



VERTIV™

Architects of Continuity™

Presented by
Luther Ogbaji



Technology underpins and enriches almost every aspect of our lives.

Technology drives the global demand for data.

Vertiv provides the products and services infrastructure needed to manage that data.



Data is essential to human progress and is built into the very fabric of our society. Imagine, without the transfer of data, the world just might be silent.

The transfer of data is reliant on the continuity of the vital applications inside data centers, communication networks and other critical facilities.

Vertiv helps to make it all happen.

We do this by:

Bringing together hardware, software, analytics and services.

Enabling uninterrupted operations, optimal performance and scalability.

Doing it differently through visionary expertise, immersive collaboration, relentless agility, intelligent ecosystems and scalability.

Architects of Continuity™

Vertiv at-a-glance – Fiscal 2023



Sales
~\$5.7B



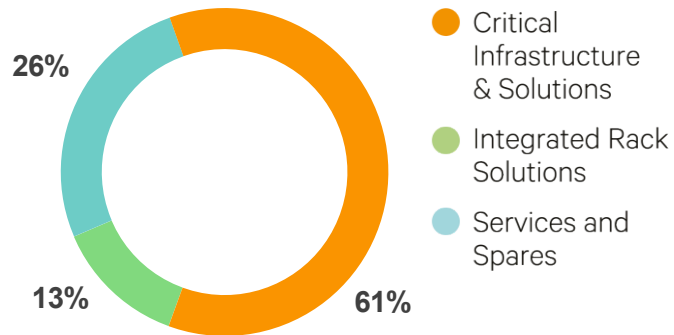
Employees
Vertiv ~27,000



Customers Include

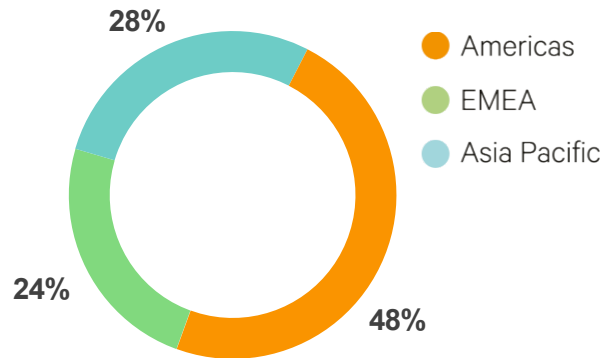
Alibaba, Alstom, America Movil, AT&T, China Mobile, Equinix, Ericsson, Reliance, Siemens, Telefonica, Tencent, Verizon, Vodafone

Manufacturing Sites: 24
Service Centers: 300+
Reach: 130+ countries



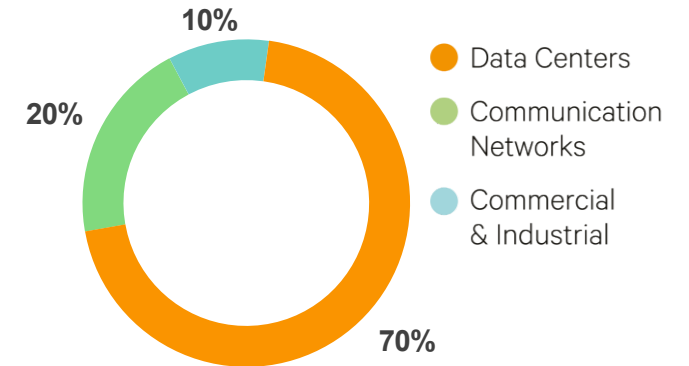
Offering*

Broad range of power, thermal, IT and edge infrastructure, solutions and services portfolio



Geography*

Global, well-established footprint, and supply-chain network



End Market*

Customers who operate in some of the world's most critical industries

Market breakdown rounded to nearest 5%

*by revenue



VERTIV.

© 2023 Vertiv All Rights Reserved

Architects of Continuity™

Local expertise and service coverage

EMEA presence

10 Manuf. and Assembly Locations

65+ Service Centers

650+ Service Field Engineers

100+ Technical Support/Response

5 Customer Experience Centers/Labs

And Globally

24 Manuf. and Assembly Locations

220+ Service Centers

3,500+ Service Field Engineers

220+ Technical Support/Response

19 Customer Experience Centers/Labs



Architects
of Continuity™

Customer Values – Our Strengths

Truly Global Geographical Coverage & Capacity

Largest Customers
Engineers workforce



Consistent Service Delivery and Offering

Offering diversity Breadth of technologies

Knowledge, Reputation & Experience

Technology, R&D access Field knowledge

Single Service Partner & System Level Expert

Reliability - we are the trusted partner

IT Market is changing and so must the solutions



Today's IT

- On premises equipment
- Little or no remote access
- Unable to meet growing performance demands
- Manual IT configuration
- Challenged with multiple management products
- Aged technology and capability

