

UNINTERRUPTED SOURCING

SourceBlue

The Value of a Strong Partnership



CHALLENGE

In the middle of a fast-track project with an ambitious deadline, a large broadcasting company needed a full UPS system - quickly - and their electrical contractor was unable to deliver.



SOLUTION

The end user contracted SourceBlue who immediately reached out to Mitsubishi Electric. The team quickly confirmed availability of a 9900B UPS and the necessary peripherals.



RESULTS

The project remained on schedule and their Mitsubishi Electric UPS system has operated flawlessly to date. Mitsubishi Electric and SourceBlue's partnership has continued to evolve and led to many other successful projects.



OVERVIEW. A large American broadcasting company contracted SourceBlue, a procurement, planning and supply chain management company, to quickly find a reliable backup power system to support their critical broadcasting equipment. This project would become SourceBlue's first client-direct project in the Portland area.

CHALLENGE. The end user was in the market for a 100kVA Uninterruptible Power Supply (UPS) – and they needed it quickly. Being in the middle of a fast-track project with an ambitious deadline, securing this piece of equipment was critical to staying on schedule. The end user deployed their electrical contractor to find a UPS within a certain lead time; however, they were unsuccessful.

SOLUTION. With a strong sense of urgency, the end user contracted SourceBlue to leverage their experience and existing vendor relationships to secure a UPS in a timely manner. Without hesitation, SourceBlue recommended Mitsubishi Electric.

“We have a real good relationship with Mitsubishi. Whenever we have questions, they get responded to right away. I think you guys do a great job of responding in a timely manner, dealing with issues. And working with us on those has been really big.” – Jonathan Markum, *Logistics Project Engineer at SourceBlue*

When Stef Lidington, Regional Logistics Manager at SourceBlue, reached out to Mitsubishi Electric, our inside sales team and supply chain team got to work. They quickly confirmed that there was a [9900B UPS](#) in stock, as well as the necessary peripherals to meet the end user's schedule and technical requirements. The end user purchased a [VRLA battery cabinet](#), a maintenance bypass cabinet, and a bronze-level service contract for a complete backup power solution.

RESULTS. With the 9900B UPS and accompanying [peripherals](#) installed and successfully started up in June of 2022, the fast-track project was executed on schedule. Their Mitsubishi Electric equipment has performed flawlessly to date, protecting the end user's critical loads 24/7/365.

And, with a bronze-level service contact, the end user achieves maximum uptime with regularly scheduled [preventive maintenance](#) visits and unique access to a variety of spare parts. This is one of the many projects Mitsubishi Electric and SourceBlue have partnered on to timely deliver critical equipment to customers.

“We definitely enjoy working with you guys. You've been a good partner.” - Jonathan Markum

ABOUT



SourceBlue, LLC is a wholly-owned subsidiary of Turner Construction Company, a North America-based, international construction services company. SourceBlue provides planning and supply chain management services. Over the past 20 years, the company has earned recognition for managing complex projects, fostering innovation, embracing emerging technologies and making a difference for their clients, employees and community.

With a staff located throughout the United States, the company offers clients the accessibility and support of a local firm with the stability and resources of a multi-national organization.

Learn more about SourceBlue at www.sourceblue.com.

ABOUT THE PRODUCT/ 9900B UPS

As part of Mitsubishi Electric's 9900 Series of UPS, the 9900B (300-750kVA) was one of the data center industry's first UPS with 3-level IGBT topology. The 9900B UPS is a true double online conversion system that operates at high efficiencies of up to 97% and achieves a superior reliability figure of 99.9995%.

Ideal for large enterprise and small-to-medium colocation, and the growing regional edge data centers, the 9900B UPS is compatible with a variety of battery and DC power solutions, such as lithium ion, VRLA, (wet cell), and Pure Lead.



ABOUT US

Since 1964, Mitsubishi Electric has manufactured precision engineered, high-quality [uninterruptible power supplies](#) to protect its customers' mission critical equipment during times of power instability.

Mitsubishi Electric leads the industry in designing and manufacturing reliable, environmentally-friendly UPS systems to extend uptime, prevent data loss, and protect against power surges. The Critical Power Solutions Division (CPSD) offers systems in both single and multi-module configurations in a broad range of kVA capacities.



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