


Frost & Sullivan Honours Legrand with Product Differentiation Excellence Award in Uninterruptible Power Supplies

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Scalable, Modular and Customisable UPS Systems Set New Standards in EMEA UPS Market

 The 2011 *Frost & Sullivan* Europe, Middle East and Africa (EMEA) Product Differentiation Excellence Award in Uninterruptible Power Supplies (UPS) is presented to Legrand

"Legrand's ability to build a brand, coupled with its unswerving focus on product differentiation, has enabled it to design products that offer significant value proposition," notes *Frost & Sullivan* Research Analyst Anu Cherian. "In addition, its success in the UPS market is attributed to its strategic initiatives in providing customised solutions that match the needs of its specific target markets."

Legrand's modular and scalable UPS products include ARCHIMOD and TRIMOD. The company's focus has been on reducing the need for expensive maintenance and driving down the total cost of ownership.

"Legrand's savings in lifetime costs and unique UPS design by power modules are pertinent to the company's core vision of pursuing new technology," remarks Cherian.

Legrand's UPSs are highly scalable and efficient. Power and battery arrangement are in hot swappable drawers (or modules), which helps the entire system run with high reliability.

"A key advantage of such modularity lies in its size as well as weight as measured per power module," adds Cherian. "For example, a 7KVA power module weighs 9 kilograms, making it easy to move, change or be replaced by a single person."

A user-friendly design makes redundant the need for a qualified on-site technician for trouble shooting. An average time-to-repair of close to zero offers a significant advantage in terms of avoiding downtime for backup power equipment.

"Moreover, a unique footprint, weight, system design and modularity support easy customisation," says Cherian. "High levels of customisation and do-it-yourself servicing design are set to take customer expectations to a new level."

Legrand's strategic partnerships and acquisitions have provided it with the necessary impetus to tap into new, potentially high-growth markets, while reinforcing its successes in its original markets in Europe. Major acquisitions include that of Italy-based Metasystem Energy, Turkey-based Inform, and Brazil-based SMS Technologia Electronica Ltd.



The Product Differentiation Excellence Award is presented to the company that has excelled in the following criteria: unique features/functionality, quality/complexity, customisation, matched to target markets needs and brand perception of the uniqueness of the product.

Frost & Sullivan Best Practices Awards recognise companies in a variety of regional and global markets for demonstrating outstanding achievement and superior performance in areas such as leadership, technological innovation, customer service, and strategic product development. Industry analysts compare market participants and measure performance through in-depth interviews, analysis, and extensive secondary research in order to identify best practices in the industry.

About Legrand

Legrand is the global specialist in electrical and digital building infrastructures. Its comprehensive offering of solutions for use in commercial, industrial and residential markets makes it a benchmark for customers worldwide. Innovation for a steady flow of new products with high added value and acquisition are prime vectors for growth. Legrand reported sales of €3.9 billion in 2010. The company is listed on NYSE Euronext and is a component stock of indexes including the CAC Large 60, SBF120, FTSE4Good, MSCI World, ASPI and DJSI (ISIN code FR0010307819). www.legrand.com

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Contact Details:

[Catherine Brassell](mailto:Catherine.Brassell@frost.com)

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Frost & Sullivan

T: +44(0)207 915 7867

E: Catherine.brassell@frost.com