

## Customer Success Story: Seidel Elektronik GmbH Nfg. KG

### Markets Served

Machine OEM—Electronic Manufacturing Services

One hour before the UPS batteries have completely run out, shutdown procedures are initiated automatically by the software according to our three-stage emergency plan,

Andreas Oswald

# Coherent overall package

### Location:

Deutschlandsberg, Austria

### Segment:

Machine OEM—Electronic Manufacturing Services

### Challenge:

A redundant, central UPS system with cabling and external bypass switch

### Solution:

Two three-phase Eaton 20 kVA 9355 UPSs with Intelligent Power Software, battery extension module and Hot Sync functionality

### Results:

A high-availability solution that monitors around 60, predominantly virtual, servers, as well as elements of building services, air conditioning systems and production

### Contact Information

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### Background

Given that equipping machines locally with individual UPSs, machines essential for business and production, led to considerable fluctuation in load distribution, the Deutschlandsberg-based company wanted to return to a central UPS solution that would be presented to clients as a single system.

### Challenges

Seidel Elektronik is a popular contract manufacturer, whose production lines rarely stand idle. Production continues virtually round the clock in a three-shift operation. High availability is therefore key. "We started off with a load of 14 kW and needed a backup time of at least two hours. We wanted this in the form of a comprehensive solution which would include not only the appropriate UPSs but an external bypass switch, all of the necessary cabling and the distribution cabinet with circuit breakers," recalls Andreas Oswald, Head of IT

and Communications at Seidel Elektronik. In order to resolve their technical issues, he approached his trusted hardware supplier Rudolf Windbacher from the company Schedina.

### Solution

Complex requirements like these are a clear case for Eaton and partner KESS. Working together, both partners presented a comprehensive solution which, according to Andreas Oswald, is sound in every respect. The solution is based on two three-phase, 20-kVA 9355 Eaton UPSs, whose remarkable features include Hot Sync functionality, a patented technology that allows two or more UPS models to run in parallel, thereby guaranteeing high availability, redundancy and higher capacity. The Eaton UPSs newly installed at Seidel Elektronik must cover a total of around 60, predominantly virtual, servers, complete switches, firewalls and elements of building services, air conditioning and production.

### Results

"We really went to town testing the new UPSs, using heat canons, among other things, to produce a considerable load in order to check whether the redundancy and bypass switch would also work under load," said Head of IT Andreas Oswald, confessing an initial skepticism. Thanks to Schedina's IT specialists, he now feels very confident, especially since he can monitor the entire system on one dashboard thanks to the Intelligent Power Manager software provided. He can now rely on the management capabilities of Eaton software: "One hour before the UPS batteries have completely run out, shutdown procedures are initiated automatically by the software according to our three-stage emergency plan," says Andreas Oswald, happy to have a new partner he can always rely on.

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