst the largest cable manufacturing companies in India. KEI industries limited manufactures high and low tension cables (EHT, HT, & LT), control and instrumentation cables, house wires and stainless steel wires. KEI is one of the few companies in India to manufacture specialty cables including braided cables, fire survival and zero halogen cables.



## Eaton charts successful win at Jubilant Organosys



Jubilant's manufacturing facilities at Gajroula and Nira.

### Customer

Jubilant Organosys

### Market Served

Pharmaceutical Industry

**Mr. Pankaj Arora, Project Procurement Head, Jubilant commented, "Eaton offered us an unbeatable package...a customized solution with an unmatched technological edge; perfect understanding of our business requirements; unblemished track record as well as the existing comfort level at working together. We feel that we can rely on them to ensure our infrastructure is top of the line and without any distressing hitches - which really is the mantra for success in today's day and age."**

### A business reality

Jubilant Organosys Limited is an integrated pharmaceutical industry player with a wide range of products and services for global life sciences companies. The Company is one of the largest Custom Research and Manufacturing Services (CRAMS) and Drug Discovery and Development Services organizations in India. The company strives to accelerate the process of pharmaceutical drug discovery by partnering with innovative pharmaceutical companies offering them products and services across the drug discovery process. Jubilant has a presence in generic pharmaceutical business in the US and supply dosage forms along with regulatory services to European generic companies.

The need of the hour for Jubilant was to deliver superior performance to its customers, which required it to strengthen its internal infrastructure; including better power back up and reduced 'down time'.

### A need for change

For the last few years Jubilant had been using power back up solutions and services for its facilities. While the product or the service in itself was not the concern, a need was felt to upgrade the whole package to maintain pace with the changing market dynamics. Jubilant felt the need to successfully provide manufacturing and service support to its clients who had strict timelines; and expected superior delivery.

In order to ensure its own internal systems were working at the peak of

efficiency and that all commitments were met on time without the embarrassing need to explain uncalled for delays, Jubilant decided to call for quotes from the leading suppliers of power back up products and solutions in order to upgrade its existing infrastructure.

Mr. Mukul Dixit, VP Procurement, Jubilant stated, *"The rapid pace at which the business is growing; as well as the demands of the customers, who are increasingly becoming time, quality and cost conscious; put pressure on us to deliver unmatched service and support. In the analysis of the entire business equation it was realized that we should have the latest and the best infrastructure to maintain pace with and succeed in the world today. One of the critical elements of this was an uncut power back up solution internally so that we could serve our customers without any power related problems."*

### The "Eaton" solution

All leading power backup vendors were invited to submit their technical and financial bids. On both the platforms, Jubilant found Eaton to be unmatched by any of its competitors. Not only did Eaton offer better technology with features that were as yet unavailable with any of the contemporary products, they offered it in a package that made it really difficult to turn it down. Add to that the strong existing relationship with Jubilant over the last few years; where Eaton was honoured by the Strategic Partner award, the proof of capability and service was already in evidence and the contract was awarded to Eaton.

The models that Eaton installed successfully at Jubilant were PW 9155, PW 9355, and PW 9120. In total nine units were installed in 2007 mainly in Noida and West Uttar Pradesh.

According to Mr. Deepak Sharma, MD, Eaton Power Quality Pvt. Ltd. *"We are very proud to have won this order from amongst such stiff competition. The challenge really was to reduce down time to '0' as well as provide 'on time' service at both the locations Noida as well as at Jubilant's plant in West Uttar Pradesh. We are proud to say that the critical instrumentation load at Jubilant has not suffered even a second of down time and we have successfully managed to maintain the power uptime at 99.9%, a unique feat in itself."*

### The 'Eaton' advantage

There are many reasons why Eaton was selected for this contract. One of the major reasons is technical competency of the solution being provided by Eaton for Jubilant. Eaton offered solutions apt to Jubilant's business requirement. In addition to that, many advanced patented features like ABM, Hotsync and technologies like .99 input power and .99 output power factor were also a part of the solution being offered.

### A business 'success'

Jubilant is extremely satisfied with the Eaton experience. The promise of 99.9% uptime availability that was made at the time of contract bidding has been delivered.

All in all - a successful implementation by Eaton.

### To learn more contact

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## Eaton Completes Acquisition Of Phoenixtec Power Company Ltd.

