

# Critical Facilities Round Table (CFRT)

Dear Members and Guests of the Critical Facilities Round Table,

Below you will find the meeting minutes from our last quarterly meeting. We had about 75 attendees including 15 presenters at our 6th Quarterly Meeting at Equinix Headquarters in Foster City, on August 27<sup>th</sup>, 2004.

Many thanks again to Equinix and to Ellis Milano and Pam Brigham for the hospitality, the facilities, and the refreshments provided for this great opportunity to hear from UPS professionals and vendors.

We were fortunate enough to have two outstanding Electrical Engineers discuss Design Options for Power Conversion Technologies, UPS System Configurations, and ASTS Systems Configurations.

Following those presentations we heard about the newest developments in UPS Technologies from a panel representing eight of the largest & most successful UPS Vendors in the world. Many thanks to the UPS industry for supporting the CFRT membership with so much valuable information.

Unfortunately, the size of the electronic files of all their presentations make it impossible to attempt to e-mail them out as we have in the past. So we have attached a single file and will have the remaining files, along with other CFRT presentations, posted on our web site before the end of the year. Contact information for each UPS vendor is provided below if you wish to ask for additional information.

Our next Quarterly Meeting is scheduled for December 17th at Visa International in Foster City. Please save the date to join us then to hear from more Critical Facilities experts. You will receive an invitation to this event early next week!

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## UPS Vendor Panel Discussion & Presentation

### Meeting Minutes

**8:30** CFRT Networking

**9:00** Welcome to Equinix by our host and hostess  
Ellis Milano and Pam Brigham

**9:05** EQUINIX Overview of Business & Operations  
Margie Backaus, Equinix Business Development

**9:25** CFRT attendee introductions and status reports

Charles Krieger & Bruce Myatt

**9:35** “Total Cost of Ownership Committee” Introduction and Plan

Ellis Milano, Chris Dolan and Eric Ham

**9:40** “High Density Data Center Committee” Status Report

Magnus Herrlin

**9:45** Introductions of Chuck Shalley, PE EE & President of the Engineering Enterprise

Henry Lengefeld, APC Sr. Staff Engineer & Distinguished Tech Author

UPS Panelists from the Largest & Most Successful of UPS Vendors

**10:00** “**Power Conversion Technology Options**”

Henry Lengefeld will discuss static and rotary systems

**10:20** “**UPS System Configuration Options & ASTS Configuration Options**”

Chuck Shalley will review power flow diagrams for various UPS redundant configurations, and ASTS power flow diagrams and pricing

**10:40** BREAK & Prepare for UPS Equipment Supplier Presentations

Unique UPS equipment features, operational features, & environmental requirements, product benefits and strengths, and lessons learned

**11:00** American Power Conversion

Dennis Morrison, 925-355-9900 x-11

**11:10** Caterpillar/ Active Power

Bob Maloney, 303-805-2404 & Brad Walter 512-744-9414

**11:20** General Electric

William Vassallo, 972-768-5479

**11:30** HiTech

Robert Suchon, 281-240-5335

**11:40** Liebert

Brad Brindley, 949-457-3706 & Tony Thomas, 925-734-1655

**11:50** MGE

Kameel Androwos, 714-513-7815

**12:00** Mitsubishi

Jeff Anderson & Bruce Poole, 408-399-3355

**12:10** Powerware

Jack Gamble 972-539-7717 & Heather Bacci 707-239-1298

**12:20** Open Discussion and Questions & Answers

Charles Krieger

**12:30** Lunch and Close

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