

ASSURING DATA AVAILABILITY.



Milton 

www.miltoncat.com

“ We’ve moved beyond data protection – we’re looking for uninterrupted data availability. That’s what business demands, and that’s what we’re committed to providing our customers. ”

JEFFREY FLANAGAN
MARKLEY GROUP



IT'S BUSINESS. And data keeps business alive. Whether the core of your company is finance or education, healthcare or manufacturing, information is its lifeblood. You need that information to be protected, of course – but beyond that, what you really want is for it to be available. Both the IT team and facility management can agree on that!

Compared to a decade ago, data center power outages causing downtime have become rare; however, when they do occur, their cost can be astronomical, since our dependence on information has continued to increase. Balancing the reliability demand on one hand with tight budget parameters on the other, requires working with partners who understand the diversification of today's data centers and can offer a range of answers to match your situation.

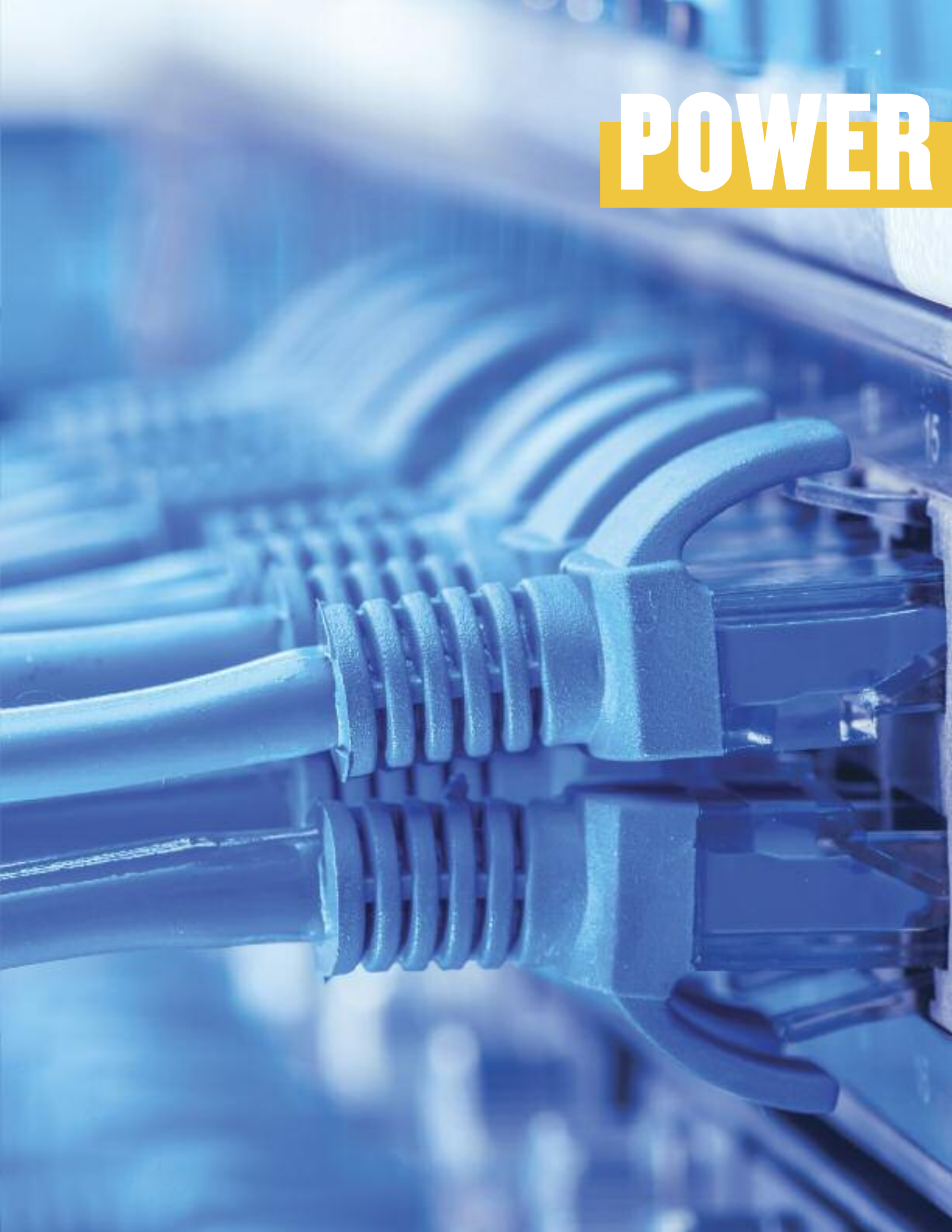
At one end of the spectrum could be colocation centers that provide Service Level Agreements (SLAs) of 100% uptime to e-commerce and stock trading customers; at the other, data centers that handle cloud computing for social media. Each case will have its optimum level of reliability; in every case, that level is non-negotiable. It was pre-established after considering function and cost, and you have to count on it being maintained. That can only happen when you work with a company that has the product range and the knowledge depth; the financial stability and the market expertise; the vision and the commitment.

