

Nationwide Distribution Centers Emergency Backup Turnkey Installations and Mobile Rentals



MTU Standby Diesel Generator

- ◆ Distribution Center
- ◆ Nationwide
- ◆ Gensets 80kW - 1500kW
- ◆ ATS up to 3000 amp
- ◆ Turnkey Installations
- ◆ Rental Contingency Program
- ◆ Mobile & Stationary Power



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 a foundation of many online businesses and e-commerce business models, distribution centers are relied on to be a single location to stock an increasing amount and variety of products. With consumer expectations also increasing, it is vital for these centers to maintain an extremely high level of business continuity. Downtime is not an option. Having a dependable emergency backup power system is critical to maintaining operations through short or longterm power outages, while also protecting

perishable inventory and sensitive processing equipment.

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. Thus, their name



Generator Installation

will not be disclosed. This company did not have the internal capabilities necessary 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



Mobile Rental Diesel Generator

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 plan was to develop a contingency program where rental generators would be delivered in a six hour window in the event of a power outage. As discussions progressed, and GPS learned more of the customer's specific needs, it was determined that there were some obstacles with a contingency based solution. One finding from these discussions was that a critical component of their operation is cold

"GPS strives to be a seamless extension of our customer's team, rather than their vendor."

Rob Hansen, Global Power Supply

Nationwide Distribution Centers

Emergency Backup

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Project Scope
• Site Visit
• Generator Sizing
• Budgeting
• Design/Planning
• Installation/Startup
• Preventative Maintenance and Service
• System Monitoring
• Rental Contingency Plan
• On Call 24/7

for all of these locations. GPS transitioned from proposing a nationwide contingency rental plan to a nationwide turnkey permanent 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 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

to site and there is often turnover. It was more economically and logistically viable to hire GPS to provide the ongoing preventative maintenance and remote monitoring of the backup power systems we had installed. This adds 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



MTU Standby Diesel Generator and Asco ATS

storage. With refrigeration, if a power outage were to happen in the middle of a weather event, the generator would need to be acquired, shipped, and connected by a local electrician. Often the roads leading to the centers could potentially be closed leading to lengthy delays, even days. In these conditions, the cold storage would lose power for long enough to create spoilage, resulting in hundreds of thousands of dollars in losses for the company.

Based upon the food storage need, GPS quickly determined that rental generators on a contingency plan was not going to be a sufficient solution

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 responsiveness and communication throughout the process. This led to additional rounds of sites being awarded to GPS. As they continue to grow, we are there to meet the power challenge for each facility.

Because employees at our customer's distribution centers move from site

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 24/7.

GPS's Vice President of Critical Facility Strategic Accounts likes to put it this way, "GPS strives to be a seamless extension of our customer's team, rather than their vendor." We are proud to be the first call they make when they need a backup power solution