



**EMPOWERING
VITAL
APPLICATIONS
FOR A DIGITAL
WORLD:**

**AN INTRODUCTION
TO VERTIV**



**WE ALL
DEPEND ON
A WORLD
WHERE
TECHNOLOGY
ALWAYS
WORKS**





**WHEN THE
DIGITAL WORLD
DEPENDS ON
YOU, YOU CAN'T
FAIL**

A man in a white shirt and tie is pointing at a server rack in a data center. The server rack is filled with various electronic components and cables. The background is a white ceiling with a grid pattern.

VERTIV ENABLES THE VITAL APPLICATIONS OF OUR DIGITAL WORLD

We design, build and service mission-critical technologies for:

- Data centers
- Communication networks
- Commercial and industrial applications

We support today's growing mobile and cloud computing markets with a portfolio of power, thermal and infrastructure management solutions.

We offer unsurpassed global scale and broad expertise, built from our heritage as Emerson Network Power.

And now as Vertiv, we match industry leadership with the focus and spirit of a startup.

Your Vision. Our Passion.



DATA CENTERS

Micro, Edge, Cloud, Enterprise,
Prefab, Colo, Hyperscale

Legacy of reliability and innovation

Our depth of knowledge and a breadth of reliable, innovative products is unmatched in the industry.

Intelligent, integrated controls and solutions

Our fully loaded, integrated solutions are customized to your needs, standardized across your sites and easy to monitor and manage, optimizing your network from core to edge. Our solutions ensure efficiency and optimized performance.

Activating data-driven management

Our scalable, flexible solutions deliver visibility and control across your network's physical infrastructure – whether it's a point solution, or a more holistic DCIM solution.

World class service

Our global service organization is located in every world region equipped to handle the toughest challenges.

COMMUNICATION NETWORKS

Small Cell, Macro Sites,
Central Office, Data Center

Proven innovation you can trust

Our solutions deliver intelligent network visibility and management capabilities with flexible power architectures that support solar, wind and hydrogen fuel cells to deliver efficient, highly available power in core and access sites in any environment.

Fast, turnkey solutions

Wire-to-wire support for all of your network needs. Providing the critical infrastructure – power protection, thermal management, and software controls. We install and commission site solutions and provide industry-leading preventive maintenance, warranty, repair, site assessments, performance optimization and other life cycle services.

Intelligence for seamless operations

Technology platforms rely on software defined networks (SDN) and network function virtualization (NFV) to effectively and efficiently leverage computing power and assets. We're on the leading edge of SDN and NFV technology development and have an unmatched understanding of these converged, software-defined and virtualized environments.



COMMERCIAL AND INDUSTRIAL

Healthcare, Rail, Transportation,
Power Generation, Oil and Gas

Delivering safe, reliable and efficient power

Our industrial systems meet the harshest electrical and mechanical conditions in industrial environments, with proactive service plans that minimize downtime and avoid expensive emergency repairs.

Global perspective, local knowledge

With teams and facilities around the world, we have the expertise to design, build, equip and service your facilities – wherever they may be. Our comprehensive array of site-level services ensure the highest level of productivity, efficiency and reliability.

Streamlined and simplified for safety and compliance

Our industrial-grade infrastructure systems safely deliver best-in-class availability with innovative technologies designed to improve energy efficiency, reduce consumption and navigate environmental regulations around the world.



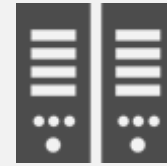
WHO WE ARE



SALES
~4.0 B



EMPLOYEES
~18,000



CUSTOMERS INCLUDE

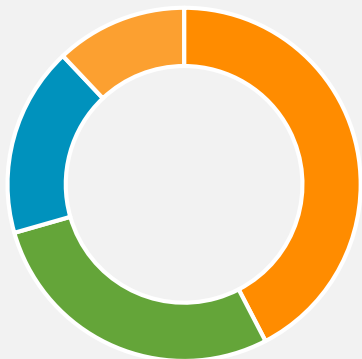
America Movil, Apple, AT&T,
China Mobile, China Tower,
Ericsson, Facebook, Microsoft,
Reliance, Verizon, Walmart

MANUFACTURING SITES: 20

ENGINEERING CENTERS: 15

OPERATIONS: 50 COUNTRIES

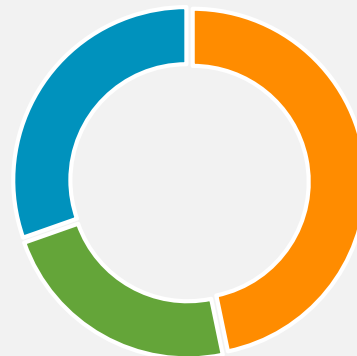
Offering



- Power Mgmt
- Services
- Thermal Mgmt
- Software & Solutions

Broad range of power, thermal, and infrastructure management portfolio

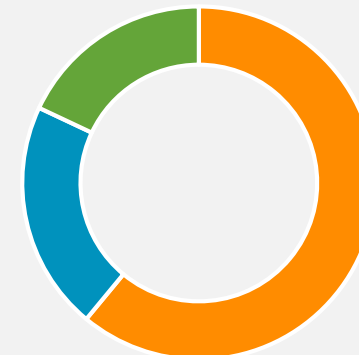
Geography



- Americas
- EMEA
- AP

Global, well-established footprint and supply-chain network

End Market



- Data Centers
- Communications
- Commercial & Industrial

Serve vital applications in data centers, communication networks, and commercial/industrial environments