Helping you protect your data and support its accessibility is our business. Please take a look at our scope of products and services; check out our capabilities; ask us how we'd handle any specific power reliability challenge or whether we'd be able to support your growth plans.





POWER



CHOICES

When it comes time to make power choices, there's a lot to take into account. Your data center market focus and size; your customer range and whether or not you offer Service Level Agreements (SLAs); your competitive environment, your location and your growth plans, and of course, your goals and financial objectives. And that's why doing business with us can make a crucial difference; it means that you will never have to compromise or settle. You'll have access to the option that makes sense and makes you look good – in front of your customers or in front of your Board of Directors.

Our Diesel-powered generators, ranging from 40kW to 4,000kW and our natural gas-powered (NG) generators are especially appropriate for standby applications, while combined heat and power needs (CHP) can be efficiently met with a selection of generators that span from 400kW to 4,000kW.

Our complete fleet of emergency rental units can seamlessly carry you through a natural disaster, even when there are hundreds of other customers in distress. You can count on us for assistance in developing comprehensive and realistic disaster recovery (DR) and business continuity (BC) plans, and for experienced emissions solutions consulting and implementation.

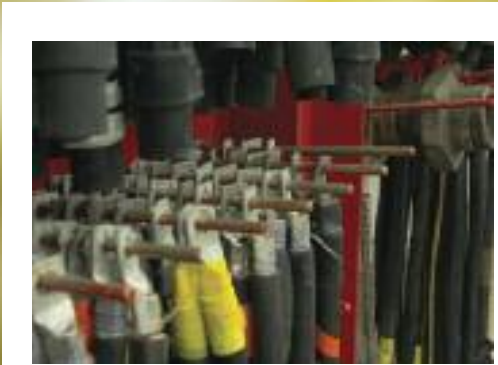


"If I had to say what differentiates Milton CAT in one word it would be 'expertise'. When we have a tough job, tough client, or tough site, we know we can always go to Milton CAT and they'll provide us with the type of solution that we need."

David Bourassa, LEED AP BD+C
Senior Associate, Electrical Engineering TRO



ANCILLARIES





Load banks // These devices provide electrical loads for testing power sources, including generators and uninterruptable power supplies or UPSs. They are also used to reduce wet stacking problems in Diesel engine backup systems.

Cable ramps // Used with interlocking design, ramps offer robust protection for cables up to 1.25" in diameter.

Generator docking stations // Customized to your building, docking stations provide quick, easy and safe connections to external generator power up to 4,000 amps.

Transformers // Use them to increase or decrease voltage, supply power to your grid and isolate critical loads. Available from 50 to 5,000kVA.

Power cables // 4/0 cam-lock single conductor cables give you up to 400 amp loads and can be used in parallel for larger load requirements.

Automatic transfer switches (ATSs) // Our 100 to 3,000 amp transfer switches are a safe way to distribute power.

