

Nationwide Distribution Center



Nationwide Distribution Centers Emergency Backup

As the number and variety of products ordered online and delivered directly to consumers continues to grow, distribution centers have proven to be an expanding industry that play an integral role in the economy, and the success of e-commerce companies. As the foundation of these supply chains, distribution centers are relied on to be a single location to stock an increasing demand of products for a given market in a given location. With consumer expectations increasing, it is vital for these centers to maintain a high standard of functionality and reliability. Backup power is a critical role in maintaining the high turn over of perishable inventory and speed of delivery.

Every bit of a high tech distribution center requires power. In 2015, a national retail distribution company asked GPS to submit a proposal for several standby diesel generators. As is sometimes the case with large companies, this company asked GPS to enter into a non-disclosure agreement regarding the name of the company. Thus, their name will not be disclosed. This company did not have the internal capabilities needed to execute the engineering, sourcing, and installing of backup power systems for each of their unique locations.

Because of this, GPS was an ideal partner, as they needed a single entity that could take care of a number of backup power solutions

for facilities from coast-to-coast, and be available 24/7 to respond to emergencies. The company's initial idea was to develop a contingency program where rental generators would be delivered in a six hour window in the case of a power outage. As discussions progressed, and GPS learned more of the customer's specific needs, it was discovered that there were some obstacles with this solution.

Based upon the food storage need, GPS quickly determined that a rental generators on a contingency plan was not going to be good enough for all of these locations. GPS transitioned from proposing a nationwide contingency rental plan to a nationwide turnkey installation plan. This was an ambitious plan with a large and complex scope. It would require site visits with our certified local electrical contractors; determining generator size, negotiating with landlords, landscaping, design, engineering, permitting, and installation of a permanent backup power systems.

Our customer was excited by this idea and moved forward with a small batch of ten turnkey projects in different locations to test the model. Our project management team worked diligently to execute these projects to the highest of standards, with great success.

Our customer developed greater confidence in GPS based on the performance of this first round of turnkey projects. They were impressed by our reliability and communication throughout the process. This lead to additional rounds of sites being awarded to GPS. As they

grow, we are there to meet the power challenge for each facility.

It was economically and logistically viable to hire GPS to provide the ongoing preventative maintenance and monitoring of the backup power systems we had installed. This ads another level of confidence that in the case of an outage, their backup system will be ready for the job.

Since 2015, GPS has completed over twenty-five turnkey projects for this customer, and more than fifteen additional generator and ATS installations. GPS also has set up tap boxes for emergency generator rentals at an additional thirty sites, and has continuously supplied rentals for these locations. GPS continues to supply preventative maintenance and system monitoring for all generators we have installed for this customer. We have a dedicated project management team that is on call. We are proud to be the first call they make when they need a backup power solution.

"We look at our services as being an extension of our customer's team, rather than a their vendor."

Rob Hansen
GPS



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