



**EMPOWERING
VITAL
APPLICATIONS
FOR A DIGITAL
WORLD:**

**AN INTRODUCTION
TO VERTIV**



A man in a white shirt and tie is pointing at a server rack in a data center. The server rack is filled with various electronic components and cables. The background is a solid orange color with a white diagonal line.

VERTIV ENABLES THE VITAL APPLICATIONS OF OUR DIGITAL WORLD

We design, build and service mission-critical technologies for:

- Data centers
- Communication networks
- Commercial and industrial applications

We support today's growing mobile and cloud computing markets with a portfolio of power, thermal and infrastructure management solutions.

We offer unsurpassed global scale and broad expertise, built from our heritage as Emerson Network Power.

And now as Vertiv, we match industry leadership with the focus and spirit of a startup.

Your Vision. Our Passion.



DATA CENTERS

**Micro, Edge, Cloud, Enterprise,
Prefab, Colo, Hyperscale**

Legacy of reliability and innovation

Our depth of knowledge and a breadth of reliable, innovative products is unmatched in the industry.

Intelligent, integrated controls and solutions

Our fully loaded, integrated solutions are customized to your needs, standardized across your sites and easy to monitor and manage, optimizing your network from core to edge. Our solutions ensure efficiency and optimized performance.

Activating data-driven management

Our scalable, flexible solutions deliver visibility and control across your network's physical infrastructure – whether it's a point solution, or a more holistic DCIM solution.

World class service

Our global service organization is located in every world region equipped to handle the toughest challenges.

COMMUNICATION NETWORKS

Small Cell, Macro Sites,
Central Office, Data Center

Proven innovation you can trust

Our solutions deliver intelligent network visibility and management capabilities with flexible power architectures that support solar, wind and hydrogen fuel cells to deliver efficient, highly available power in core and access sites in any environment.

Fast, turnkey solutions

Wire-to-wire support for all of your network needs. Providing the critical infrastructure – power protection, thermal management, and software controls. We install and commission site solutions and provide industry-leading preventive maintenance, warranty, repair, site assessments, performance optimization and other life cycle services.

Intelligence for seamless operations

Technology platforms rely on software defined networks (SDN) and network function virtualization (NFV) to effectively and efficiently leverage computing power and assets. We're on the leading edge of SDN and NFV technology development and have an unmatched understanding of these converged, software-defined and virtualized environments.



COMMERCIAL AND INDUSTRIAL

Healthcare, Rail, Transportation,
Power Generation, Oil and Gas

Delivering safe, reliable and efficient power

Our industrial systems meet the harshest electrical and mechanical conditions in industrial environments, with proactive service plans that minimize downtime and avoid expensive emergency repairs.

Global perspective, local knowledge

With teams and facilities around the world, we have the expertise to design, build, equip and service your facilities – wherever they may be. Our comprehensive array of site-level services ensure the highest level of productivity, efficiency and reliability.

Streamlined and simplified for safety and compliance

Our industrial-grade infrastructure systems safely deliver best-in-class availability with innovative technologies designed to improve energy efficiency, reduce consumption and navigate environmental regulations around the world.



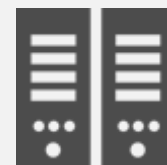
WHO WE ARE



SALES
~4.0 B



EMPLOYEES
~18,000



CUSTOMERS INCLUDE

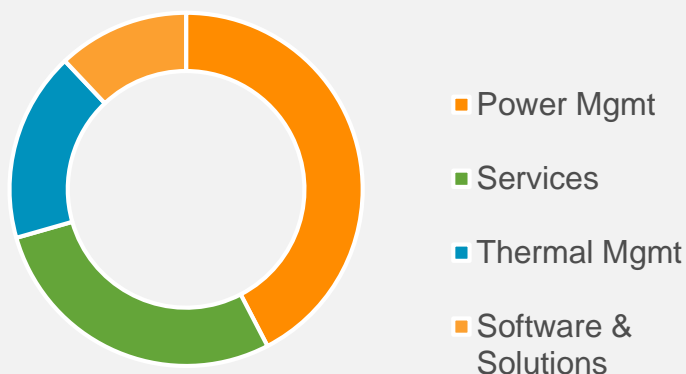
America Movil, Apple, AT&T, China Mobile, China Tower, Ericsson, Facebook, Microsoft, Reliance, Verizon, Walmart

