

# YHI acquires Power Systems Ltd to create new UPS powerhouse



**YHI (NEW ZEALAND) LTD**  
A subsidiary of YHI International Limited

Power supply management and uninterruptible power supplies (UPS) are critical components of any IT installation, from the desktop PC all the way up to the largest datacentre. The recent acquisition of Power Systems Ltd by industrial-strength battery and power provision specialist YHI means that New Zealand resellers will have more choice than ever when it comes to providing complete, end-to-end power protection to clients of all sizes.

"We are very excited to expand our reach with the operations of such a successful UPS specialist distributor," says Chris Talbot, Managing Director of YHI (New Zealand) Ltd. "We recognise the opportunities that exist for a value-added UPS distributor and the resources of Power Systems - their portfolio of global brands, their highly-skilled staff and strong customer relationships - will help us build an industry leading organisation that can provide power protection and business continuity for New Zealand organisations."

### Nation-wide coverage

YHI, which has been operating in New Zealand since 1995, has five office/warehouses throughout New Zealand and employs 55 staff. YHI has been operating in the automotive industry and the industrial battery market but recently branched out into power supply and the solar power field. YHI currently carries five

major bands of solar power solutions. YHI also distributes the Benning brand, a global leader of high-end rectifiers and power supplies from Germany, as well as four leading brands of automotive, marine and general purpose batteries.

"Our current line-up of power protection solutions is second to none in New Zealand," continues Talbot. "And with the combined expertise of the Power Systems team along side our staff of electrical engineers and specialists, New Zealand resellers can be assured that when they deal with us, they will be receiving the absolute best in both products and services."

### Power to the people

The solution set at Power Systems, combined with YHI's logistical and service delivery expertise, means that the provision of UPS solutions to the New Zealand market has never been more convenient for resellers. "Nobody has ever regretted buying a UPS," explains Talbot. "In fact, the only regrets we ever hear about are the people who either had under-specified or obsolete UPS solutions when

an electrical event occurs. Usually the first call they make after the lights come back on is to a UPS reseller. It's a fact that a UPS is one of the best strategies to ensure business continuity. And that is exactly why we took the opportunity to purchase the assets of Power Systems."

For the immediate future, resellers will receive the same levels of expert service and sales support that they have come to expect from Power Systems over their twenty years of operations. "Nothing will change immediately," says Talbot. "The team at Power Systems will remain in-place and we'll retain the brand name, the facilities and the business processes. As we co-manage the two organisations, we'll take the best practices of each and apply them company-wide. The end result will be more streamlined

deliveries, enhanced support and more complementary services and solutions."

**YHI brings the same technical and logistical expertise that it has built in the industrial battery market to the UPS and power protection field.**



## At A Glance YHI / Power Systems

### Brands

- Delta single and three-phase UPS
- CyberPower single-phase and line-interactive
- APC three-phase up to 5000kVA
- MARMUPS three-phase up to 8000kVA
- Eaton full range of online UPS
- Benning three-phase modular systems

### Services

- Power audits
- System design
- Installation, configuration and customisation
- Specification and supply
- Maintenance and repairs
- Training and co-marketing

### Benefits

- Widest UPS range in New Zealand
- Focus on reseller's success
- Expert advice and installation
- Local warehousing and logistics
- Commitment to customer service



# Power Systems

## ... THE UPS SPECIALISTS ...



**Maintenance Contracts**  
We can provide tailored Maintenance Contracts to meet your specific requirements

**UPS Systems**  
We can supply and support UPS and Power Protection units from 500VA to 4MVA

**System Design**  
Let our technical specialists review your requirements to assist in solution design

**Proud to have been of service to the New Zealand industry for 20 years!**

**UPS Support**  
We have Factory Trained Engineers on call nationwide 24/7

**Selection**  
We supply and support the most comprehensive range of UPS units in New Zealand

**Battery Replacement**  
Our Engineers are available for battery replacement either on site or at our support centre



**Call our team on 09 273 3970  
or 0800 UPS 359**



**YHI (NEW ZEALAND) LTD**  
A subsidiary of YHI International Limited

AUCKLAND TAURANGA WELLINGTON CHRISTCHURCH DUNEDIN