Temporary distribution panels // 60 to 1,200 amp panels provide outlets for a wide range of applications, including maintenance.

Fuel tanks // Find the right size, from 500 to 2,500 gallons.

Uninterruptable power supplies (UPSs) // A UPS is a device that provides backup power when utility power fails, either long enough for critical equipment to shut down gracefully so that no data is lost, or long enough to keep required loads operational until a generator comes online.



THE CHECKLIST

IF YOU'RE ONLY GOING TO READ ONE THING in this brochure, make it this page. It gives you an overview of our capabilities, a look at our services, and a summary of the power generation products and ancillaries that are most relevant to the data center environment.

PRODUCTS

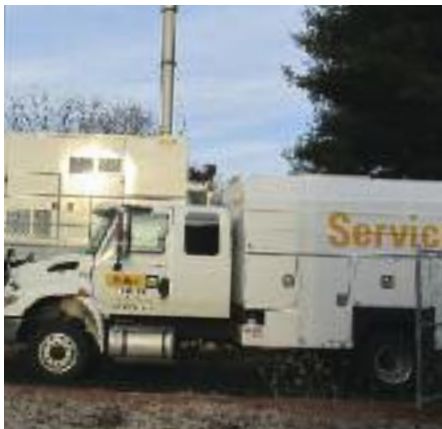
Complete range // from as small as 30kW to as large as 5,000kW; 30 to 5,000kW Diesel and 25 to 4,000kW natural gas generators.

Availability // we carry the largest inventory of power generation products in the Northeast.

Rental products // we can always back you up during an emergency, whether you need to rent fifteen large generators or cable ramps for one.

Parts availability // decrease time-to-recover. You can count on our outstanding inventory and our well-known delivery and pick-up services to support the high level of generator reliability you deserve for your data center.

Ancillaries // the most advanced power generators rely on vital accessories in order to properly work, and we carry them all; from cables to ramps; ATs to load banks, transfer switches to fuel tanks and of course, UPSs.



PROFILE & CAPABILITIES

Stability // we have been in business since 1960, and we continue to grow and to expand our services.

Vision // our company is managed under a strong commitment to anticipating our customers' needs, not simply reacting to them.

One source // minimizing vendor interface leads to quick and efficient decision-making. Power systems often involve 10 or more resources or vendors, and it becomes difficult to determine which one is responsible for a problem, leading to the wasting of time and money.

Financial flexibility // a variety of acquisition plans, including buying, trading, lease-to-buy and renting.

Dedicated team // your account is handled by experts who understand your industry and your concerns and who have the experience to be a valued resource for you.

Emissions experience // whether you are using traditional power generation or you rely on CHP, we know that mitigating or limiting emissions is an important concern.

Highly skilled technicians // when you work with Milton CAT, very well trained and very well supported service representatives back up the performance of your power generation equipment and ancillaries.







COMING NEXT

Milton CAT offers proven power generation options, developed by Caterpillar, that are particularly appropriate for a data center. They include co-generation and combined heat and power (CHP).

We have several clients who are looking at other alternatives for having the grid as a backup, or even getting off the grid completely. Microgrids, small-scale power grids that can operate independently of the main grid, provide value to prime power Diesel and gas customers by integrating renewable energy, such as solar and wind power, with generator sets. With these solutions, Caterpillar can help deliver reliable, cost-effective and sustainable energy for customers.





IT'S YOUR CALL.

And we look forward to it.

We hope you have found in these pages enough reasons to get in touch with us and ask us how we can help support the protection and availability of your data.

Milford, MA
508-634-5559

North Reading, MA
978-276-2400

Wareham, MA
508-291-1200

Cranston, RI
401-946-6350

Richmond, VT
802-434-4228

Londonderry, NH
603-665-4500

Scarborough, ME
207-883-9586

Brewer, ME
207-989-1890

Syracuse, NY
315-476-9981

Batavia, NY
585-815-6200

Binghamton, NY
607-772-6500

Clifton Park, NY
518-877-8000

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