MANUFACTURING SITES: 20

ENGINEERING CENTERS: 15

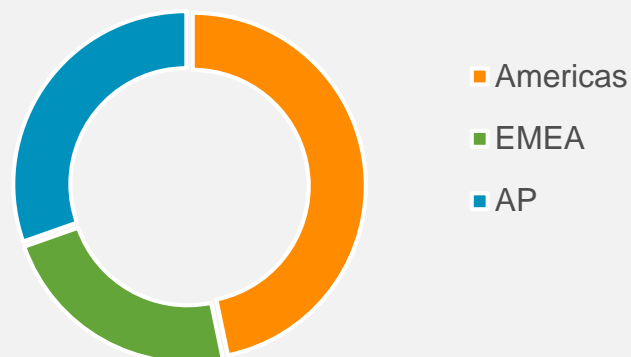
OPERATIONS: 50 COUNTRIES

Offering



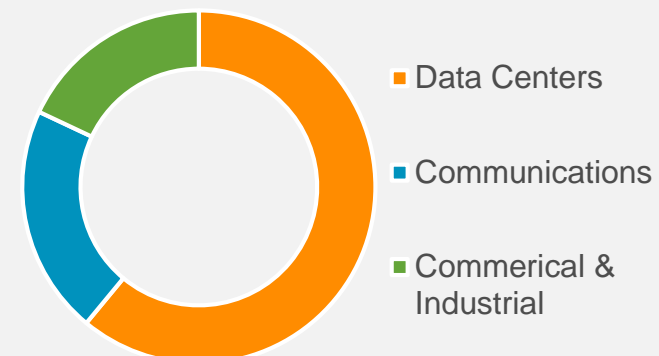
Broad range of power, thermal, and infrastructure management portfolio

Geography



Global, well-established footprint and supply-chain network

End Market



Serve vital applications in data centers, communication networks, and commercial/industrial environments

NOTE: FY '17E revenue excluding ASCO

OUR GLOBAL PRESENCE

US and Canada

Manuf. and Assembly Locations	13
Service Centers	80+
Service Field Engineers	965+
Technical Support/Response	145+
Customer Experience Centers/Labs	5

WORLDWIDE

Manuf. and Assembly Locations	28
Service Centers	255+
Service Field Engineers	3,135+
Technical Support/Response	415+
Customer Experience Centers/Labs	14

Asia Pacific

Manuf. and Assembly Locations	5
Service Centers	95+
Service Field Engineers	945+
Technical Support/Response	75+
Customer Experience Centers/Labs	3