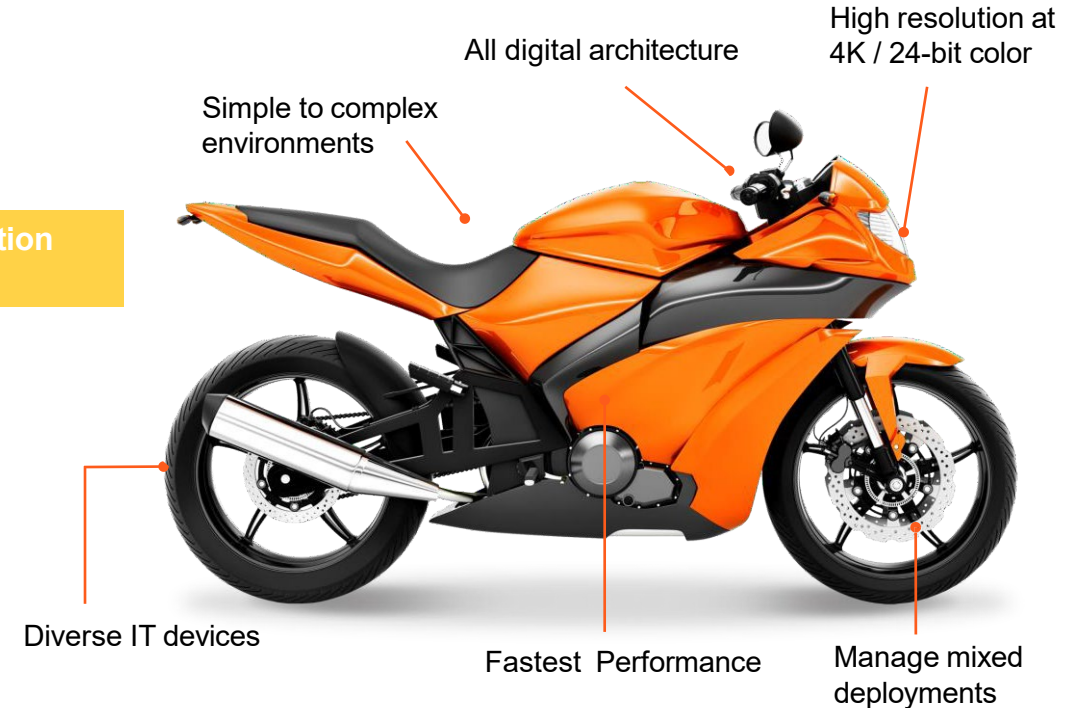


Tomorrow's IT

- Manage hybrid environments
- Enable remote workforce
- Scale systems from enterprise to edge
- Automate data center IT management
- Build on open standards and platforms
- Highest security measures

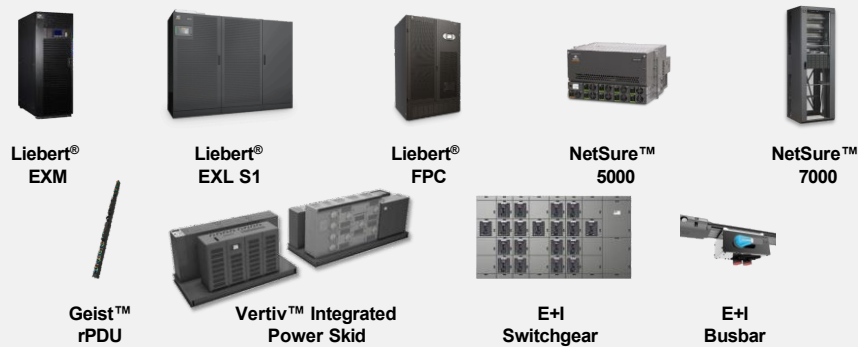









Vertiv Next Generation Solution:

