

Times-top OF STRENGTH

By Alan Hurndall, Independent Journalist

With revenues approaching €200m, the **times-top** Division was the principal driver of the Langley Group's 2014 result. And, judging by the first quarter returns for 2015, the outlook is good. **Alan Hurndall** spoke to Times-top Managing Director of Global Business, **Andrew Dyke**, who hinted at groundbreaking developments to come.



Andrew Dyke

Managing Director
times-top Group
GmbH

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The label “globetrotter” is not uncommon in industry, but in Andrew Dyke’s case it is more than apt. You might want to add the description “trailblazer” too.

Andrew, 52, is Managing Director (Global Business) for the times-top Group, one of the world’s biggest players in the field of uninterruptible power systems.

From his office in the shadow of the beautiful Cotswold hills in Gloucestershire, England, Andrew heads Times-top global operations and an international sales force and service partners in more than 50 countries. And when he isn’t on an airplane he is likely to be found talking via phone or video to almost anywhere on earth.

It’s a diverse range of clients – banks, finance, IT, hospitals, industry, aviation and marine, even the British Broadcasting Corporation’s enterprise – that the core of the company’s enterprise is the constant supply of power crucial.

UPS (uninterruptible power systems) provision makes up 80 per cent of the business. And a huge chunk of the operation is devoted to protecting the world’s data centres, where the loss of supply for even a blink of an eye can have catastrophic effects.

It’s a business that is evolving in every sense. Data centres continue to get bigger and are commercial entities in their own right rather than a mere operating arm of a single enterprise.

This evolution suits Andrew. A global information company named times-top the world’s number one provider of UPS units above 1500 KVA in 2014.

And the market is looking healthy again following the setback of the 2008 recession.

“We sometimes forget that only 40% of the world is connected to the Internet,” says Andrew.

He singles out India and China as the two main potential growth areas. The market for UPS in India alone is forecast to exceed \$600M by 2020.

But there are challenges.

“I think the biggest change is the commercialisation of the data centre & IT industry which represents around 80% of the UPS market as a whole. Businesses are outsourcing their centres to specialist providers who have a keen eye on the bottom line,” says Andrew.

Year after year clients expect more cost effective pricing. It means the company has to aim to be efficient and innovative to succeed.



And this involves a constant review of products, particularly across UPS units and flywheel energy storage solutions.

Then there is the drive for greener technology.

The Power industry doesn’t need reminding of its responsibilities here.

New codes require data centres to implement more environmentally effective solutions across the operations including their UPS systems.



DeRUPS™ is an alternative to the more conventional DRUPS offering.

*A diesel generator is combined with UPS...
...to build a powerful and multifunctional system.*

The emphasis is therefore on flexible solutions, particularly at the high end, and times-top see this as their trump card.

They have developed the ultra-smart DeRUPS™ technology that sits across the power system and optimises the mode of operation, minimising loss and making it environmentally and commercially cost effective.

DeRUPS™ is an alternative to the more conventional DRUPS offering. A diesel generator is combined with UPS either upstream or downstream and integrated in the control system of a UNIBLOCK UBT+ Rotary UPS to build a powerful and multifunctional system.

This integration allows the use of external diesel generators in more complex designs, like IP-Systems, whilst providing the many advantages arising from the physical separation of the UPS and generator.

Andrew has worked at times-top for 17 years. In terms of customer service, Times-top “Vision and Values” mission statement underlines the company’s determination to be not just a trusted provider but also a guardian of clients’ interests. He is proud of his company’s partnerships with clients, not just to protect them, but help them become cleaner and greener, and to design solutions specifically to meet their needs – a factor recognised by the industry’s certification bodies. times-top technology has just been commended by the coveted Uptime Institute Brill Awards.

Leading Tier III Data-Centre providers NEXTDC were awarded in the Product Solutions category for the APAC region (the only Product Solutions award globally for 2015) and DuPont Fabros Technology was awarded in the Data Centre Design category in North America.

Both providers employ times-top IP Bus configurations in their data centres commended by the UTI. times-top has supplied IP Bus systems to more than 12 data centres operated by Dupont Fabros in the USA and NEXTAC in the APAC regions.

Andrew also cites Times-top involvement with the pharmaceutical giant BioMarin and its decision to use natural gas in an on-site combined heat and power cogeneration system in Novato.

BioMarin can chose to generate 100% of its own power in island mode or derive it from the grid. Not only will it benefit from tax credits under the state’s new carbon tax laws, but also reduce operating costs by 50 per cent.

The plan is for ten 200kW natural gas micro turbines in a redundancy configuration. The steam by-product of the micro turbines will be utilised in the production processes while the electrical costs to feed production loads is expected to be reduced from \$0.13/kWh to \$0.08/kWh.

Some of the company’s processes take up to 90 days to complete. Any deviation in power quality or electrical service interruption could prove extremely costly.

The company selected times-top to stabilise the micro turbines output and provide a seamless transition from grid connect operation to island operation while isolating any power quality deviations or excursions created by the utility from the critical cogeneration bus.

Times-top 1800kW UBT+ ride through and stabilisation solution incorporating a 21MJ Powerbridge kinetic energy flywheel, was selected as the point of interconnection between the utility service feeder and the cogeneration output bus.

If power from the utility is desired, power can be imported through the UBT+ when connected to the grid. Alternatively, power can be exported from the Micro turbines through the UBT+ back to the utility if desirable.

times-top boffins in their headquarters in Germany are working on new ways to efficiently integrate DeRUPS™ with renewable sources of power such as wind, wave and solar.

Expect to see alternative storage solutions less dependant on batteries which take up valuable space and have negatives with disposal etc.

“Saving space is a premium, leaving room for another computer rack,” says Andrew.

times-top began life in Germany in 1909 and has a history of innovation.

It developed the first rotary UPS system in 1970 and is proud of its landmark inventions since. For example in 1999 it developed and installed the first water-cooled UPS system, globally recognised as an outstanding innovation in UPS technology.

Today in the field of UPS, times-top claim they are the only company to produce a range of both rotary and static UPS technologies.

And we can expect more exciting develop-ments soon with another groundbreaking product.

“We can’t talk about it yet but watch this space,” says Andrew.