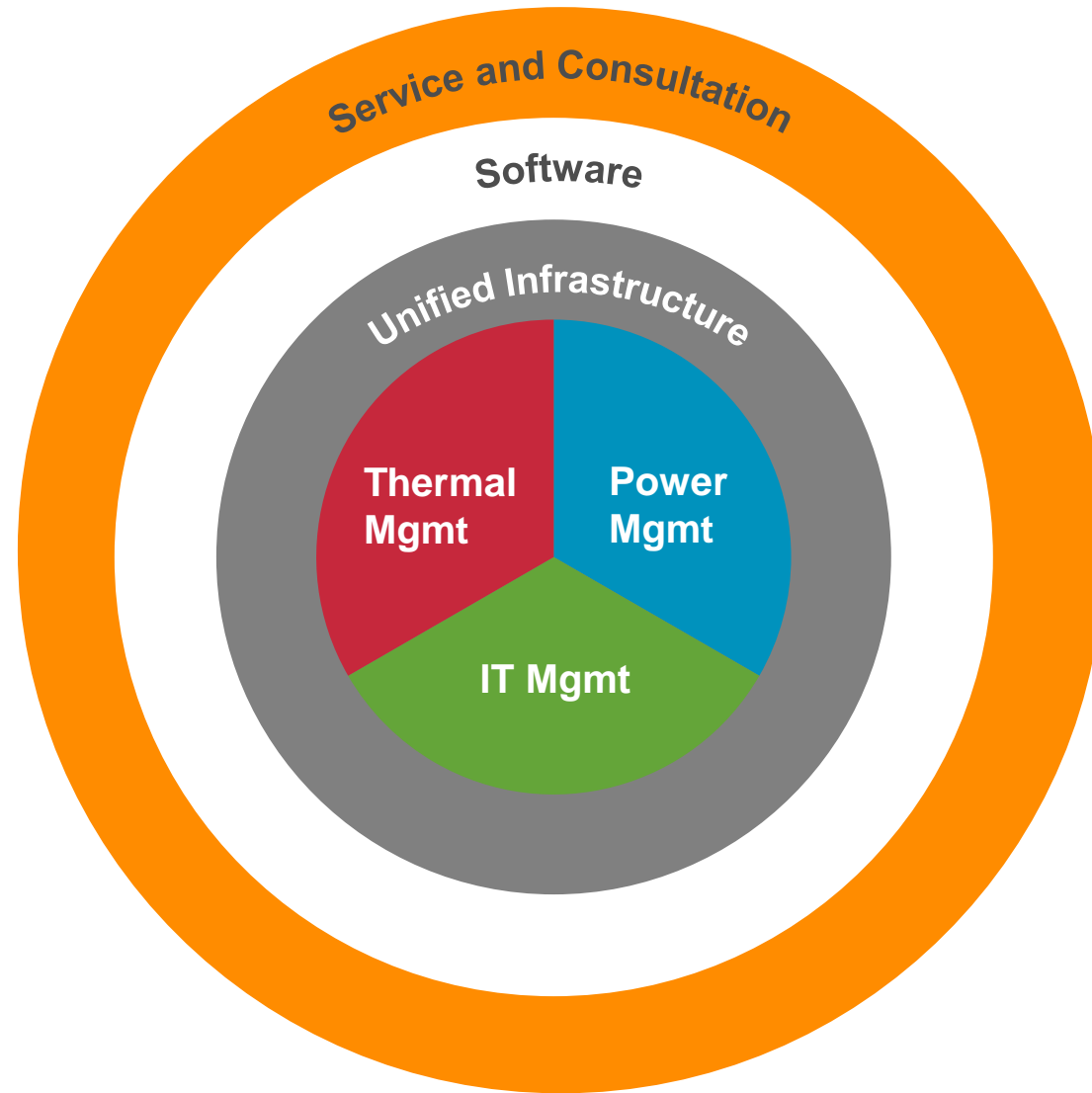
Latin America

Manuf. and Assembly Locations	1
Service Centers	7
Service Field Engineers	350
Technical Support/Response	60
Customer Experience Centers/Labs	2

Europe, Middle East and Africa

Manuf. and Assembly Locations	9
Service Centers	60+
Service Field Engineers	535+
Technical Support/Response	100+
Customer Experience Centers/Labs	4