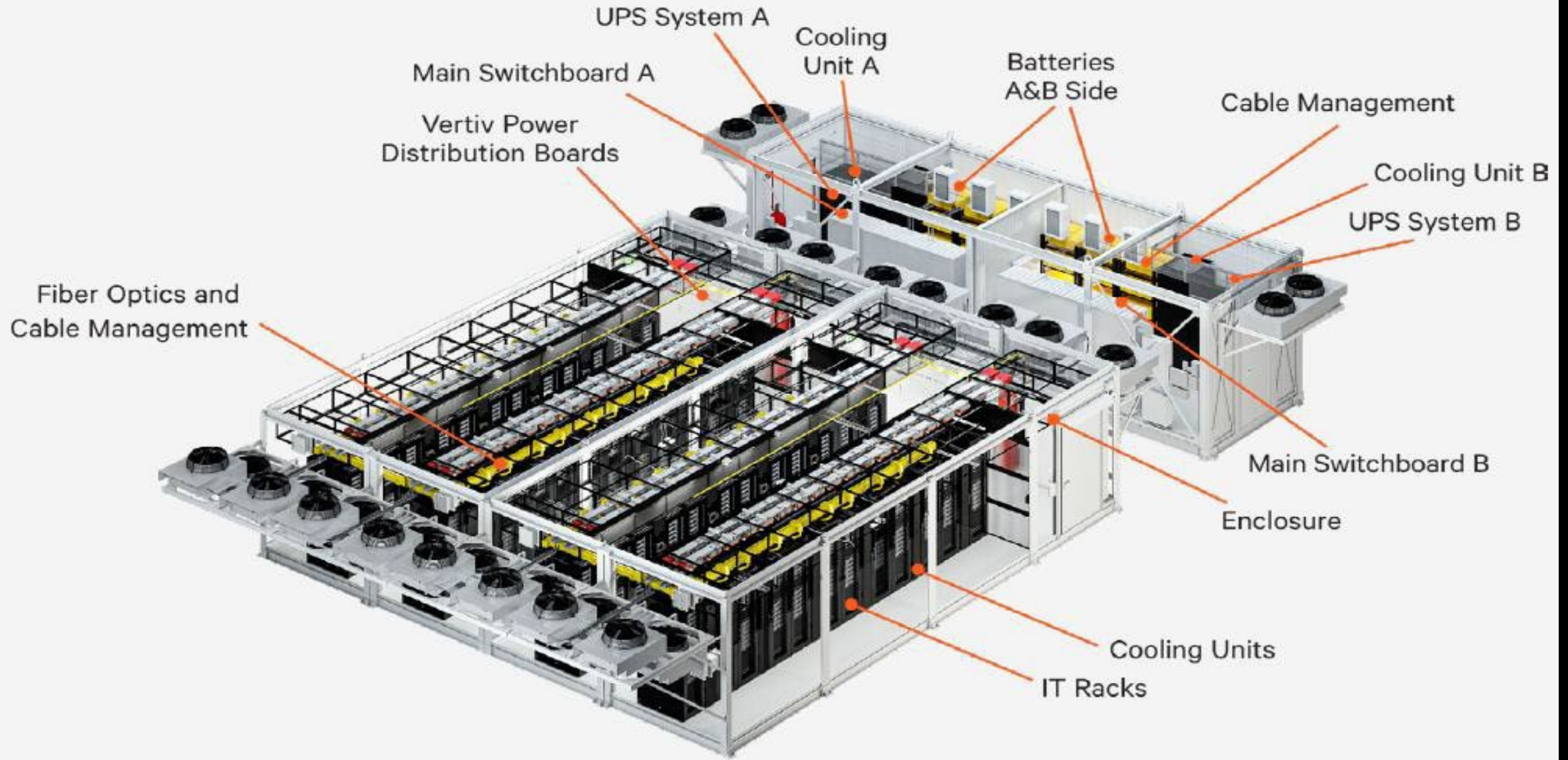


Gearing up to serve the changing IT Market and customer needs

Our Portfolio

POWER MANAGEMENT	THERMAL MANAGEMENT	INTEGRATED RACK SOLUTIONS	SERVICES
<p>Description</p> <ul style="list-style-type: none"> • Small, medium and large uninterruptible power systems (UPS) • Industrial-grade UPS • AC power distribution systems and busway • Switchgear and Busbar • 12V to 400V DC and HVDC power systems • Custom DC UPS systems, DC battery chargers and distribution • Rack power distribution 	<ul style="list-style-type: none"> • Small thermal systems including room and row/ rack cooling • Air handling and chiller: large systems located outside the data room that provide climate control 	<ul style="list-style-type: none"> • IT and infrastructure management solutions • Rack PDUs • Integrated solutions 	<ul style="list-style-type: none"> • Diverse array of services to handle ongoing customer equipment and product needs • Maintenance, project and training services • Tailored customer offerings
<p>Select offerings</p>  <p> Liebert® EXM Liebert® EXL S1 Liebert® FPC NetSure™ 5000 NetSure™ 7000 Geist™ rPDU Vertiv™ Integrated Power Skid E+I Switchgear E+I Busbar </p>	 <p> Liebert® iCOM™ Liebert® CRV Liebert® PDX Liebert® DSE Packaged System </p>	 <p> Avocent® and Cybex™ KVM & Serial Console Software & Monitoring Racks Integrated Solutions </p>	 <p> Preventive Maintenance Performance Optimization Project Services Remote Services </p>
<p>Brands</p>  <p> Liebert® Geist™ NetSure™ E+I ENGINEERING GROUP PowerBar pb™ </p>	 <p> Liebert® Energy Labs™ A VERTIV Company </p>	 <p> VERTIV™ Avocent® Cybex™ Albér™ </p>	 <p> VERTIV™ </p>

