

Chloride protects medical equipment manufacturer based in Cleveland, OH



Case Study:

Site: Worldwide

Application: Medical imaging

Chloride capabilities displayed:

- High reliability
- Superior service

Chloride products used:

- Chloride 90-NET UPS
- Chloride EDP70Plus UPS

When a Fortune 100 medical equipment manufacturer was faced with new power requirements, new harmonic limits, and an increased need for configuration flexibility for its sensitive CT (Computed Tomography) and PET (Positron Emission Tomography) imaging machines, it turned to Chloride to assure ultra-reliable power protection. CT and PET equipment is utilized by doctors in cardiology, neurology, oncology and radiation oncology to accurately diagnose abnormalities easily in disease progression. Lives are on the line. And there is no room for error.

It is like night and day

The manufacturer had become dissatisfied with a previous UPS supplier because of inadequate service, as well as its inability to match a product to new requirements. Chloride stepped up with exceptional support throughout the project life cycle, along with competitive pricing, improved service, and better logistical support. Most importantly, Chloride's 90-NET and EDP70Plus UPS systems exhibited truly superior reliability. Not a single unit has failed in over five years of service. Power efficiency has increased a full ten percent, and new regulatory requirements are more easily being met. The manufacturer was so impressed, in fact, it replaced all competitive legacy systems with Chloride 90-NET and EDP70Plus systems. According to Jon Warren, Chloride's Account Manager, "Chloride UPS equipment has performed beyond the customer's reasonable expectations... it is like night and day."



An integral part of Chloride's new successful relationship with the manufacturer is internal engineering and sales support.

Because of its global presence, Chloride has the resources to resolve issues in a timely fashion worldwide. An example of Chloride's excellence lies in the area of logistics, which plays a critical role in the manufacturer's partnerships with its hospital customers. Chloride's consistent logistical support provides the manufacturer with shorter lead times, usually two weeks or less, to free up inventory space and cash flow. It also empowers the manufacturer to focus on higher value-added activities in a shorter time to market.

An extension of the customer

The Chloride partnership concept is based on becoming an extension of its customers. For the medical equipment manufacturer, Chloride has applied that concept successfully across the board. However, it is especially evident in engineering. Chloride engineers are involved in the earliest stages of the manufacturer's design process as they continue with CT and PET technology innovations.

90-Net advantages

PET and CT medical imaging equipment exhibit extreme sensitivity to power fluctuations. They also have very high peak current demands due to extreme non-linear step load changes when conducting repeated scans. Unbalanced load characteristics are typical. The Chloride 90-Net three-phase UPS systems controls output voltage to the CT or PET and eliminates distortion. The 90-Net is engineered for applications calling for over 5 "9s" of availability. Robust design and parallel for redundancy capability allow the user to select N+1 or N+N parallel or isolated redundant systems of varying size ranges.



Key 90-NET UPS features

- Modules are available in sizes from 180 to 750 kVA
- Space-saving internal maintenance bypass
- High efficiency
- Blade server ready
- 0.9 leading to 0.9 lagging output power factor
- Vector-control IGBT inverter
- Parallelable, up to eight modules
- Advanced battery management
- Low input THDi
- LIFE.net for real-time monitoring
- User friendly display and operator controls
- Quiet operation
- Internal continuous-duty rated static switch.
- Includes ManageUPS® SNMP ADAPTER
- Dual input capability
- Power walk-in capability (selectable)
- Generator mode (selectable)

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