HOW IT ALL COMES TOGETHER



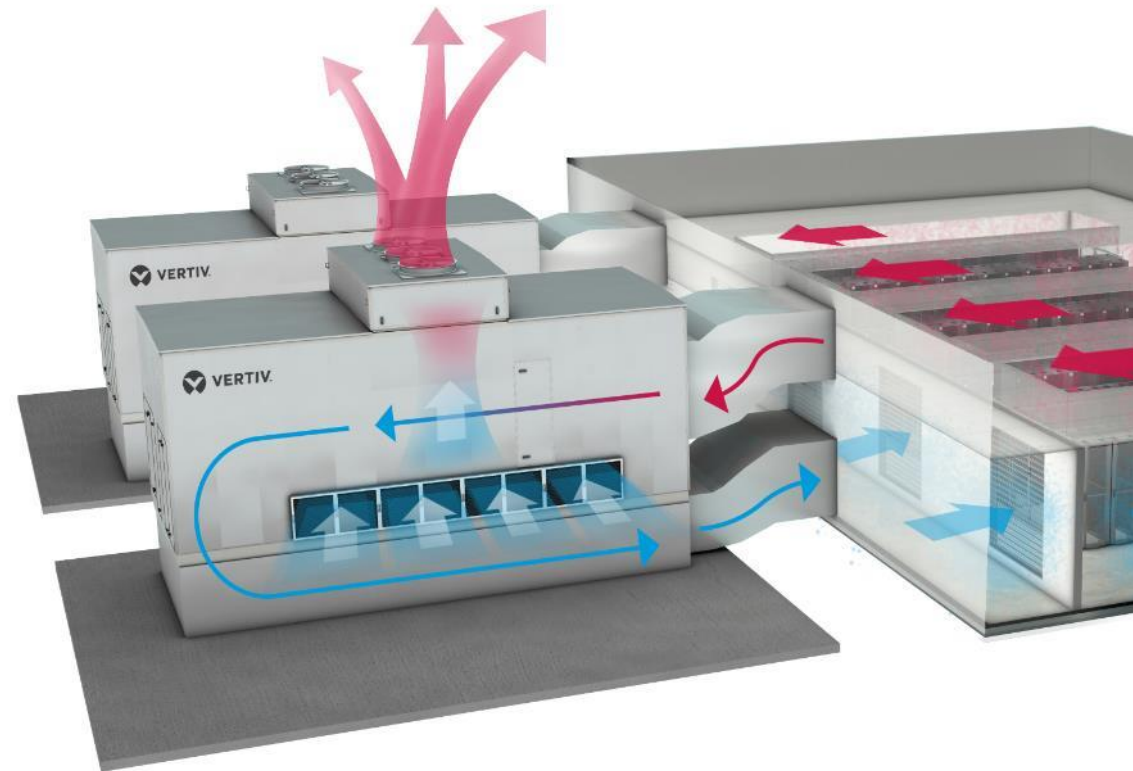
THE VERTIV DIFFERENCE

Unmatched efficiency and reliability for mission-critical applications

- **We deliver** the highest level of protection and uptime
- Industry-leading efficiency levels (Power Usage Effectiveness as low as 1.1)
- Up to 50 percent lower capital and operating costs
- Industry-leading, award-winning technologies

Deep design and application knowledge

- **We partner with each customer** to develop and deploy solutions that best meet their needs
- Intelligent, self-optimizing solutions that enable customers to spend less time managing cooling and more time managing their facilities



THE VERTIV DIFFERENCE

Comprehensive range of power solutions for data centers, communications networks, commercial and industrial networks



Industry leader in safe and reliable power solutions for heavy-duty, data center and Edge of Network applications



Complimented by our full software suite and global service organization



THE VERTIV DIFFERENCE

Vertiv is the leader in IT Management. Its portfolio is unmatched for remote data center access and control and rack power. The portfolio spans devices and software and is supported by cutting edge services.

Vertiv IT Management products and services make it not only an outstanding performer in the traditional data center but its portfolio is uniquely positioned to deliver **outstanding performance in Edge applications.**

