



DEABB 4099 EN

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DISTRIBUTION SOLUTIONS, 2019

# **OEM/Panel builder partner program**

Concept for power parts and core modules for MV GIS



# — OEM/Panel builder partner program

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# OEM/Panel builder partner program

ABB's MV GIS offering

## IEC primary switchgear

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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

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



## IEC secondary switchgear

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

Recent innovations: **Eco-efficient GIS, smart grid enabled switchgear**



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# OEM/Panel builder partner program

Well-positioned in attractive markets

## Well-positioned portfolio

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- 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**

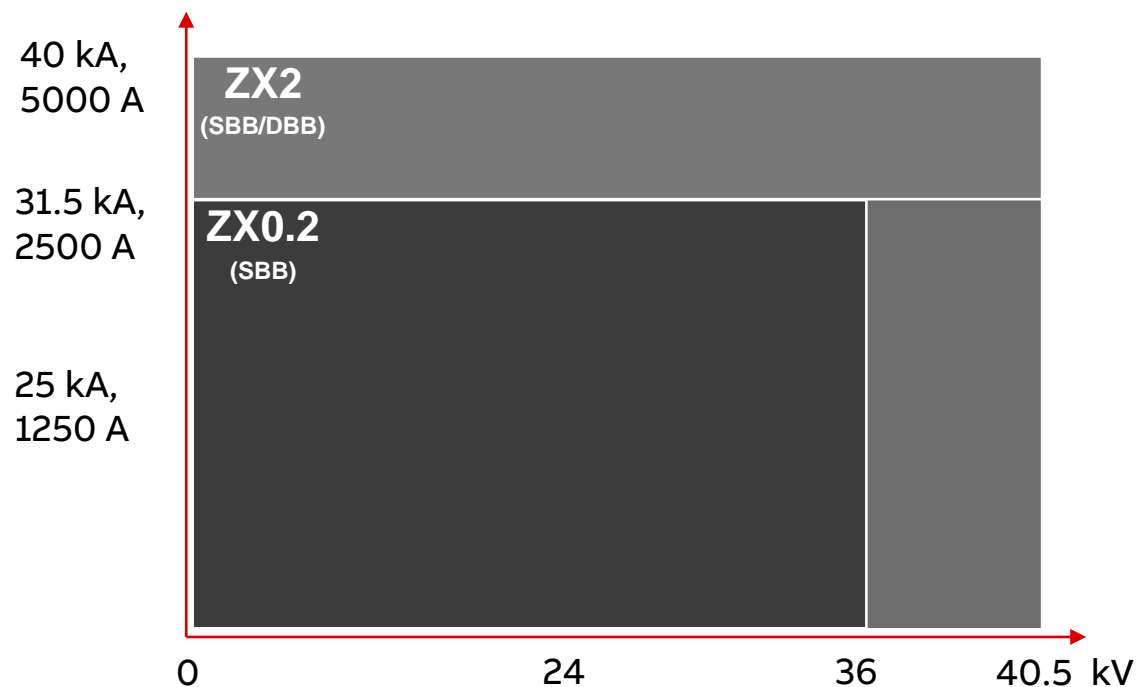


Most complete portfolio, global coverage

# OEM/Panel builder partner program

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

## ZX Family



ZX0.2



ZX2



# OEM/Panel builder partner program

References worldwide – ZX Family

## Canada



Crosslinx Transit Solution Constructors  
122 x ZX2 Panels for Toronto Metro

## Turkey



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

## South Africa



City of Cape town  
More than 100 x ZX0.2 Panels for the Cape Town

## Brazil



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



Over 75.000 panels installed in more than 100 countries!

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# 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



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# 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