NOTE: FY '17E revenue excluding ASCO

OUR FLAGSHIP BRANDS

We're a brand-new company that's also an established industry leader



Chloride®

Our global industrial power solutions meet the most demanding technical specifications and provide safe, reliable power – no matter the challenge



Liebert®

Our global power and thermal management solutions are some of the world's most efficient and reliable power and cooling technologies



NetSure™

Our global intelligently engineered DC power systems deliver high availability, energy efficiency and scalability for converged networks



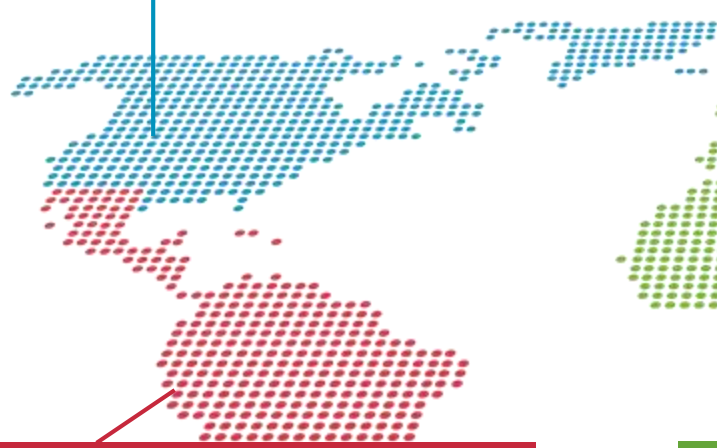
Trellis™

Our industry-leading software gives customers an integrated view of operations across IT and facilities resources, enabling better decisions that save time and money

OUR GLOBAL PRESENCE

US and Canada

Manuf. and Assembly Locations	13
Service Centers	80+
Service Field Engineers	965+
Technical Support/Response	145+
Customer Experience Centers/Labs	5



Latin America

Manuf. and Assembly Locations	1
Service Centers	7
Service Field Engineers	350
Technical Support/Response	60
Customer Experience Centers/Labs	2

Europe, Middle East and Africa

Manuf. and Assembly Locations	9
Service Centers	60+
Service Field Engineers	535+
Technical Support/Response	100+
Customer Experience Centers/Labs	4

