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ARTICLE

# ABB signs partnership agreement with EMS

## Partnership to simplify and improve customers' access to innovative solutions for power protection

HO CHI MINH CITY, VIETNAM, August 8, 2018. EMS Solution Joint Stock Company (EMS) in Vietnam has officially become a distributor and partner of ABB's power protection product group in the Vietnam market. ABB Vietnam has established itself as a reliable and competent technology partner to government, commercial and industrial sectors and has become a well-known name in power and automation technology.

EMS has worked with ABB Vietnam on a number of projects and they have built a cooperative and cohesive relationship. ABB is confident that the partnership is the winning combination of an extensive product portfolio and technical expertise with detailed knowledge of industries and applications together with a local market presence. Through the channel partnership, ABB aims to simplify customer access to the extensive range of power protection products that includes uninterruptible power supply (UPS) and power conditioning products.

In March 2018, in the framework of an ABB Channel Partner meeting, which was hosted by the Electrification Products division at the JW Marriott Hanoi hotel; the General Manager of EMS Solution JSC, Mr. Hoang Van Truong received the certificate of Distributor and Official Partner of ABB for the Vietnam market.

Working in partnership with ABB, EMS is committed to delivering products, systems and services that improve energy efficiency, reliability and productivity for industry, utilities, infrastructure, and data centers in Vietnam.

"It is such a great honor for EMS to work with and to be a partner of ABB for the Vietnam market. Signing previous partnership agreements with ABB for UPS and now power conditioning products is a big milestone in our effort to provide customers with flexible and comprehensive power solutions. We strongly believe that ABB's innovative technologies and expertise can help us follow our direction and focus," said Mr. Hoang Van Truong – General Manager of EMS Solution JSC.

ABB's power protection product group has a complete range of power protection products to ensure a continuous clean electrical supply. All bases are covered when it comes to the power protection of sensitive loads. Covering applications from computer rooms, right through to large data centers, industrial equipment, and critical processes and plant protection. From a few kVA, right through to applications of many MVA and a wide range of supply voltages, ABB has the UPS and voltage conditioning technology for every need.

Bruce Bennett, Global Channel Manager for power conditioning products at ABB welcomed EMS to the global power conditioning partnership during a recent visit to EMS headquarters in Vietnam. "We are very impressed with the structure, experience, and talent EMS brings, and look forward to collaborating with them in the growing market for power conditioning solutions in Vietnam."

To find out more about ABB's power protection solutions:

Web: [www.abb.com/ups](http://www.abb.com/ups)

Email: [powerconditioning@abb.com](mailto:powerconditioning@abb.com)

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### Additional information

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