

Vertiv™ Integrated Modular Solutions

Prefabricated datacenter solutions

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Vertiv's prefabricated datacenter solutions, an answer for the North and East!



What do the North and East have in common?

It's not the four-legged animals in these pictures



High Temperatures
Sandstorms
Remote locations
Limited resources
Access to skilled labor



Low Temperatures
Snowstorms
Remote locations
Limited resources
Access to skilled labor

It's the extreme conditions to deal with when working in these regions

Why are we successful in the Middle East

Not because the region doesn't know how to build and to do it fast.



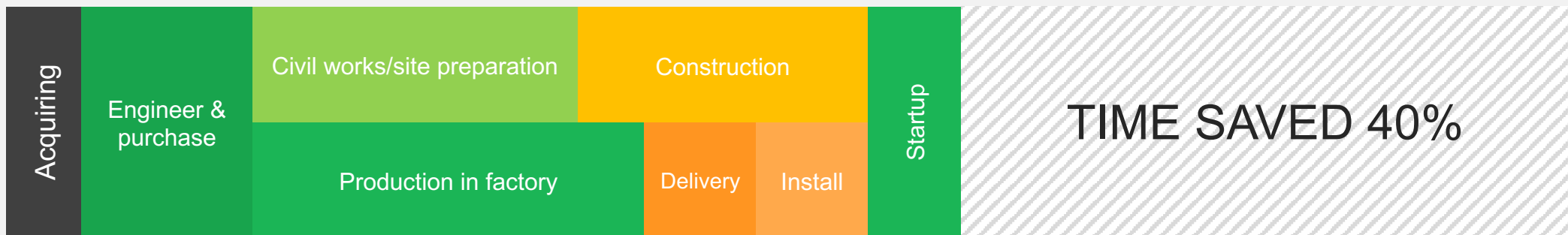
Reduce time to revenue

Prefabricated solutions save time

Conventional building



Modular constructed building from Vertiv



Fabrication and transportation occur in parallel with site preparation, civil works and construction

Instead of “Construct & Install” we “Manufacture & Deliver”

Predictability, speed, and control

Design



*Manufacture and Test
Off-Site*



Deliver



Assemble On-Site



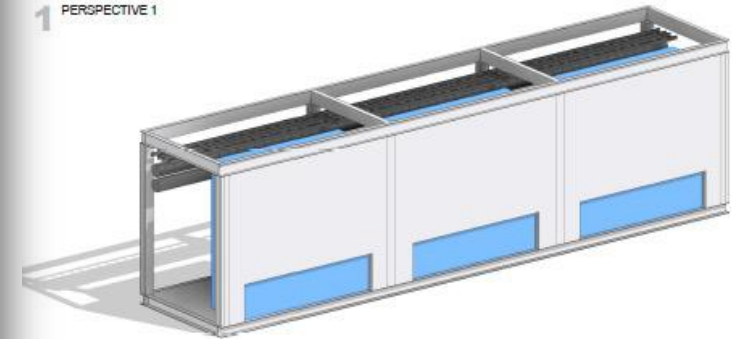
- More stringent quality control
- Factory-environment integration and testing
- Predictability, logistical and functional
- Faster speed of deployment

What does “Manufacture & Deliver” look like?

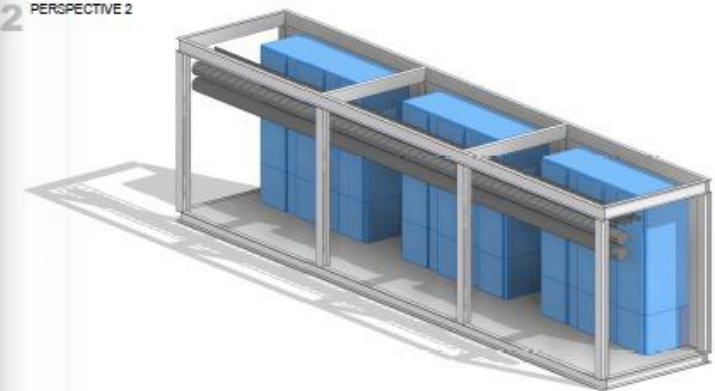
Cooling skid



1 PERSPECTIVE 1



2 PERSPECTIVE 2



What does “Manufacture & Deliver” look like?