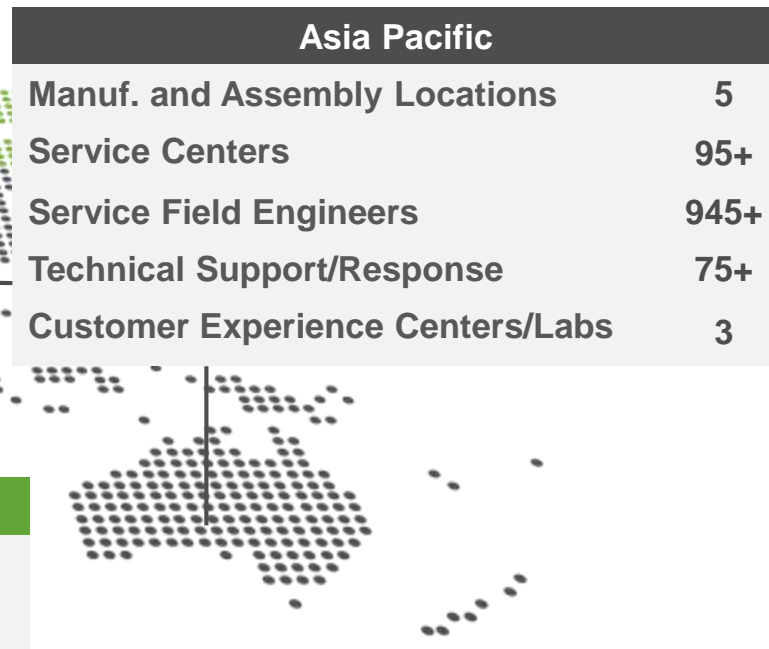


WORLDWIDE

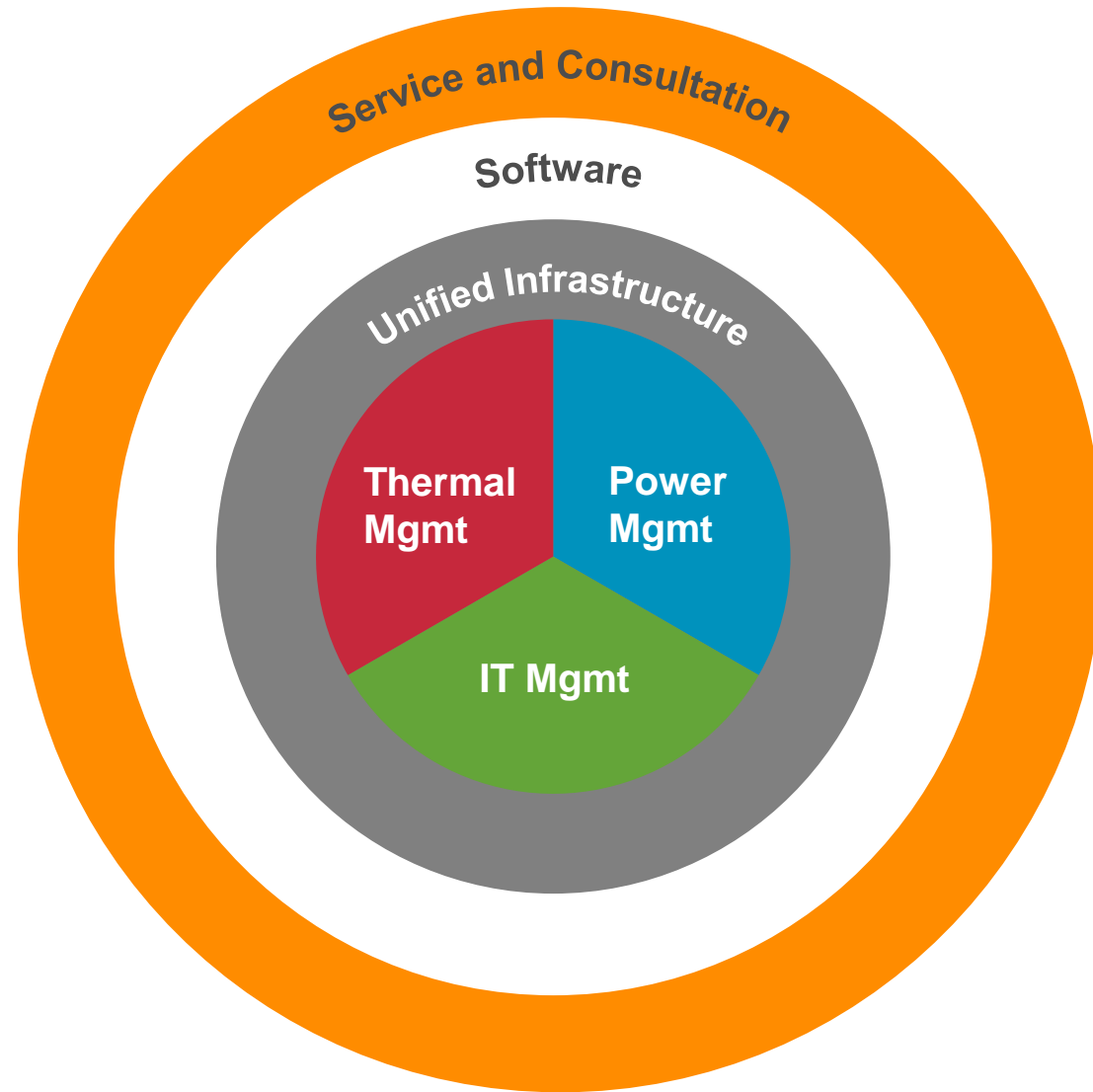
Manuf. and Assembly Locations	28
Service Centers	255+
Service Field Engineers	3,135+
Technical Support/Response	415+
Customer Experience Centers/Labs	14

Asia Pacific

Manuf. and Assembly Locations	5
Service Centers	95+
Service Field Engineers	945+
Technical Support/Response	75+
Customer Experience Centers/Labs	3



HOW IT ALL COMES TOGETHER



CORPORATE VIDEO





TECHNOLOGIES AND SERVICES:
THERMAL MANAGEMENT

A complete line of energy-efficient and reliable technology

- Perimeter, in-row and high-density cooling
- Freecooling chillers, heat rejection and economization
- Evaporative freecooling
- Custom air handling solutions
- Small systems for edge applications, small computer rooms and network closets
- Modular Smart Solutions to add capacity with IT growth

Controls to optimize efficiency and uptime

- Unit and supervisory controls with machine to machine communication and real-time monitoring
- Advanced algorithms for system auto-tuning, energy optimization, and capacity management

