



Case Study:

TDI Solves Space and Delivery Issues In Record Speed

Challenge

Develop a custom power system solution and deliver it in 5 business days.

Project Details

Zhone Technologies is a provider of Single Line Multi-Service architecture (SLMS™), which allows carriers to concurrently deliver voice, data and video services over copper or fiber access lines. Zhone offers carriers migration from circuit-based technology to packet based networks, while substantially reducing operating costs.

Zhone Technologies was looking for a power partner and a power system integrator. Their customer required delivery in a tight timeframe, consisting of three of Zhone's broadband loop carriers at ~1000 watts of load each, rectifiers, circuit breakers and enough batteries to hold up as long as possible, in the space available. The total available space in the rack is 44U; after integrating Zhone's MALC Broadband Loop Carriers and system batteries, there was only 5U of space left for the power equipment

TDI was faced with two challenges, 1) Zhone's customer had limited space 2) they needed 3 systems delivered in 5 business days! Given the customer had specific needs was nothing new, TDI routinely builds custom packages in meeting unique requirements. However, a custom system delivered in 5 days? Additionally, Zhone was a new customer for TDI and this was their first order.

TDI stepped up to the plate offering a custom package that decreased the size of the system from 12.25" to 8.75". Custom power systems are a significant portion of our business because customers know we deliver excellent results while solving their power problems. The decision was made to develop a 2U high PDU containing output circuit breakers, battery termination plates, battery LVD and a load monitoring shunt, over the course of a weekend.

Zhone was extremely pleased to have the product delivered on time, given such little notice. As a result of TDI's tireless efforts, we can expect to work with Zhone on future projects.

Fabio Marques, Zhone's Global Product Manager, put it best, "This is really amazing. TDI met my needs by being very supportive and providing alternatives for problems we were having with other vendors."

Transistor Devices, Inc. (TDI) is a global supplier of Power Systems Solutions for the computer/networking, telecommunications, military/aerospace, medical and industrial markets. We carry the broadest range of high technology power conversion products available in the marketplace, including DC and AC power systems, power supplies, rectifiers, converters and accessory equipment.



TDI's 4800 Watt Power System integrated with Zhone Technologies' MALC Broadband Loop Carrier systems.