

## CRITICAL POWER CASE STUDY | CUSTOMER “D”

# RELIABLE PERFORMANCE STARTS WITH THE RIGHT BATTERY.

### Situation & Challenge

High ambient temperatures are deadly to batteries, but the proper matching of battery to application and the proper ongoing care of batteries can insulate them from the harmful effects of heat. In the telecom industry, an account with more than 60 sites and two to three strings per site was experiencing high temperatures that limited battery life to only two to three years. Unfortunately, a battery supplier had told the account that short battery life was simply a hard fact of their particular reserve application.

### Solution

Concentric conducted a detailed and comprehensive assessment of each of the cabinets and locations, recommending a product precisely designed for their particular application and guaranteeing five years of life.

### Results

Almost four years later, the account has had zero battery failures. Personnel that once had to constantly monitor and maintain the batteries has been able to shift their focus to overall system continuity.

“Our company was introduced to Concentric over three years ago. We have a high temperature environment and were having constant trouble with battery failures. Once we switched to Concentric, our battery performance has been nearly pain-free. I needed reliability, and that’s what Concentric brought me.”

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## INDUSTRY

Telecom Service Provider

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## APPLICATION

Central Office, Remote Huts,  
Cabinets, DC Power Systems

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## ISSUES

Having to replace batteries  
every two to three years  
due to heat environment.

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## SOLUTIONS

Right product for  
application.