

Frost & Sullivan Business Strategy Award for Riello UPS

Riello UPS has recently been awarded the European Growth Strategy Leadership Award from Frost and Sullivan, the major market analysts and researchers of the global market for Uninterruptible Power Systems (UPS).

The award is given each year to the company that has demonstrated an exceptional growth strategy based on specific measurement criteria. These include the ability to grow in a maturing market and the strategic mergers, acquisitions or joint ventures made to penetrate new markets.

Evidence was collated through primary and secondary research methods which demonstrated that Riello UPS had achieved excellent rates of expansion at a time when the majority of the UPS market players had suffered from stagnant or declining sales. The report cited Riello UPS as having achieved double digit growth in a market that expanded by just 2.5 percent.

“We are delighted with the award from Frost and Sullivan”, commented Roberto Facci, the Riello UPS Sales and Marketing Director. “Last year Riello UPS probably launched more new products than any other UPS manufacturer. Together with our commitment to providing global service excellence we believe our strategy will continue to deliver exciting opportunities.”

Riello UPS has recently launched new products and range extensions that have helped to underpin their award winning business strategy. They encompass a complete product range from desk top 400VA UPS protection to large three phase industrial modules that

company news

release date: immediate



can achieve 6MVA. New ranges include the Plug Dialog, Win Dialog Plus, Net Dialog, Dialog Dual, with extensions to the Multi Dialog and Master Dialog ranges.

Riello UPS also has new value added accessories including the MultiCom 362, an 8 way volt-free contact signal generator for remote alarm remonitoring, wall and 19" rackmount maintenance bypasses and the latest versions of their PowerShield² UPS monitoring and control software and remote management systems - PowerNetGuard and TeleGuard. A key feature cited by Roberto Facci in the UPS service package now demanded by key customers.

“More Riello UPS customers operate in demanding 24-7 environments. Our latest service software – TeleGuard allows our service centres through out Europe to monitor client UPS and provide site diagnosis and immediate response to alarm conditions”.

A further service provided by Riello UPS is their Technical Energy Consultants (TEC) division. This is staffed by experienced engineers who provide advise on UPS design, selection and customisation for large installations to consultants, specifiers, installers and corporate users. The TEC division also runs a number of Energy Forums across Europe with leading partners to help prompt discussion on power protection and business continuity issues. Riello Galatrek, the UK subsidiary of Riello UPS runs such Energy Forums in association with The Institution of Electrical Engineers (IEE).

In the UK in 2003 Riello UPS purchased the power division of Advance Galatrek to form its UK subsidiary Riello Galatrek Ltd. Riello Galatrek's headquarters is located in new premises at Wrexham, just off the M53 and within 40 minutes of Manchester airport. Here

Riello Galatrek Ltd - Unit 68 Clywedog Road North, Wrexham Industrial Estate, Wrexham LL13 9XN
Telephone 01978 729 297 - Sales (UK) 0800 269 394 - Service 01978 729 281 - Fax 01978 729 290/91

Website: www.riello-ups.co.uk - Email: riello@riello-ups.co.uk

Registered in England and Wales 4582458 – A UPS Manufacturing srl company

company news

release date: immediate



customers benefit from training for their own service engineers and other support such as; site surveys, installation, commissioning, on-site training and 24/7 remote monitoring. The company operates through the UK and Eire with a team of service engineers in strategic locations and a national sales team.

For more information on Riello UPS visit www.riello-ups.com or www.riello-ups.co.uk

(ends - 528 words)

A copy of this release in text format with hi and low res photos is available from www.riello-upspr.co.uk.

Further information:

Robin Koffler, General Manager for Riello Galatrek Ltd

Email: r.koffler@riello-ups.co.uk

Mobile: 07831 154 825 or Tel: DDI +44-(0)1978 729 296

Fax: +44-(0)1978 729 290

or

Mauro Capellari, Marketing Manager for Riello UPS Manufacturing srl

Email: m.capellari@riello-ups.com

Mobile: 00 39 335 123 3318 or Tel: 00 390 442 635 811

Fax: 00 390 442 629 098