VERTIV CAPABILITIES



Perimeter Cooling



In-Row Cooling,
SmartAisle™



Freecooling
Chillers



Evaporative
Freecooling



iCOM™ Controls

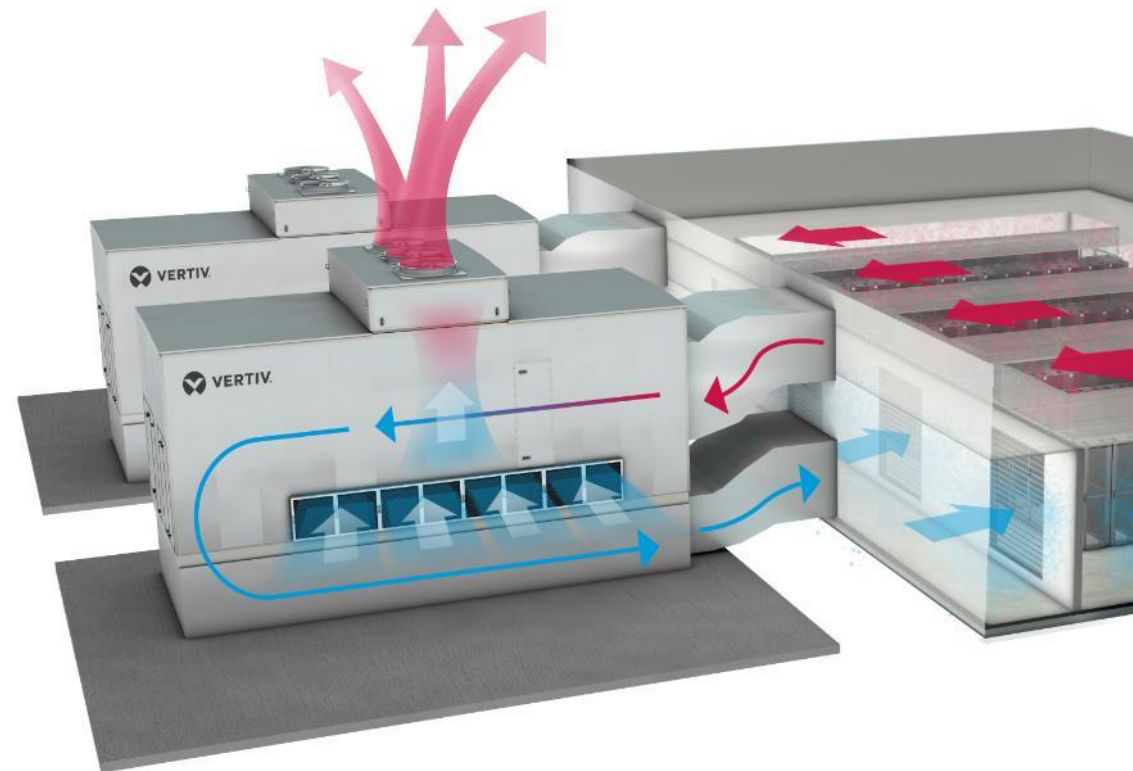
THE VERTIV DIFFERENCE

Unmatched efficiency and reliability for mission-critical applications

- **We deliver** the highest level of protection and uptime
- Industry-leading efficiency levels (Power Usage Effectiveness as low as 1.1)
- Up to 50 percent lower capital and operating costs
- Industry-leading, award-winning technologies

Deep design and application knowledge

- **We partner with each customer** to develop and deploy solutions that best meet their needs
- Intelligent, self-optimizing solutions that enable customers to spend less time managing cooling and more time managing their facilities



CUSTOMER SPOTLIGHT: GREEN HOUSE DATA

Customer Need

- Dramatically reduce energy consumption for a 35,000-square-foot, 5-megawatt data center

Solutions

- Four 300kW Liebert® Indirect Evaporative Freecooling Systems, optimized for low operating cost
- iCOM™ Controls for multi-unit teamwork with superior efficiency and control

Benefits

- Up to 64.5 percent energy savings compared with average data center
- Site Power Usage Effectiveness down to 1.14
- Maximized sellable square footage



“The Liebert air handlers allowed us to avoid building a central cooling plant, they matched our modular build design, which is important for both environmental and capital efficiency, and they enabled us to more tightly control the data center temperature and humidity.”

– Chief Technology Officer,
Green House Data



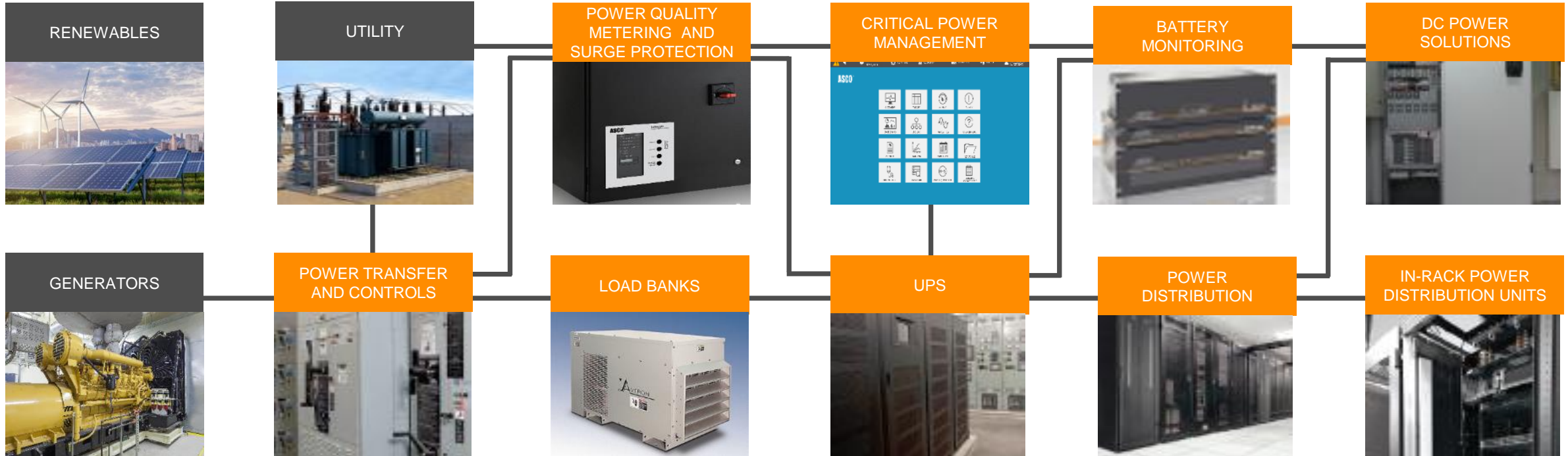
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TECHNOLOGIES AND SERVICES:
POWER MANAGEMENT