Unit IT



From factory assembly to deployment with minimal onsite variables to deal with!

What variants of prefabrication do we offer?

There are several prefabrication routes to take:

Datacenter

- Standard datacenter solution, Smartmod, SmartMod MAX and SmartMod Combo
- Customer specific designed
- Hybrid approach, combination of prefabricated sections with mortar and brick shell

Power

- Powermod

Cooling

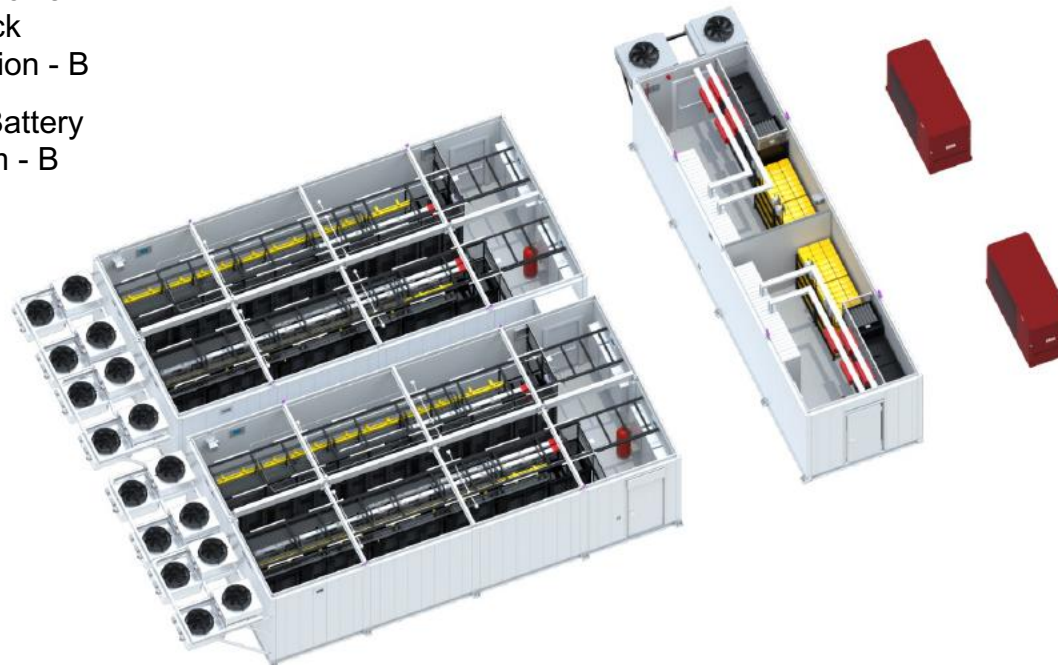
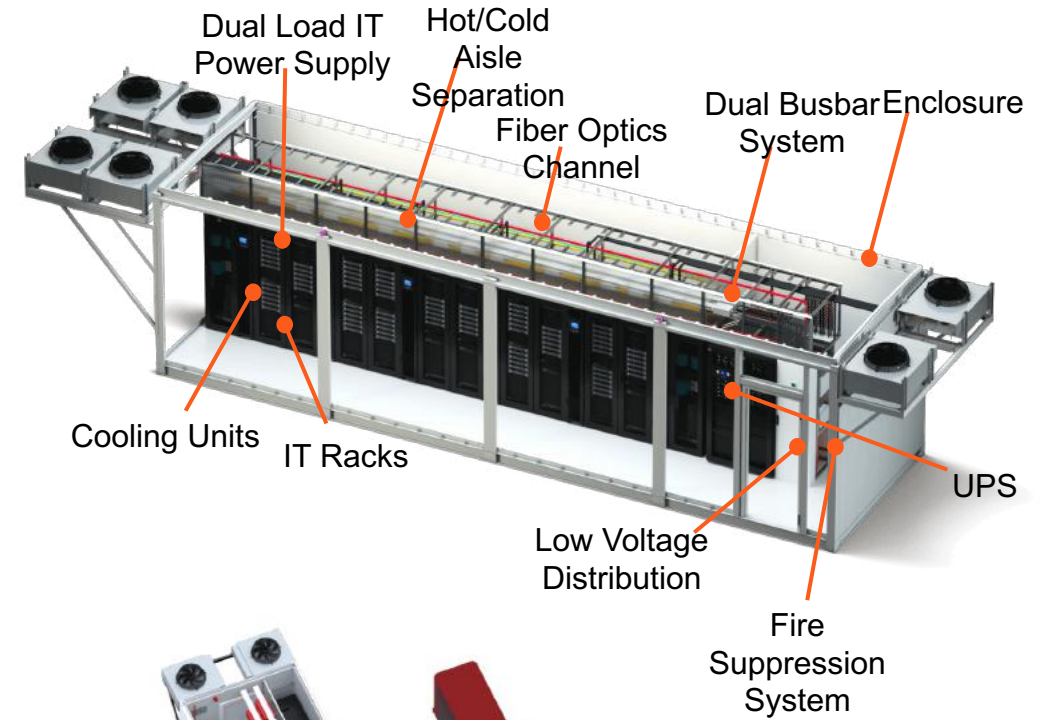
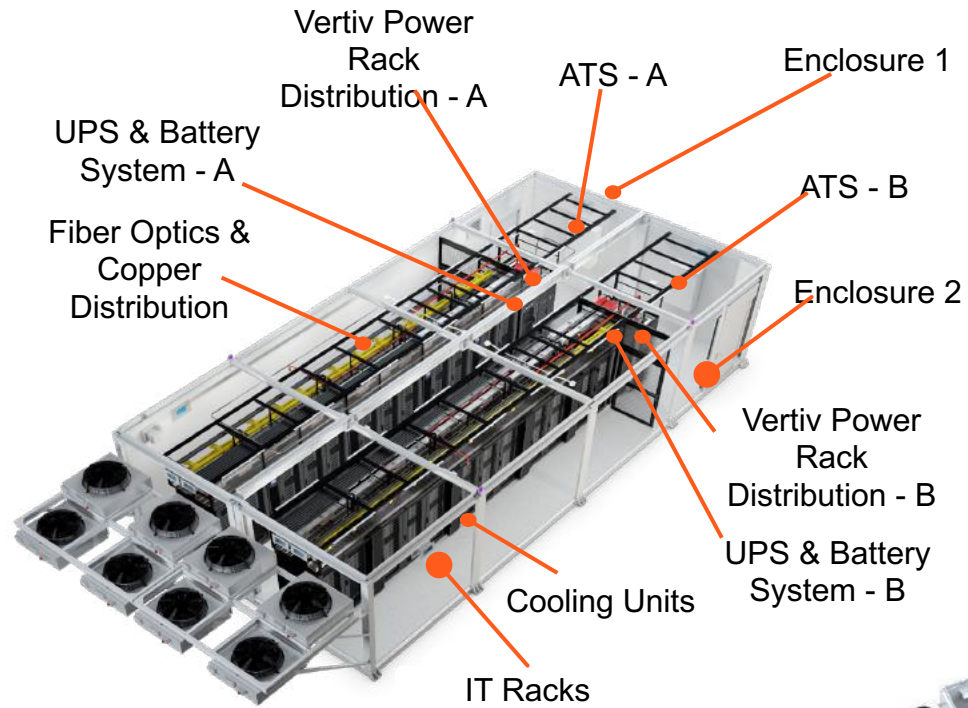
- Skid based cooling module

WhiteSpace

- Unit IT

Datacenter

SmartMod, SmartMod MAX, SmartMOD Combo



Difference between Custom and Standard Design



- Custom solutions can be design in a full modular design or limited prefabricated components
- Normally these projects are very detailed and above 60 Racks
- They will have specific requirements like Blast proof, bullet proof, specific height and power requirements



- Standard solutions can be configured on the online configurator
- Little modifications to reduce engineering time
- Low pricing and quick delivery time
- Broad portfolio of building blocks that range from 2 Racks to 60 racks and power Modules for new business as well as retro fit business