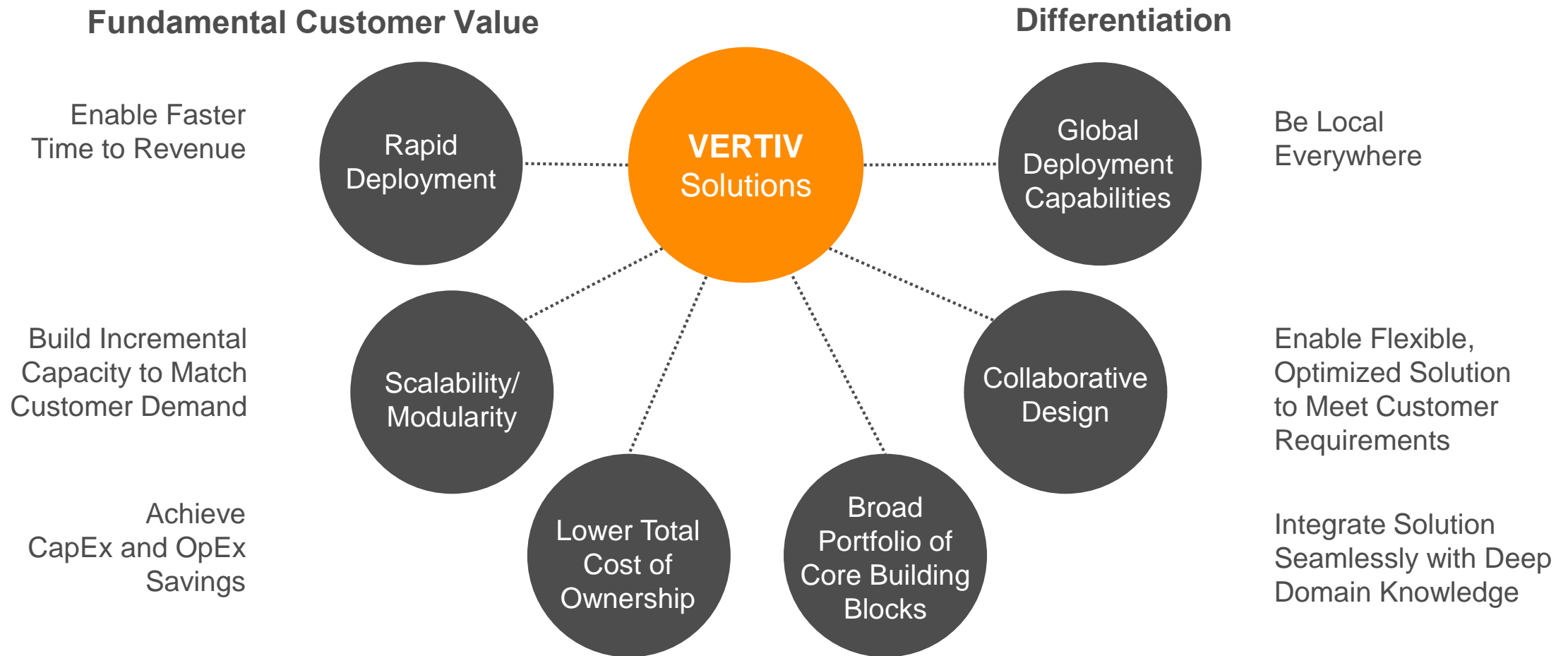


The Vertiv IT Management portfolio benefits customers by:

- Improved performance with an ecosystem of IT Management products
- Easy and efficient monitoring and controlling through a single interface
- Automated analysis and closed loop actions with IoT functionality
- Enabling the simplicity of sourcing from a single supplier

THE VERTIV DIFFERENCE

Key Value Proposition: Rapid Deployment, Global Capabilities & Trusted Partnership



Purposefully Designed and Integrated Solutions Reduce Project Complexity and Management Burden of the Client

VERTIV CAPABILITIES

Today's telecom, IT and converged networks are **more intelligent** and increasingly virtualized and software-enabled.

To fully **leverage these networks**, you need visibility into every corner and the ability to manage all of your resources **remotely and in real-time**.

Whether it's point solutions for management of specific sites or systems or more holistic DCIM solutions that manage loads all across the network, the benefits are the same: **reduced risk and increased efficiency**.

Our scalable, flexible solutions deliver **visibility and control** across your network's physical infrastructure.

Data center monitoring

Energy management

Power management

Capacity management

Remote management

Change management

VERTIV CAPABILITIES

A complete life-cycle approach to service, from project launch to ongoing maintenance and performance optimization

PROJECT

When launching new facilities or powering up new equipment, you want to do it right – right from the start

- Plan
- Design
- Engineer
- Integrate
- Commission
- Project Management

MAINTENANCE

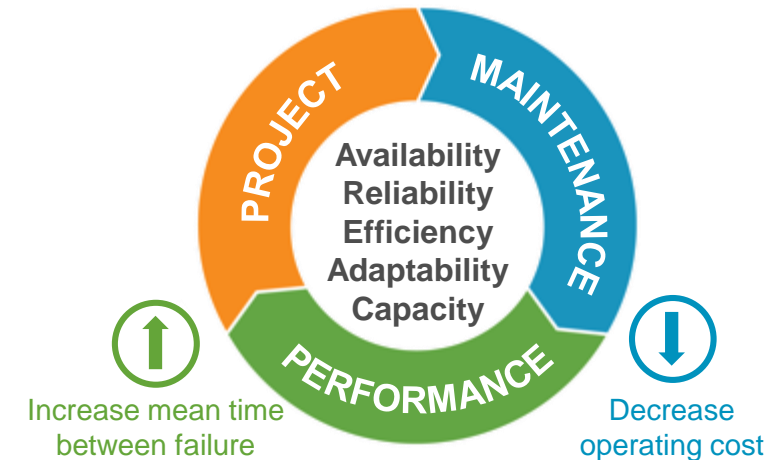
Services to ensure that your business-critical infrastructure operates reliably, safely and efficiently

- Preventive and corrective maintenance
- Remote services and monitoring
- Cap / Fan / Battery replacements
- Repair
- Spare parts

PERFORMANCE

Full range of services designed to optimize infrastructure performance and reduce process complexity

- Assess
- Audit
- Model
- Configure
- Upgrade
- Train



CORPORATE VIDEO