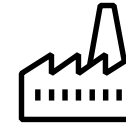
ABB Products



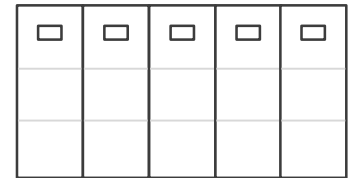
ABB Software Configurator Tool



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

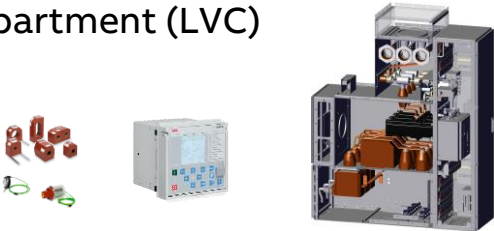


# OEM/Panel builder benefits

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		ABB value	OEM/Panel builder value *	
<div>Project based or</div> <div>SSA</div> <div>Supply &amp; Support Agreement</div>	Level 1	Power parts ** with low voltage compartment (LVC)		<ul style="list-style-type: none"> <li>• Engineering</li> <li>• LVC wiring</li> <li>• Transformers / sensors</li> <li>• Relays</li> <li>• Factory Accetance Test (FAT)</li> <li>• Site Acceptance Test (SAT)</li> </ul>
	Level 2	Power parts ** without LVC		<ul style="list-style-type: none"> <li>• Engineering</li> <li>• LVC manufacturing and wiring</li> <li>• Transformers / sensors</li> <li>• Relays</li> <li>• Factory Accetance Test (FAT)</li> <li>• Site Acceptance Test (SAT)</li> </ul>
	Level 3	Core modules (gas tanks)		<ul style="list-style-type: none"> <li>• Engineering</li> <li>• LVC manufacturing and wiring</li> <li>• Transformers / sensors</li> <li>• Relays</li> <li>• Metal sheets, cable compartment frame, pressure relief ducts etc.</li> <li>• Factory Accetance Test (FAT)</li> <li>• Site Acceptance Test (SAT)</li> </ul>



# 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



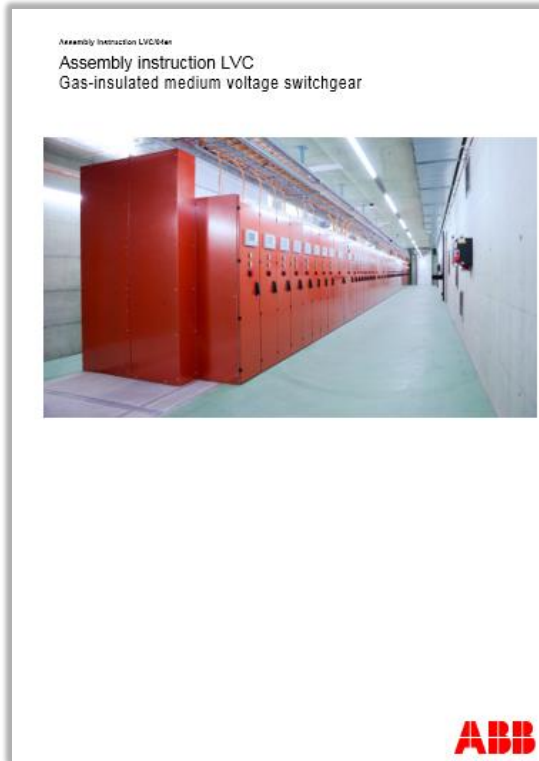
- Production process / best practices
- FAT
- Type Test Documentation (TTD)
- Suppliers references



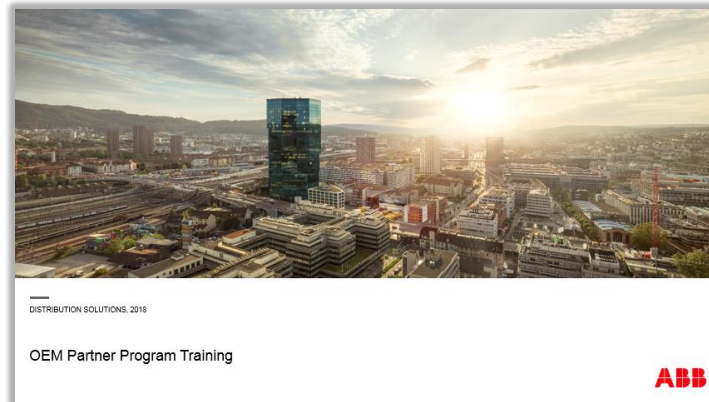
- Drawing transfer
- Manufacturing & assembling support
- Secondary engineering training
- Installation and commissioning training with certificate

# Documentation

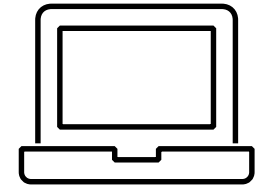
## LVC assembly/equipment instruction



## Training



## Tools



Software configurator tool:  
ZX Pro

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# OEM/Panel builder partner program


## Links

<http://abb.com/>

<http://abb.com/medium-voltage>

<https://new.abb.com/medium-voltage/switchgear/gas-insulated-switchgear>





**Let's write the future  
of safe, smart, and sustainable  
electrification**





**Join today**

# 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.**



**ABB**