



ANORD
ENERGY UNDER CONTROL

Presentation to: **eco** & **ENTERPRISE IRELAND**



Introduction

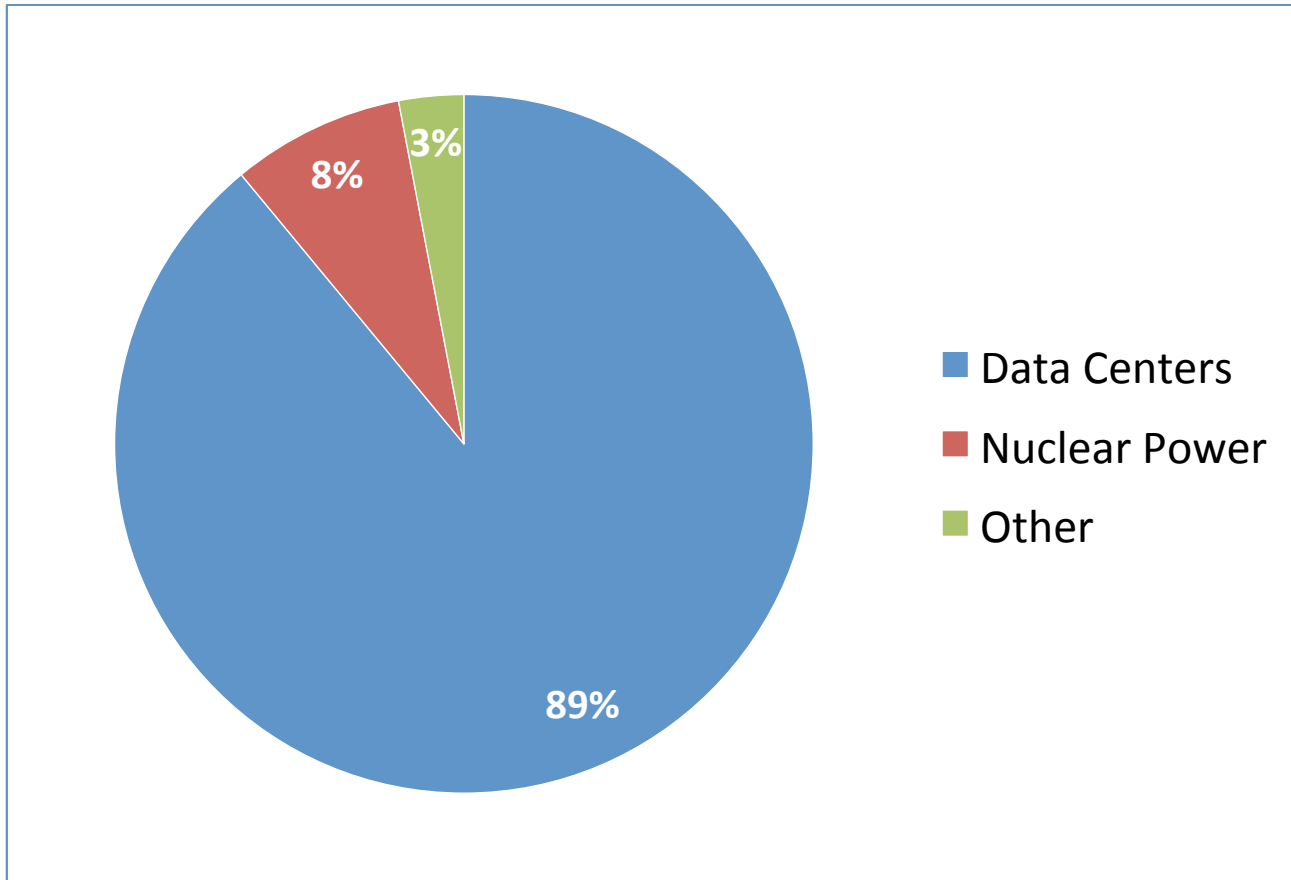
Anord Group Overview

- Specialist provider of turnkey critical power systems to the data centre industry;
 - Power Switchgear
 - Busbar Trunking
 - Energy Management
 - UPS Systems
- Privately held company – 46 years in business
- Group comprises of;
 - Anord Control Systems Ltd Ireland
 - Anord Critical Power Inc. USA
 - Anord Control Systems UK Ltd UK
- Projected Turnover (2015) € 35 Million
- Extensive experience on major data centre projects, globally

Worldwide Experience To Date...