Prefabricated Datacenter

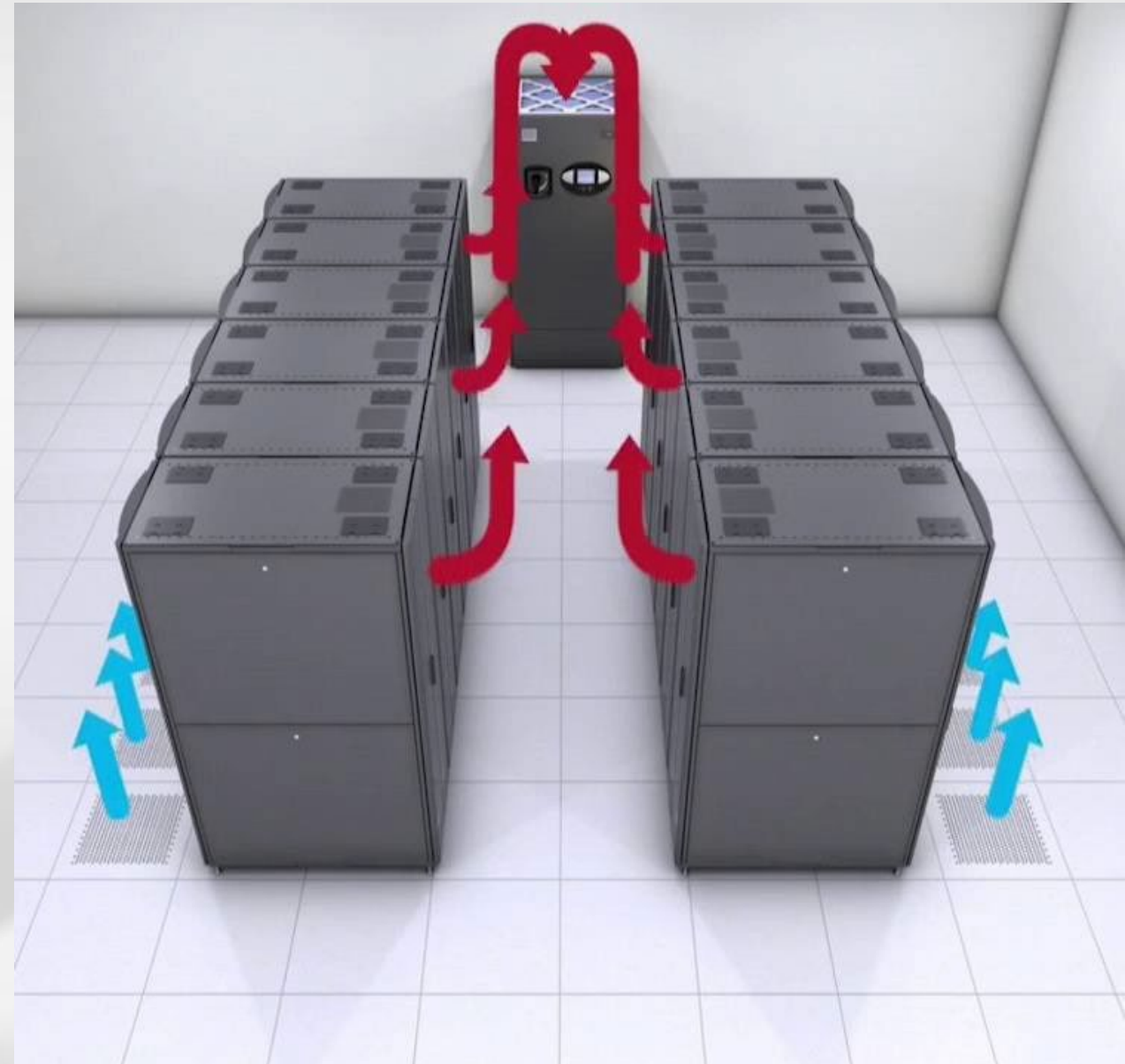
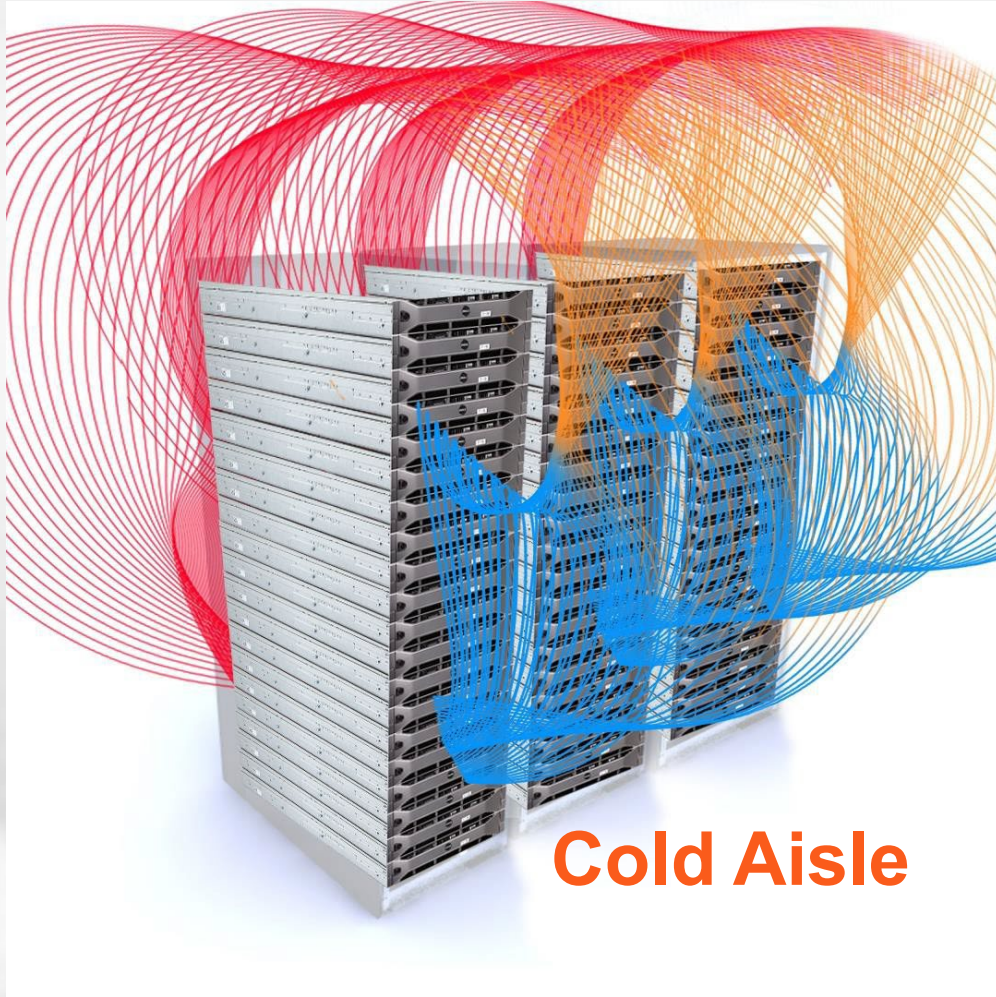


Reference



If Airflow is Not Enough...

Hot Aisle



Applicable Markets



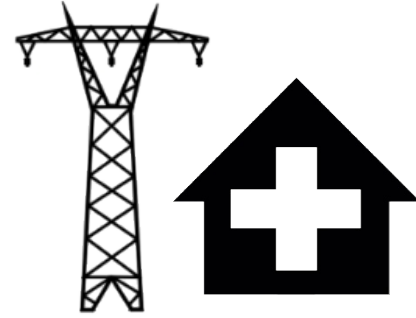
Oil and Gas

Manufacturing



Transport

Commercial Office



Critical Infrastructures

Banking & Financial Services



Hyperscale/Colocation



Learn more about Vertiv.



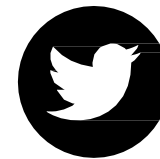
[Vertiv Blog](#)



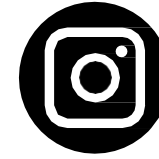
[LinkedIn](#)



[Facebook](#)



[Twitter](#)



[Instagram](#)



[YouTube](#)



[TikTok](#)



[WeChat](#)



[Weibo](#)



[Tencent](#)

