OEM/Panel builder partner program
Concept for power parts and core modules for MV GIS
OEM/Panel builder partner program
OEM/Panel builder partner program

ABB's MV GIS offering

**IEC primary switchgear**

Gas-insulated switchgear (GIS Primary):

- Global: ZX0, **ZX0.2**, ZX1.2, **ZX2**, ZX1.5R (for rail applications)

Recent innovations: **Digital switchgear, eco-efficient GIS**

**For ANSI markets**

Gas-insulated switchgear (GIS Primary): **ZX2, ZX2.2, ZX0.2**

**IEC secondary switchgear**

Gas-insulated switchgear (GIS RMU): **SafeRing, SafePlus, SafeLink** families

Recent innovations: **Eco-efficient GIS, smart grid enabled switchgear**
OEM/Panel builder partner program

Well-positioned in attractive markets

**Well-positioned portfolio**

- Most complete switchgear portfolio

- Global coverage of requirements – locally supplied and supported

- Flexible design, reliable and cost-efficient

- Global presence with local service and support
OEM/Panel builder partner program

ABB’s MV GIS product range and focused OEM/Panel builder product

ZX Family

- **ZX0.2 (SBB)**: 25 kA, 1250 A
- **ZX2 (SBB/DBB)**: 40 kA, 5000 A
- **ZX0.2 (SBB)**: 31.5 kA, 2500 A

<table>
<thead>
<tr>
<th>Voltage (kV)</th>
<th>Current (A)</th>
</tr>
</thead>
<tbody>
<tr>
<td>40.5</td>
<td>40, 5000</td>
</tr>
<tr>
<td>36</td>
<td>31.5, 2500</td>
</tr>
<tr>
<td>24</td>
<td>25, 1250</td>
</tr>
</tbody>
</table>

©ABB
OEM/Panel builder partner program
References worldwide – ZX Family

Over 75,000 panels installed in more than 100 countries!

- **Turkey**
  - Istanbul Metropolitan Municipality
  - 198 x ZX0.2 panels for the Istanbul Metro

- **Canada**
  - Crosslinx Transit Solution Constructors
  - 122 x ZX2 Panels for Toronto Metro

- **Brazil**
  - Arena Fonte Nova
  - 18 x ZX0.2 Panels for the stadium

- **South Africa**
  - City of Cape Town
  - More than 100 x ZX0.2 Panels for the Cape Town
OEM/Panel builder partner program

Partner references worldwide – ZX Family

Over 1,000 panels installed in more than 20 countries in 2018!
OEM/Panel builder partner program
OEM/Panel builder partner program
Partnership makes greater success possible.
The idea behind the concept

Our:
- Brand reputation
- Dedicated support
- Comprehensive Portfolio

+ Your:
- Added value

= Business Growth
Creating win-win situation through partnership

**Partner strengths – ABB strengths**

Creating new business opportunities through partnership and the combination of:

+ **Partner** know-how of their respective markets, engineering and production capabilities

+ **ABB** experience, state-of-the-art technology and quality in the field of gas-insulated medium voltage switchgear

= **win-win** situation
Concept – power parts and core modules

Long term partnership with MV GIS switchgear OEM/Panel builder consisting of 3 principles:

1. ABB state of the art technology
2. ABB cooperation agreement, technical documentation and technical support organization with training courses
3. Added value for OEM/Panel builder

ABB Products | ABB Software Configurator Tool | ABB Cooperation | OEM/Panel builder Added Value

OEM/Panel builder know-how of their respective markets/segments, engineering and production capabilities
OEM/Panel builder benefits

1. Quick access to the market with MV GIS technology
2. Extension of current portfolio/Upgrade current portfolio
3. No further investment required
4. Fully type-tested products
5. Use of ABB product names
6. Certified ABB partnership

Partner wins 2 years in the development of business
## Cooperation

### Agreements

<table>
<thead>
<tr>
<th>Level</th>
<th>Power parts</th>
<th>OEM/Panel builder value</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Level 1</strong>&lt;br&gt;(OEM/PB/EPC)</td>
<td>Power parts ** with low voltage compartment (LVC)**</td>
<td>Engineering&lt;br&gt;LVC wiring&lt;br&gt;Transformers / sensors&lt;br&gt;Relays&lt;br&gt;Factory Acceptance Test (FAT)&lt;br&gt;Site Acceptance Test (SAT)</td>
</tr>
<tr>
<td><strong>Level 2</strong>&lt;br&gt;(OEM/PB)</td>
<td>Power parts ** without LVC**</td>
<td>Engineering&lt;br&gt;LVC manufacturing and wiring&lt;br&gt;Transformers / sensors&lt;br&gt;Relays&lt;br&gt;Factory Acceptance Test (FAT)&lt;br&gt;Site Acceptance Test (SAT)</td>
</tr>
<tr>
<td><strong>Level 3</strong>&lt;br&gt;(OEM)</td>
<td>Core modules (gas tanks)</td>
<td>Engineering&lt;br&gt;LVC manufacturing and wiring&lt;br&gt;Transformers / sensors&lt;br&gt;Relays&lt;br&gt;Metal sheets, cable compartment frame, pressure relief ducts etc.&lt;br&gt;Factory Acceptance Test (FAT)&lt;br&gt;Site Acceptance Test (SAT)</td>
</tr>
</tbody>
</table>

* FAT, plus installation and commissioning, site acceptance test (SAT) and after sales service
** Power parts = Primary panels
Training and documentation
Training and support program

Sales and Marketing training
General technology training
General product information & safety training
Introduction LVC assembling & wiring
Software configurator tool training

Production process / best practices
FAT
Type Test Documentation (TTD)
Suppliers references

Drawing transfer
Manufacturing & assembling support
Secondary engineering training
Installation and commissioning training with certificate
LVC assembly/equipment instruction

Training

Tools

Software configurator tool: ZX Pro
OEM/Panel builder partner program

Links

http://abb.com/
http://abb.com/medium-voltage
Let’s write the future of safe, smart, and sustainable electrification
Ready?

– If you’re ready for greater success…
– If you’re ready to grow your business…
– If you’re ready to go further in partnership…

Then join the panel builder partner program today.

Get in touch.