



COMPANY PRESENTATION

INFOSEC UPS SYSTEM

www.infosec-ups.com

COMPANY OVERVIEW



30+
years of
experience



Presence in
100 countries



ISO 9001
ISO 14001



**Know-how
Specialist**



- French company founded in 1991
- Head office located in France (Nantes)
- Family-owned and independent business
- Manufacturer & specialist in electrical protection: UPS, Surge Protectors, Voltage Regulators, Renewable Energy Solutions...

COMMITMENTS

COMMITTED TO QUALITY AND THE ENVIRONMENT

Our certifications:

- ISO 14001
- ISO 9001



CLIENT SATISFACTION

Proximity and availability to serve its customers are Infosec's main values



ELECTRICAL PROTECTION SOLUTIONS

The UPS offered by INFOSEC UPS System are based on the best technologies. The wide range has been designed to meet the requirements of all application areas: from single station applications to industrial and medical environments.

High Frequency Technology



Line Interactive Technology



On Line Performance Technology



On Line Double Conversion Technology



The INFOSEC UPS System regulators stabilize the voltage delivered to non-critical sensitive applications.

R1 USB



R2 Pro



S Black Line II



S USB NEO



S Classic



The INFOSEC UPS System surge protectors provide the essential electrical protection for domestic equipment, multimedia and stereo systems and extend the life of the latter.



WARANTEES

- Products warrantied against any manufacturing defect (under normal use)
- Included with the product

Warranty



Warranty extensions

- Extends product lifespan from 3 to 5 years
- For < 10kVA UPS
- Online subscription within 3 months after purchase

- Free warranty once subscribed online
- For < 2kVA UPS and surge protectors
- Protects up to €120,000 depending on the model

Equipment warranty

**100 %
WARRANTY**

SERVICES



From 5000 VA, installations are more critical. To guarantee optimal **availability** and **reliability** of your UPS, and therefore of your equipment, INFOSEC offers :

- Maintenance contracts
- Commissioning
- Preventive maintenance visits
- Site audits
- Advanced technical training

SERVICES

Maintenance contracts



Type de contrat	Éléments du contrat				
	Visite annuelle	Déplacements	Main d'oeuvre	Pièces	Batteries
Premium	✓	✓	✓		
Avantage	✓	✓	✓	✓	
Excellence*	✓	✓	✓	✓	✓



Pour la souscription d'un contrat de maintenance à l'achat de l'onduleur, la mise en service est offerte.

Commissioning



- ⊙ Verification of installation conformity
- ⊙ Operation and good practice training

Training/Auditing



- ⊙ Consulting and diagnosis of communication solutions in virtual environments
- ⊙ Technical training
- ⊙ Assistance: via telephone or on-site

Preventive maintenance visit



- ⊙ For UPS that are already installed and in operation
- ⊙ Status checks, settings, battery, etc...
- ⊙ Calibration of certain components

Product delivery and removal



- ⊙ Delivery, removal and recycling of your product

PRIVILEGED TECHNICAL SUPPORT



—⦿ Technical Service :

- After-sales service based in Nantes
- Technician interventions across France



—⦿ Assistance :

- Hotline : +33 240 76 15 82
- Online request via ticketing and tracking number



—⦿ Warranties :

- Replacement or repair with early standard exchange



—⦿ UPS warranty period (batteries included) :

- Single-phase UPS : 2 to 3 years
- Three-phase UPS : 1 year



MARKETING SUPPORT



Support partenaires

- Permanent stimulus of the distribution network: trade days at agencies, direct marketing...
- Event organization and custom promotions with a relay in the field
- Various sales materials to inform and train
- FAB-DIS reference files
- Electronic Data Interchange (EDI)

Presence at trade fairs

- Brand image development
- Leads reported to our distributors



MARKETING SUPPORT



- ⊙ **Communication support**
Sales support tools

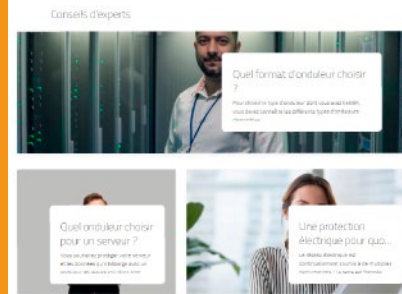
- ⊙ **Goodies**
Notepads, Pens

- ⊙ **Dummy products**
For showrooms or sales teams

- ⊙ **POS advertising**
For points of sale



MARKETING SUPPORT



Web & multimedia content

- Expert advice and solutions
- Online catalog with filters
- Download of documents and manuals
- Private account access, online after-sales service
- Battery selection guide

