

The Midtronics Stationary Battery Management concept is based upon three principles:

- 1. Improve reliability of backup power systems**
- 2. Improve efficiency**
- 3. Reduce cost**

Midtronics products and technologies are all designed with these three principles in mind. Whether its the industry leading Celltron® Portable Analyzers, groundbreaking CellGuard™ Battery Monitoring Systems or innovative CellTraq™ Enterprise Battery Asset Management System, these tools address reliability, efficiency and cost to make the lives of our customers a little easier.

### **1. Improve reliability of backup power systems**

Patented Conductance-based battery analysis technology is at the core of all Midtronics products. Much like an MRI looks inside the human body, Conductance allows stationary batteries users to “look inside” at those mysterious electrochemical reactions. Through the use of Conductance, users can trend battery health and performance, getting advance notification of battery degradation or worse, dangerous battery failure conditions.

It has been stated and proven many times that batteries are unpredictable and the weakest link in any backup power system. The use of Midtronics tools as the key element of a preventative maintenance program is crucial for ensuring that power will be available when the system is called upon.

### **2. Improve efficiency**

Load/discharge testing and other traditional methods of testing batteries have always required two things that organizations never have in excess: time and capital. A discharge test on a standard 48 Volt DC system can take more than 8 hours and requires bulky, fragile, and capital-intensive equipment costing tens of thousands of dollars.

Managing the data from just one system test, let alone thousands of systems, is daunting to say the least. Midtronics Celltron® Portable Analyzers performs an analysis on the same battery system literally in minutes. Better yet, Midtronics groundbreaking CellGuard™ Battery Monitoring Systems are “on the job” 24 hours a day, seven days a week without a break! Both tools can download data to Midtronics CellTraq™ Enterprise Battery Asset Management System, which automatically can advise of maintenance issues or run reports for thousands of battery sites from anywhere in the world, all at the click of a mouse.



### 3. Reduce cost

Batteries are expensive: Expensive to acquire, expensive to maintain, expensive to replace. The equipment they backup is expensive too. Perhaps even more important, the downtime cost of those services that depend on the critical backup power provided by those batteries can be astronomical: lost revenue, damaged equipment, and lost customers.

The Midtronics suite of Battery Management Solutions reduces all of these costs by minimizing the waste of needless battery replacement caused by calendar-based replacement programs and reducing the exposure potential (and cost) of not knowing the state-of-health of your backup power system. Midtronics saves you money by making maintenance more efficient and economical.

Midtronics is recognized as the leader and expert in Stationary Battery Management. We can show you why a well-designed management program will save your precious resources. Go to [www.midtronics.com](http://www.midtronics.com) for more information.

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