VERTIV CAPABILITIES

Power Sources

Power Distribution



Critical Infrastructure Services

Project, Maintenance and Performance services for Data Center, Communication Networks and Industrial Markets

THE VERTIV DIFFERENCE

Comprehensive range of power solutions for data centers, communications networks, commercial and industrial networks



Industry leader in safe and reliable power solutions for heavy-duty, data center and Edge of Network applications



Complimented by our full software suite and global service organization



THE VERTIV DIFFERENCE

Chloride[®]

Industrial power systems can improve uptime, while **providing maximum availability**

Liebert[®]

AC power systems can **improve uptime** and support customer service level agreements, while **providing maximum efficiency**

NetSure[™]

DC power management platform can **reduce costs and simplify power architecture**, while providing maximum availability

CUSTOMER SPOTLIGHT: GLOBAL FINANCIAL SERVICES

Customer Needs

- Centralized power and energy management for North American facilities
- Real-time visualization, control automation, power quality analytics, event logging, email alerting and automated reporting
- Flexible vendor-agnostic approach to enable complete integration and insight of entire critical infrastructure

Solutions

- ASCO® – including critical power management, bypass transfer switches, power control switchgear, load banks
- Liebert® – including multi-module uninterruptible power supply systems and static transfer switches
- Alber® – battery monitoring system

Benefits

- Increased operational efficiency by centralizing critical power management and expertise
- Fully automated control of utility and emergency power system reducing risk of overloading emergency generators and UPS
- Improved understanding of current and future capacity demands reducing or eliminating wasteful infrastructure build-outs

Increased the customer's operational efficiency by centralizing critical power management and control.



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**TECHNOLOGIES AND SERVICES:
IT MANAGEMENT**

VERTIV CAPABILITIES

Remote data center access and management

- Centralized, secure access at any time, to devices and content from any location or vendor – in traditional data centers and Edge applications
- Rack based back up power and power distribution

Control room solutions

- Reliable, real-time access to high-resolution content across multiple systems
- Rack based back up power and power distribution

Desktop productivity and security

- Solutions to enable desktop access to multiple systems with a single keyboard and mouse
- Rack based back up power and power distribution

VERTIV CAPABILITIES



Serial Console



Consolidated Management Appliance



High Performance KVM



Desktop Secure KVM and KM



Management Software

THE VERTIV DIFFERENCE

Vertiv is the leader in IT Management. Its portfolio is unmatched for remote data center access and control and rack power. The portfolio spans devices and software and is supported by cutting edge services.

Vertiv IT Management products and services make it not only an outstanding performer in the traditional data center but its portfolio is uniquely positioned to deliver **outstanding performance in Edge applications.**



The Vertiv IT Management portfolio benefits customers by:

- Improved performance with an ecosystem of IT Management products
- Easy and efficient monitoring and controlling through a single interface
- Automated analysis and closed loop actions with IoT functionality
- Enabling the simplicity of sourcing from a single supplier

CUSTOMER SPOTLIGHT: MAJOR NATIONAL BANK

Customer Needs

- Standardize the IT infrastructure in a new acquisition (bank branches)
- Remote data center access and management and rack power
- Simplify their buying process (buy from one supplier)

Solutions

- Sourcing the entire IT management suite of products from Vertiv
- Phase 1: UPS (GXT4)
- Phase 2: Serial Console (ACS) and Cradlepoint wireless module, PDU (MPH2), UPS (GXT4)

Benefits

- Standardized infrastructure across all branches
- Consolidated and simplified management
- Sourced and supported from one supplier — Vertiv

*Standardized
infrastructure across all
branches that supports
consolidated and
simplified management.*



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TECHNOLOGIES AND SERVICES:
UNIFIED INFRASTRUCTURE

Value: Rapid Deployment, Modularity/Scalability and Lower Total Cost of Ownership

Integrated environments for IT and telecommunications

- Delivery in a single plug-and-play system, or in modules that can be assembled on-site

Full range of solutions, from single-rack enclosures to complete prefabricated structures