Eaton Corporation recently acquired 91 percent of the outstanding shares of Phoenixtec Power Company Ltd., a company listed on the Taiwan Stock Exchange.

Phoenixtec manufactures single- and three-phase uninterruptible power supply (UPS) systems that are sold globally. Phoenixtec has leading positions in UPS markets, particularly in China, Southeast Asia and Eastern Europe. Based in Taipei, the company has manufacturing facilities in China and Taiwan, and employs approximately 5,800 people.

## Eaton Ranks Second Among The "100 Best Corporate Citizens," According To Corporate Responsibility Officer Magazine

Eaton Corporation ranks second on Corporate Responsibility Officer (CRO) Magazine's 100 Best Corporate Citizens list for 2008.

"We're honored that CRO Magazine has recognized Eaton's global sustainability and corporate responsibility leadership," said Alexander M. Cutler, Eaton chairman and chief executive officer. "We will continue to work hard to earn the trust of our many stakeholders by being steadfast in our commitment to doing business right."

Cutler noted that Eaton profiled its sustainability efforts for the first time in its 2006 annual report and will again report on its commitment to the environment, health and safety, its communities and a world-class workplace in its 2007 annual report.

In December 2007, Eaton ranked first in its industry sector on CRO's 10 Best Corporate Citizens List. Eaton received top honors among 54 companies in the industrial, aerospace and transportation-related fields.



## Eaton Completes Purchase Of MGE's Small Systems Business From Schneider Electric

Eaton Corporation completed the purchase of the small systems business of Schneider Electric's MGE UPS Systems for €425 million (\$612 million at current exchange rates). Eaton announced on June 21 that it had committed to acquire the business.

For the 12-month period ending September 30, 2007, the small systems business of MGE had sales of approximately €167 million (\$240 million at current exchange rates) and EBITDA of approximately €39 million (\$56 million at current exchange rates).

"MGE's presence in more than 40 countries provides us with access to new markets and important distribution channels and further establishes our manufacturing presence in Asia," said Randy W. Carson, Eaton senior vice president and president Electrical Group. "This transaction clearly underlines Eaton's stated strategic focus to expand our Power Quality business globally."

MGE's small systems business employs approximately 800 people worldwide and is a global provider of power quality solutions designed to increase the availability and uptime of mission-critical applications and processes. Its products include uninterruptible power supplies (UPS), power distribution units, static transfer switches and surge suppressors. The business is headquartered in Saint-Ismier,



## BladeUPS

## Greener Options in your Data Centre



Eaton introduced its Powerware® BladeUPS™, the industry's most energy efficient, rack-based uninterruptible power system (UPS) designed and optimized for today's high-powered blade servers and high-density computing environments. The Powerware® BladeUPS™ is the latest product in Eaton's series of Powerware-branded, rack-based solutions that also include enclosures and accessories, along with a complete line of remote monitoring and power-quality equipment. The three-phase system delivers industry-leading energy efficiency, scalability and flexibility.

The Powerware® BladeUPS™ reflects Eaton's commitment to provide award-winning products that address the challenges of designing and managing high-density data centers. The Powerware® BladeUPS™ normally operates at an industry-leading 97 percent efficiency and at less than 30 percent load, where customers would expect efficiency to be much lower, this UPS is more efficient than competitors' modular products at full load. These gains quickly translate into tens of thousands of dollars. For example, assuming a utility rate of 10 cents per kWh, a 60 kW N+1 redundant configuration would save more

than \$30,000 in five years and the savings compound with data center size.

Designed specifically for high-density computing environment, the Powerware® BladeUPS™ delivers 12kW of efficient, reliable power in only 6U of standard rack space, including batteries. Expand capacity by combining 12 kW modules in a building block fashion to deliver 60 kW of redundant backup power from a single rack enclosure. This powerful configuration delivers higher power density than competitive, modular solutions, while dissipating one-third of the heat.

The standard internal batteries provide needed ride-through power until an auxiliary power source takes over or systems are gracefully shut down. Extend runtime up to 34 minutes at full load (or 76 minutes at half load) with Extended Battery Modules (EBMs).

The Powerware® BladeUPS™ is designed to be extraordinarily flexible configured as a single module or multi-module system (up to six modules) in a standard 19" rack enclosure. The modular design enables you to deploy just the right amount of backup at the right price for your current needs, and expand whenever needed.

For more information please contact :

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