TRADING CONDITIONS

Terms of payment

(after confirmation on behalf of the credit insurance)

- ⊖ Payment by direct letter of credit 30 days from the end of the month



Return of goods

- ⊖ Upon request of Return of Accepted Goods by the sales department



Distributor discount rate on the public tariff

- ⊖ By activity and category
- ⊖ Special conditions for first placing in storage
- ⊖ Quotation and Net Market Price on: deal, call for tender, annual market



Delivery conditions according to total order amount

- ⊖ **Free shipping** from 550 € excl. tax
- ⊖ 15€ shipping costs between 100€ and 550€ excl. tax
- ⊖ 25€ management fees below 100€ excl. tax
- ⊖ **Dropshipping delivery** from 550€ excl. tax



WORK WITH INFOSEC



Strong brand image

- The expertise of a specialist
- Optimal price/quality ratio
- Presence in France and internationally



Distribution Policy

- Protection of business partner's price margin
- Field prospecting and business transmission to agencies



Privileged Technical Support

- Available and responsive after-sales service
- Fast technical intervention
- Service delivery



Marketing support

- Documentation, events and personalized brochures
- Ease of use of perfectly adapted tools
- Presence at trade fairs



Commercial support

- Proximity
- Reactivity
- Permanent monitoring of points of sale
- Technical and commercial support