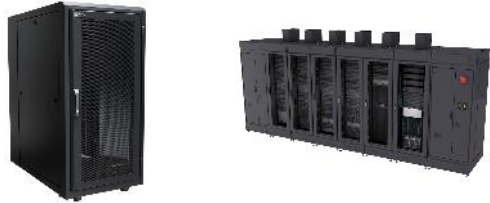
- Customized based on technology, business objectives and site requirements

Built upon our Core Capabilities

- Thermal Management, Power Management, IT Management and Services
- Complemented with software and controls

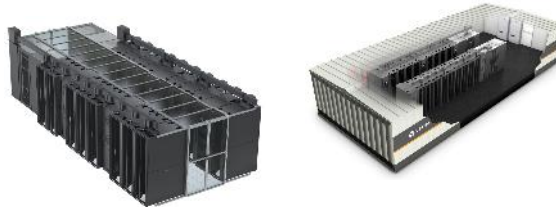
VERTIV CAPABILITIES

SmartCabinet™ SmartRow™



Rack/Row Level
Design and Integration

SmartAisle™ SmartMod™



Room Level
Design and Integration

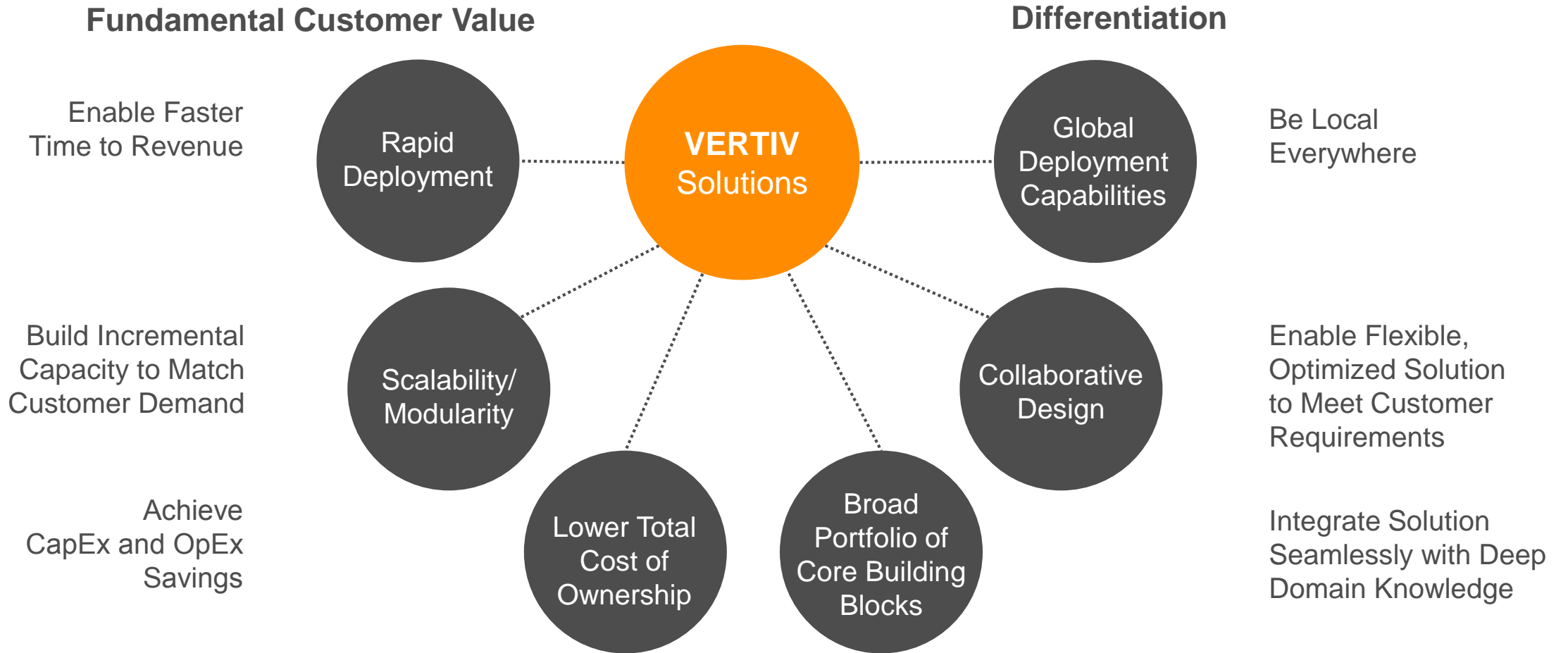


Site Level
Design, Integration, and Build

Providing complete turnkey capabilities and capacities

THE VERTIV DIFFERENCE

Key Value Proposition: Rapid Deployment, Global Capabilities & Trusted Partnership



Purposefully Designed and Integrated Solutions Reduce Project Complexity and Management Burden of the Client

CUSTOMER SPOTLIGHT: T-SYSTEMS

Customer Needs

- Provide cloud services across Europe
- Meet customer SLAs of availability, reliability, security, scalability, transparency, efficiency and sustainability
- Quickly deploy a state-of-the-art, Tier III, twin-core data center

Solutions

- A modular, containerized structure to achieve rapid availability, high scalability, streamlined expansion and staggered investment

Benefits

- Nine-month deployment time frame
- 99.98 percent availability
- Site Power Usage Effectiveness of 1.3
- 30 percent reduction in power use over comparable facilities



“The modular design gives us increased flexibility and scalability for future investment, while immediately offering an array of benefits for our customers. (Vertiv) worked with us to deliver true expertise and industry knowledge, positioning us to provide a strong cloud platform that serves both domestic and regional customers in Europe.”