Market Sector by Turnover





EU (IEC) Product Portfolio

Our traditional business; Unit Substations & Low Voltage Switchgear



ANORD

AMS Switchgear

Independent “original design” system – totally manufactured by Anord

Designed and developed in house by Anord R&D team

Type Tested and Certified to the new switchgear standard IEC 61439-2

ACB temp rise tested with natural cooling up to 6300A Form 4B Type 7

Short Circuit Withstand Tested to 100 kA/1s

Seismically Tested & Certified proving robustness & rigidity

UL-891 listed for the North American Market

Today we provide; End-to-End Critical Power Infrastructure

ANORD
SWITCHGEAR

ANORD
AUTOMATION

ANORD
BUS DUCT

ANORD
UPS SYSTEMS

ANORD SWITCHGEAR

- ✓ Unit Substations to 6300A
- ✓ Main Switchboards
- ✓ Generator Switchboards
- ✓ UPS in/out Switchboards
- ✓ ATS Changeover Switchboards
- ✓ PDU's & RPP's
- ✓ Vendor neutral integrators...
- ✓ ABB, Siemens or Schneider



ANORD BUS DUCT

- ✓ Full Range to 6300A (LV)
- ✓ IEC Compliant
- ✓ CE Marked
- ✓ Designed in 3D
- ✓ Contract Manufactured in EU
- ✓ Full Installation Service
- ✓ 3rd Party Plant Coordination





We are proud to be strategic partners of

AEG

POWER SOLUTIONS

ANORD UPS SYSTEMS

- ✓ Integrators and service providers
- ✓ Protect Blue product line
- ✓ Modular 250 kW 'powerblocs' up to 4 MVA
- ✓ 3 level IGBT technology
- ✓ Excellent Efficiency at low load (96%)
- ✓ Highly Flexible Configurations
- ✓ 2 way service relationship for full lifecycle
- ✓ Made in Germany

