

# CASE STUDY

## POWER QUALITY PROS

Gallup, New Mexico

### Challenge

Power Quality Pros, a nation wide uninterruptible power supply (UPS) contractor, needed a replacement UPS system for a casino in Gallup, New Mexico, but was quoted 1-year+ lead times from UPS manufacturers.

### Solution

Global Power Supply provided a pre-owned replacement UPS system within four days, and the installation was complete within two weeks.

As a result of several world events, global supply chains have seen significant delays and disruptions over the last few years, which has caused product shortages and extended lead times for equipment from many industries. This not only impacts suppliers, but it creates notable obstacles for consumers in need of available inventory.

Power Quality Professionals (PQP) is a company that specializes in uninterruptible power supply (UPS) systems and is known for their strong national services, support channels, and providing UPS power solutions for today's mission-critical and data protection companies. With over 75 years of power quality and power conditioning experience, PQP operates nationwide and holds several licenses including a Gaming License that qualifies them to supply emergency backup power and UPS systems to gaming casinos.

Global Power Supply and PQP developed a successful partnership by combining the strengths of each company to source and install a replacement emergency UPS system for a well-known gaming casino on a reservation in Gallup, New Mexico.

The casino facility used a UPS system to provide emergency backup power that had been in use since 2005. After many years of regular maintenance and reliable operation,

## Uninterruptible Power Supply Partnership Mitsubishi 9900B 500 kVA and (3) Battery Cabinets for NM Casino

the UPS system's inverter failed, which is responsible for converting direct current into alternating current. The failure of this important and unreparable component left the casino vulnerable should there be a utility power outage. They immediately reached out to PQP to replace the UPS system. A quick solution was needed, because casinos are required to have a UPS system in place for emergency backup power.

After reaching out to several manufacturers and receiving 1-year plus lead times for a replacement UPS system, PQP contacted Global Power Supply, an authorized distributor and reseller of several high-quality manufacturers of new and used UPS systems, as well as diesel generators, natural gas generators, and automatic transfer switches. Among Global Power Supply's large inventory of available backup power equipment, they had a perfect match for the casino project, a used Mitsubishi 9900B 500 kVA UPS system, including a matching maintenance bypass cabinet, as well as the ability to quickly source (3) additional matching battery cabinets to meet the project requirements. Additionally, all new batteries were needed for the battery cabinets. With no time to waste, PQP verbally confirmed the purchase, and Global Power Supply was able to order, install and ready the entire solution within 4 days. Delivery was scheduled thereafter to meet the strict time schedule needed to maintain operations and security.

"Our heads were spinning that was so incredible. We've never had anyone pre-purchase something without deployment. That's a partnership that we believe in," PQP Project Manager and Back Up Account Manager, Joseph Burnsworth noted while reviewing

the project. Global Power Supply was also pleased to be a partner with PQP on this project, "the trust, capabilities, and expertise of both companies resulted in the successful completion of this fast track project", said Global Power Supply's Heather Carey.

Global Power Supply proactively maintains a large inventory of high-quality new and used backup power equipment including UPS systems, diesel generators, natural gas generators and automatic transfer switches (ATS) from top manufacturers like Cummins, MTU Onsite Energy, Toshiba, Mitsubishi, Eaton, Hipower, and more. To speak with one of our experts and get a quote for your project, please contact us today.

"Incredibly fast deployment. You don't see that in this market. Everything is hurry up and wait. I've been in this business for quite some time and that's the fastest turnaround I've seen."

Joseph Burnsworth  
Power Quality Pros



Mitsubishi 500 kVA UPS