Datacenter

Customer specific designed



Deployed in Saudi Arabia



Deployed in Finland and Germany (CLS)



Deployed in Qatar



Deployed in the Netherlands



IMS Assembly Plant EMEA

Location: Rugvica, Croatia

Key features

- Close to the new Vertiv Croatia Headquarter
- Production space will more than double in size (indoor and outdoor)
- Separate office and warehouse area
- Possibility to expand the outdoor space to the east and west
- Introduction of new tools and equipment (Bending machines, Welding stations, Sheet Metal processing tools, Testing stations)
- Improvement of production and material flow, set up for serial SmartMod production
- Implementation of Vertiv Operating System (VOS) tools during Factory set-up



| Production Space | increase | New | Future expansion |
|--------------------|----------|--------|------------------|
| Outdoor space (m2) | 60% | 24.000 | 24.000 |
| Indoor space (m2) | 130% | 7.000 | 7.000 |















| Capacity Modules / MW | Smart mods | Power mods | Mix |
|-----------------------|------------|-------------|------------|
| First day | 100 / 10MW | 80 / 80MW | 140 / 7MW |
| Final expansion | 150 / 15MW | 100 / 100MW | 360 / 18MW |



Vertiv & E+I

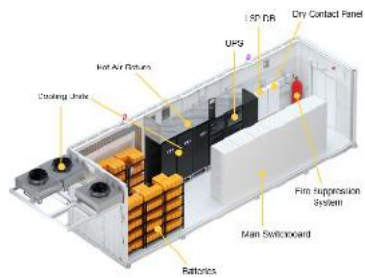
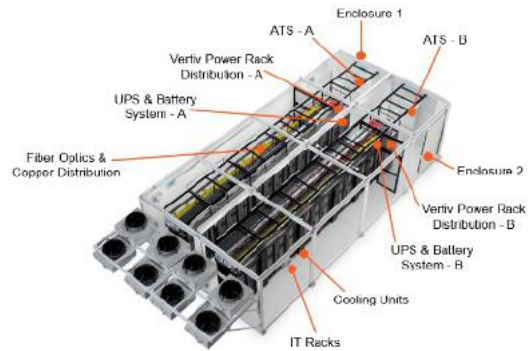
Meaningfully Completes Vertiv's Data Center Critical Infrastructure Portfolio

Data Center Critical Power Infrastructure

| | Critical Power Switchgear | UPS Input Switchgear | UPS | UPS Output Switchgear | Static Transfer Switch | Power Distribution Unit | Busway | Remote Power Panel | Rack PDU | Modular Power Solutions | EMS Software | Services |
|---|---|---|---|---|---|---|---|---|---|---|---|----------|
|  |  |  |  |  |  |  |  |  |  |  |  | |
|  | | ✓ | | ✓ | ✓ | | ✓ | ✓ | ✓ | ✓ | ✓ | |
|  | ✓ | ✓ | | ✓ | | ✓ | | | ✓ | ✓ | | |

Vertiv's Prefabricated Solutions Benefits

Broad
Portfolio of
Core Building
Blocks



Predictability
Scalability
Proven solutions

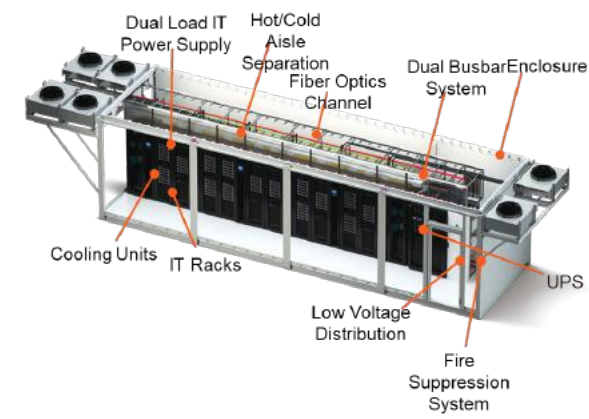
Multiple flexible approaches
Minimal onsite engineering
Less weather dependency

=

Faster time to functionality

=

Faster time to revenue



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