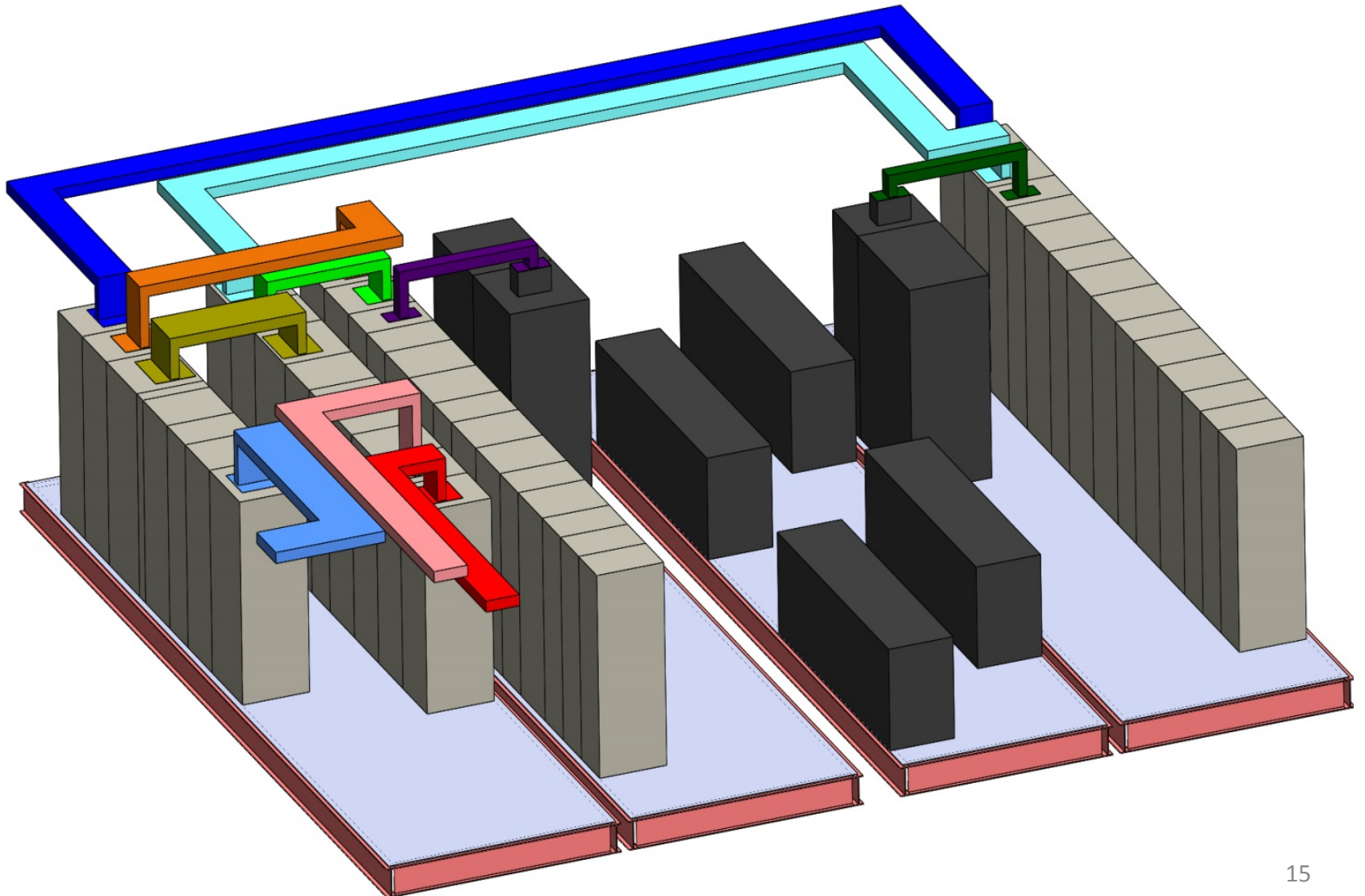


ANORD AUTOMATION

- ✓ Janitza System Partners
- ✓ Schneider ION Integrator
- ✓ ABB Decathlon Integrator
- ✓ Intelligent Switchgear & PDU's
- ✓ Energy Monitoring Systems
- ✓ Power Management Systems
- ✓ Tailored SCADA Packages for DCiM / EMS / PMS



Specialising in the delivery of Anord 'powerskids'...



...and Anord 'critical power modules', globally





Enterprise Client Case Studies

Key Account Case Study - 1

Global market leader in 'IaaS' cloud computing

- Global master purchase agreement in place
- Excess of 39 projects complete in Ireland, the USA & **Germany** since 2010
- Currently supplying 2nd phase of a major Data Centre project outside Frankfurt
- One of 3 strategic suppliers (competition are Schneider & Eaton)
- Anord chosen due to product quality, resilience and ability to deliver quickly

Key Account Case Study - 2

Global market leader in Carrier Neutral Collocation IBX Data Centres

- Recently chosen as their first globally approved “primary” switchgear vendor
- Supplying EMEA region to date; **Germany**, Switzerland, Netherlands, France
- Delivered projects to the majority of their EMEA facilities to date
- Developed a client specific design in collaboration with their EMEA team

Key Account Case Study -

Global market leader in 'SaaS' cloud computing

- Selected ahead of several major competitors
- 7 major projects complete in Europe since 2008
- Excess of 80 megawatts of power switchgear provided to date
- Anord have supplied the full suite of switchgear, including;
 - Unit-Substations
 - UPS input & output Switchboards
 - Static Switched PDU's
 - RPP's

A vendor of choice to many
of the world's leading Data Centre,
IT & Cloud Computing enterprises...

