

# Productivity Partners

**Power Quality Products, Services, Solutions !**



## YOUR POWER QUALITY PARTNERS ...

Productivity Partners Inc. (PPI) is a 22+ year old technology partner focused on providing the best end-to-end solutions for the rapidly growing demands for mission critical power quality.

### Why Team with PPI?

Do you find yourself facing power quality projects where you could use the extra help provided by outside expertise at no additional cost? Do you wish you had the time to research the latest industry innovations to identify the best solutions comparing all the available industry leaders to ensure that you achieved all the project goals with the best return on investment? Do you want to be sure that you are not getting biased recommendations because your vendor only represents a limited number of manufacturers? This is where PPI steps-in.

### PPI provides...

- \* Consulting, Analysis, Engineering Expertise
- \* Proposed selection of Options/Trade-offs
- \* Complete End-to-End Solution Implementation (to the extent that you desire)

### You receive ...

- \* Recovery of Manpower no longer directly staffing Power Quality Projects
- \* Increased Closing Rate by Working with Dedicated Experts
- \* Extra Income as Referral or Reseller

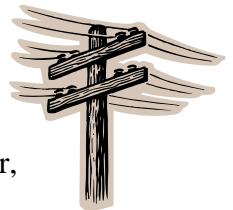
PPI can provide as much or as little support as you need. PPI can go onsite to analyze the challenges of existing/proposed projects, invest the time to research the wide variety of technologies and options available and delineate the trade-offs and pricing impacts (both initial and ongoing) for each option, and if desired, provide complete implementation of hardware,

software, interface cabling/connectors, training, customer support and maintenance.



### From Critical Assets to Entire Distribution Systems

Today's power quality spans a wide range of issues including voltage surges, sags, impulses, brownouts, blackouts, harmonics, EMI, normal and common mode noise, ground loops, etc. Similarly there are many sources of power that often need to work together cohesively for a common purpose (utility power, generators, solar, wind, UPSs, VRLA and flooded cell batteries, flywheels, etc.) Accordingly, PPI provides comprehensive products and services to help our clients achieve their power quality goals.



PPI has aligned itself as a distributor and reseller of a wide range of power quality products/solutions from all the premier manufacturers. These relationships allow PPI to select the optimal technologies and most cost efficient solutions for our clients.



### Our primary vendor partners include...

**Powervar** – Power Conditioners, UPS/UPMs, Hybrid AC/DC designs, and OEM solutions for Commercial, Industrial, Medical, International applications

**Toshiba** – Online UPS and TVSS for Commercial, Medical, International applications

**General Electric** - Online UPS and TVSS for Commercial, Medical, International applications; Transfer Switches, Transformers, Distribution Panels

**Cell Watch.** – Battery Monitoring, Automated Real-time Cell-by-cell Pre-emptive monitoring/ communications, Great ROI





**Gamatronics** – Modular Rack UPS for N+X redundancy

**Powerware** –UPS for Commercial, Industrial, Medical, Intern'l applications

**APC** – Standby UPS and Cooling

**Federal Pacific** – Transformers

**VYCON** – Flywheel DC Energy Storage for UPS

**Utility Systems Technology** – Voltage regulated power conditioners

**Kohler, MTU, Cummins** – Generators, Transfer Switches

**TSi** – Automatic Voltage Regulators, Outdoor Solutions, ATS, Transformers

**Emerson Network Power** – TVSS for panel entry, Wireless, Telecom, Broadband applications.

**Citel** – TVSS for data and communications applications

**Meter-Treater, Inc. (M-Ti)** – TVSS for data line applications

**InterPower Corp.** – domestic and international connector styles



**PPI is designed to be your partner**... namely, to work with general contractors, engineering consultants, electricians, dealers, and service providers who would rather focus on their core strengths and leave the power quality expertise to PPI. As such, PPI has two basic means for working with your organization... Referral and Reseller. Contact us to see which is best suited for you.

### Industry Experience

PPI brings its expertise and no-nonsense, solutions approach to a wide variety of industries, such as Health Care, Education, Broadcasting, Telecommunications, Government Emergency Responders (Police, Fire, Ambulance), Data Centers, VoIP, Electronic Publishing, Lab Instrumentation, Clinical Diagnostics, Retail Equipment, Factory Automation, Audio and Video processing, and many others.

### A brief list of our satisfied clients includes...

- |  |                                    |
|--|------------------------------------|
| AARP                                       | PAR Tech and PAR Vision            |
| Bio Whittaker                              | Re/Max Real Estate                 |
| Carrolls Corporation                       | Rochester Gas and Electric         |
| Cole Taylor Mortgage                       | Rome Memorial Hospital             |
| Comdisco Medical Equipment Group           | S&W X-Ray                          |
| Eastman Kodak                              | St. Mary's Hospital (Seton Health) |
| FF Thompson Hospital                       | Selby Marketing                    |
| Genesee Hospital (ViaHealth)               | SUNY Brockport                     |
| Graphic Ent of Ohio, InfiMed, Picker Int'l | SUNY Upstate Medical Hospital      |
| Great Lakes Cheese                         | Upstate Electrical                 |
| Keller Williams Real Estate                | Vaccinex                           |
| Kistner Concrete                           | Wayne Township, NJ                 |
| Massena Memorial Hospital                  | WQED, WSKG, WQLN Radio/TV          |
| Onondaga Cash Register                     | Xerox                              |

PPI is founded by Bob Bianchi who has over 27 years experience in solving a wide array of power and related technology challenges. Mr. Bianchi holds a BS in Electrical Engineering from Cornell University and his MBA in Marketing from the Simon School at the University of Rochester. "Our mission is simple," states Mr. Bianchi... "PPI is dedicated to providing the best solutions to meet the application requirements, while providing a seamless extension to our partner's existing businesses."

For further information on how you can engage PPI to better your project results, contact...

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