INTERNATIONAL REFERENCES

BANKS UTILITIES INDUSTRIES
ENVIRONMENT HOTELS
CRITICAL INSURANCE
GOVERNMENT TELECOM
HEALTHCARE UNIVERSITIES
INDUSTRIES



General wholesalers



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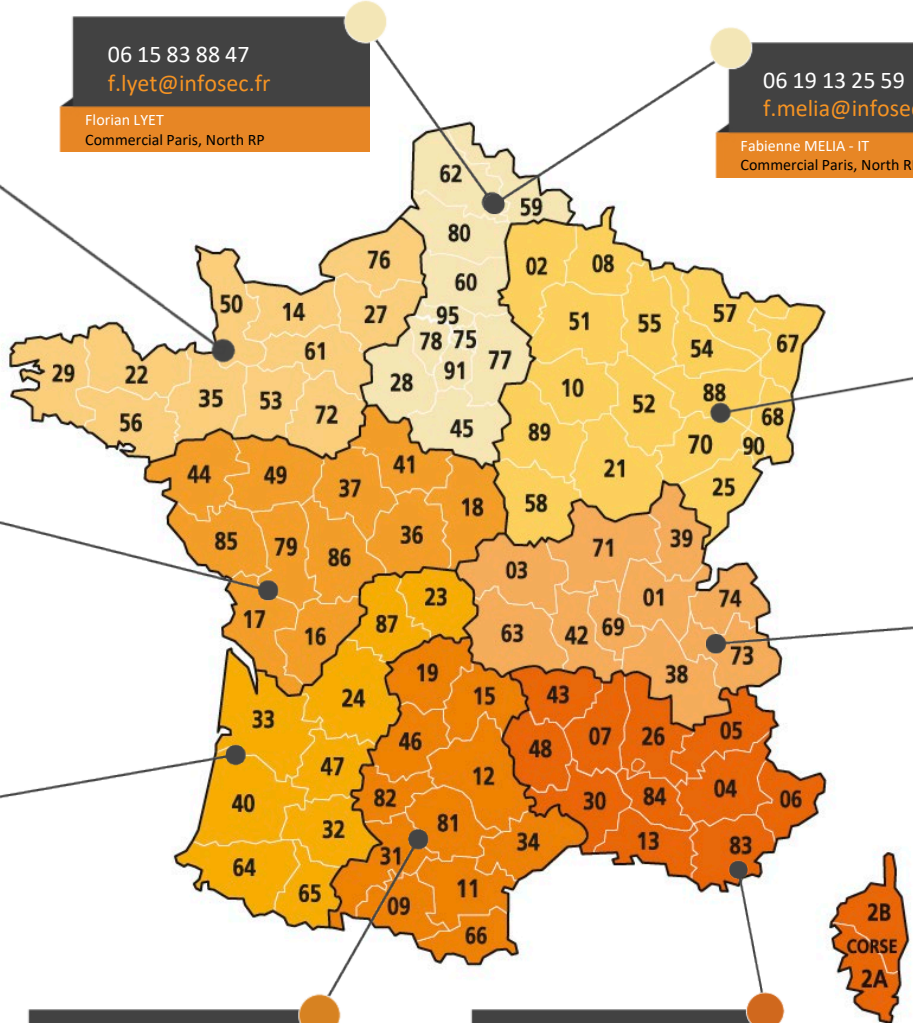
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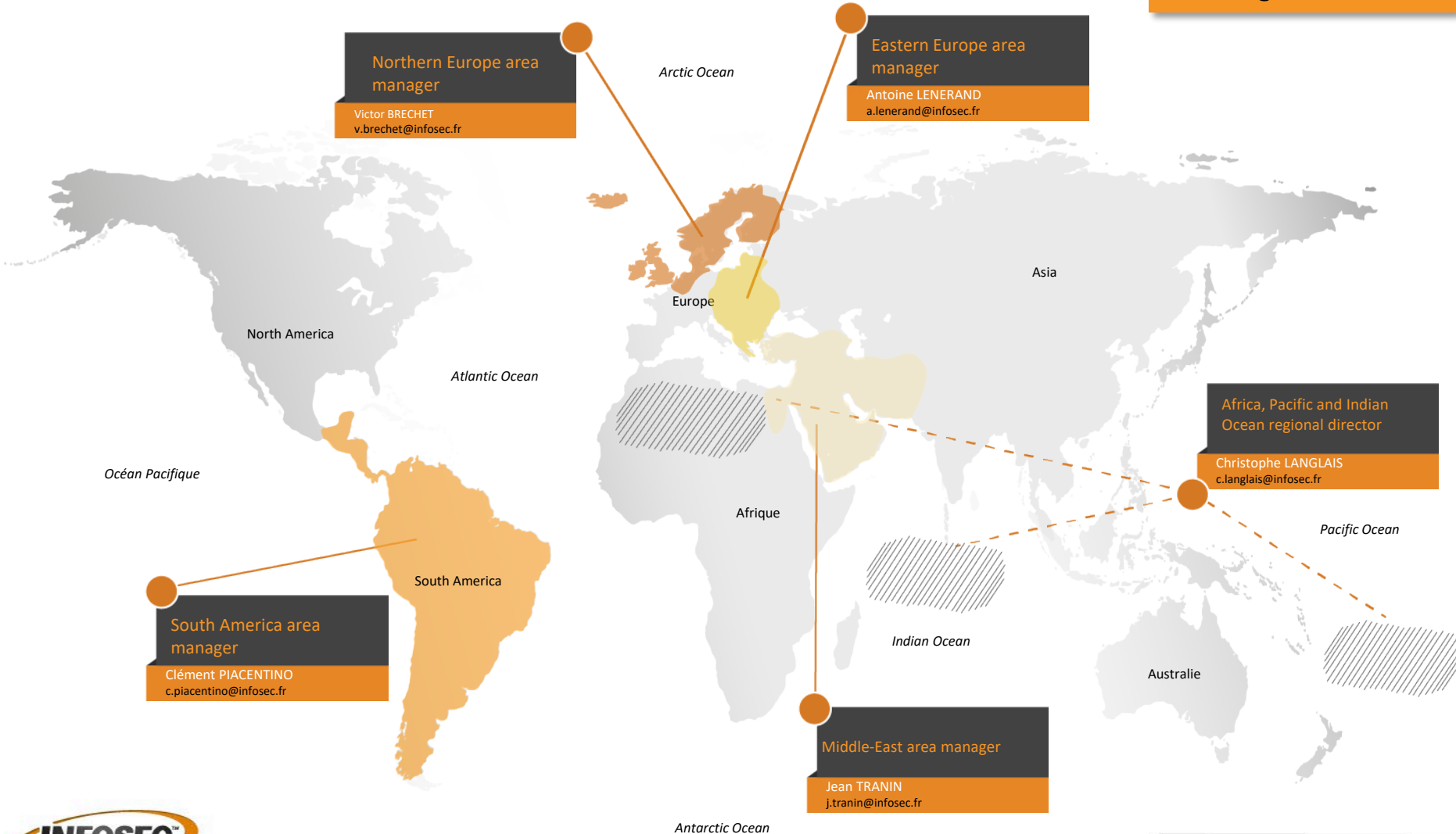
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**Thank you for
your attention**



www.infosec-ups.com



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