- Program Manager,
T-Systems Iberia



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TECHNOLOGIES AND SERVICES:
SOFTWARE

VERTIV CAPABILITIES

Today's telecom, IT and converged networks are **more intelligent** and increasingly virtualized and software-enabled.

To fully **leverage these networks**, you need visibility into every corner and the ability to manage all of your resources **remotely and in real-time**.

Whether it's point solutions for management of specific sites or systems or more holistic DCIM solutions that manage loads all across the network, the benefits are the same: **reduced risk and increased efficiency**.

Our scalable, flexible solutions deliver **visibility and control** across your network's physical infrastructure.

Data center monitoring

Energy management

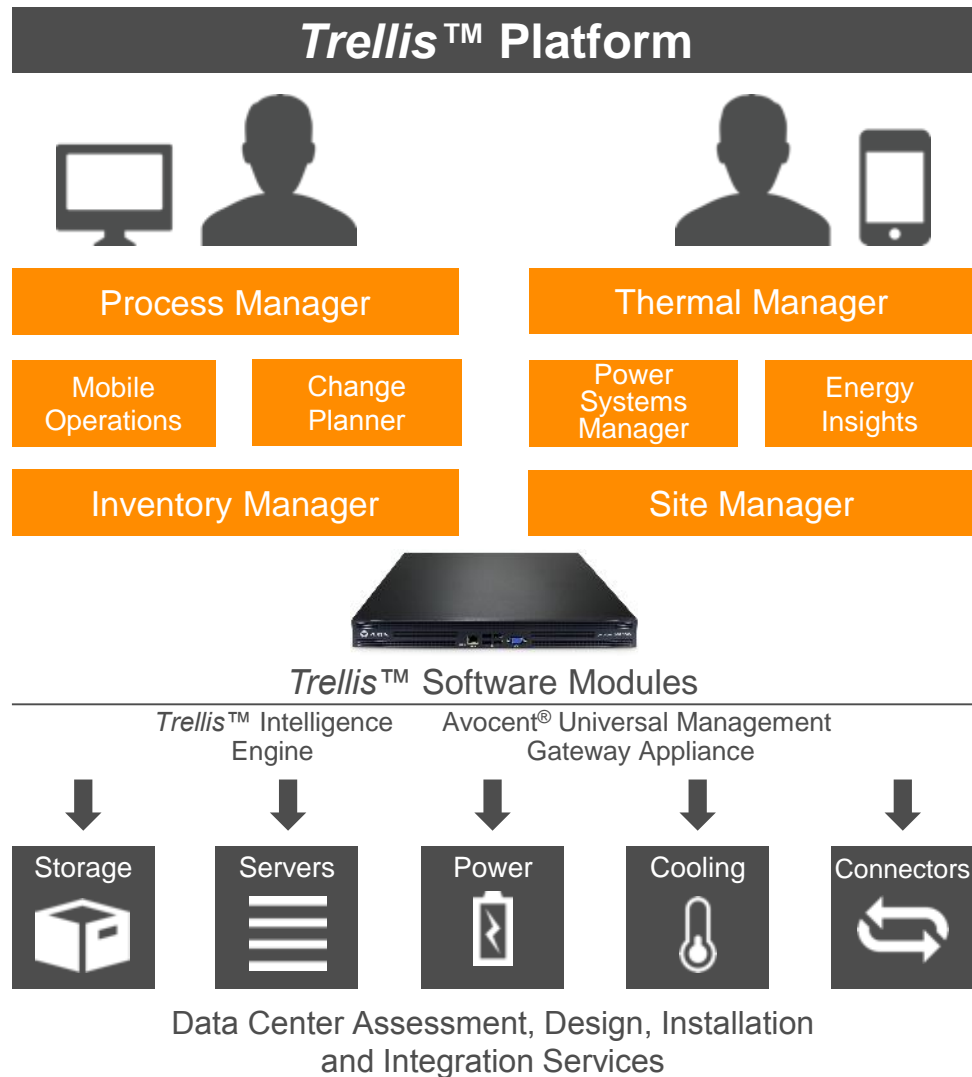
Power management

Capacity management

Remote management

Change management

VERTIV CAPABILITIES: *TRELLIS*™ PLATFORM



The *Trellis*™ software solution provides:

- Comprehensive capabilities for managing data centers of all sizes
- Consistent look and feel, usability and architecture
- Infrastructure management processes that bridge across IT, power, thermal and space domains
- Easy integration with other systems such as workflow, ERP and Building Management Systems
- Simple options for implementation with modular deployment

