



on365 Pre Launch – Colin Richardson

Changes indeed

From November 12th 2007, Universal Power Systems, UPS, Universal Power however you might have known us - has a new name.

on365

After more than 20 years in the UPS and power protection industry we have decided to change our name for a number of important reasons.

Firstly, to differentiate us from all the other similarly named companies operating in the power protection sector.

Founded in 1984, Universal Power Systems Ltd is **the original** UPS company. Back then, in the year that Emerson was the market leader for UPS, APC built their first UPS and a 3kVA UPS was the size of a 4-drawer filing cabinet the only other UPS was the courier company in the brown vans!,

But since then much has changed and there are now several others operating in this sector, most of whom I'm sure you'll know of, using those same initials.

Whilst imitation is the greatest form of flattery this has on occasion naturally lead to confusion for customers and suppliers alike which is clearly detrimental to us all.



Secondly, to better reflect what we as a business now do.

Universal Power Systems was originally formed to provide specialist and independent advice and installation of uninterruptible power supplies (UPS) and other types of standby or emergency power supplies.

As customer requirements have evolved so have we - since our first involvement with APC in 1997 we as a business have changed significantly from being an independent UPS specialist to an exclusive APC Gold Certified Partner, APC Rack & Stack Partner & APC Service Partner, specialising in complete solutions for clients seeking end-to-end data centre systems and enterprise power protection.

We are now the leading APC Gold Partner, the leading provider of APC Infrastruxure (ISX) solutions in the UK and purchase more APC equipment than any other Gold Partner in the EMEA region.

We are the only APC Gold Partner to work exclusively with APC products integrating them into total solutions. This allows us to be totally focussed on delivering APC solutions - the way APC designed them to be implemented.

We also work in partnership with them on major projects such as the Harrods datacentre build we will be touring today.

Therefore the name Universal Power Systems, Universal Power or UPS, whichever is your preference, no longer reflects what we as a business now do so the time has come to integrate those changes into a newly named and rebranded company – **on365**.



on365. Building on 20 years of success as Universal Power Systems – now with a whole lot more to offer.

We've come a long way away from the early years of Universal Power Systems and can no longer be described as suppliers of UPS systems.

NCPI, Network Critical Physical Infrastructure is at the core of our business at on365. We specialise in and are recognised as the UK's most successful provider of implementation and operation of the complete NCPI for major business's IT and communication systems.

NCPI forms the very foundations of a large datacenter, server room or a communications hub. Indeed, NCPI covers pretty much everything that servers, blade arrays, SAN's, switches or routers need to operate at their designed levels of performance. It is usually made up of many components from equipment racks through UPS to management monitoring systems . It covers the building, physical security, power supplies, equipment cooling and accommodation. For example, in power terms, everything from the local sub-station to the power receptacle of the server.

Failures in this foundation have far reaching effects as they normally touch most of the IT equipment sitting on it. Where service levels demand 24/7 operation, 99.999% uptime and the ability for immediate adds, moves, shifts and changes - most existing NCPI falls woefully short of the mark. The added burden of blade servers and server consolidation make the situation virtually impossible. Downtime is not a potential but a reality.



This is where on365 comes into it's own.

We have evolved into a major turnkey supplier of complete data centre solutions including the building, power, cooling, racks, distribution, security, environmental monitoring, structured cabling, fire protection and management.

At on365, we utilise our extensive experience and expertise to combine all of these elements into a harmonious, connected solution, which fully supports our clients IT hardware.

Comprehensive support capabilities encompass installation, integrated system testing, network integration, on-site maintenance and audit/review services.

on365 also offers a whole collection of management tools and the assurance that we will always be there to effect any changes, without interruption to service levels – giving you support at the very foundation of your IT technology.

In Conclusion on365 makes “IT” happen