Holistic, real-time, distributed architecture

THE VERTIV DIFFERENCE

Expertise

Encapsulates our long experience in data center systems engineering and management

- Comprehensive capability across data center inventory, power, thermal and space management
- Deep, rich connectivity across all domains covering IT and facilities equipment from all vendors
- Tightly integrated hardware and systems offerings for optimal performance and efficiency

Scale

Global software and services capabilities for all data center operating models

- Modular software architecture that allows customers to choose the right components as needs dictate
- Installed base of over 5,000 global customers across numerous industries and geographies
- Extensive, experienced channel and business partner ecosystem to serve customers globally

Commitment

Extensive and ongoing investment in products and research to continue our leadership position in critical infrastructure management

- Solid track record of partnering with customers to address their unique needs

CUSTOMER SPOTLIGHT: CAMBRIDGE UNIVERSITY

Customer Needs

- Consolidate multiple server rooms to one
- Reduce carbon footprint by 30 percent
- Reduce IT energy costs by as much as 40 percent
- Consolidate management and standardize service delivery
- Improve security and availability of infrastructure and systems

Solution

- A DCIM tool that provides real-time insights and analytics of the power, thermal management and IT equipment with a service contract including remote diagnostics and preventive monitoring services.

Benefits

- Reduced OpEx
- Improved staff productivity by gaining visibility
- Adhered to governmental regulations by reducing carbon footprint
- Simplified calibration for a reduction in overall maintenance costs



“We’ve been challenged to achieve higher efficiency by virtualising platforms and refreshing equipment throughout our campus via a common, centralised data centre space. We’ve begun implementing a program where we’re seeking to combine the functionality of as many of these server rooms as possible into one facility, and to reduce our carbon footprint by 30 percent in the process, and by as much as 40 percent in IT energy costs.”

- Data Centre Manager,
Cambridge University



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TECHNOLOGIES AND SERVICES:
SERVICES

VERTIV CAPABILITIES

A complete life-cycle approach to service, from project launch to ongoing maintenance and performance optimization

PROJECT

When launching new facilities or powering up new equipment, you want to do it right – right from the start

- Plan
- Design
- Engineer
- Integrate
- Commission
- Project Management

MAINTENANCE

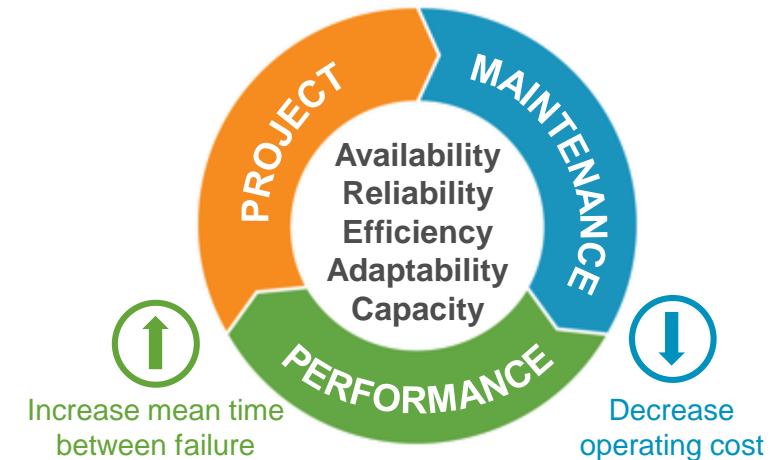
Services to ensure that your business-critical infrastructure operates reliably, safely and efficiently

- Preventive and corrective maintenance
- Remote services and monitoring
- Cap / Fan / Battery replacements
- Repair
- Spare parts

PERFORMANCE

Full range of services designed to optimize infrastructure performance and reduce process complexity

- Assess
- Audit
- Model
- Configure
- Upgrade
- Train



THE VERTIV DIFFERENCE

Services ensure that your vital applications stay up and running. We do this through our vast array of project, maintenance and performance capabilities, supporting you in making better decisions to operate more efficiently and reduce complexity.



CUSTOMER SPOTLIGHT: QTS REALTY TRUST

Customer Need

- Improved cooling system efficiency and greater visibility into system performance

Solutions

- Installed electrically commutated (EC) fans and Liebert® iCom™ control systems into 64 cooling units
- Provided and installed wireless sensors for monitoring of cooling improvements

Benefits

- Initial savings of \$12,000 per month in energy costs, with additional savings expected through continued system optimization
- Reduced carbon footprint with more than 75 percent immediate reduction in the energy consumption of Liebert® thermal management units
- Improved Power Usage Effectiveness (PUE) by 0.16
- Provided better intelligence to building management system (BMS) for improved system visibility



“As soon as we placed the first new EC plug fan into a unit, even at 100 percent speed, the power consumption dropped 30 percent. We were very excited to see that result, but then it got even better. By varying the fan speed to match the load in the zone, the power consumption dropped another 33 percent, and we are now experiencing higher than expected energy savings!”

- Western Region
Vice President,
QTS



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Vertiv Blog



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Facebook



Twitter



Instagram



YouTube



YouKu



WeChat



Google+



Weibo

