

UPSaaS™ UPS-AS-A-SERVICE

Only pay for the kWh you use



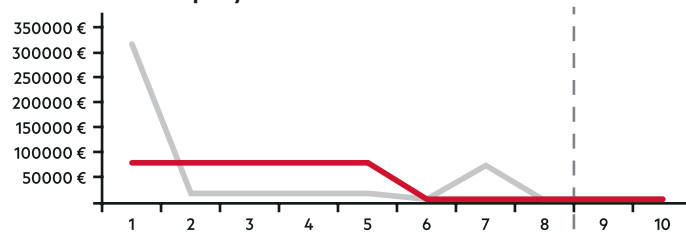
UPSaaS™ is a 'pay-as-you-go' power protection service that provides a number of advantages when purchasing a UPS system:

- **Zero CAPEX:** no upfront investment.
- **Futureproof:** UPSaaS™ is flexible and can be adapted to meet load changes and required redundancy levels.
- **Monthly billing:** based on a fixed price per kWh you receive a monthly invoice for the consumed conditioned power
- **Accounting benefits:** expenses become operational costs and move from CAPEX to OPEX

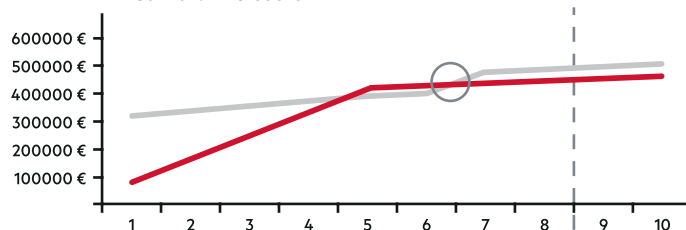
109 % financial efficiency

UPSaaS™ can achieve a lower Total Cost of Ownership at year 7 than a traditional CAPEX purchase including maintenance and a replacement battery set. UPS-as-a-Service is completely transparent in terms of monthly expenditures giving the users more freedom to plan ahead and leverage their IT budget for more productive and revenue generating hardware.

Costs per year



Cumulative costs



UPSaaS™ – UPS-as-a-Service

New accounting standards offer additional tax benefits

The new accounting standard IFRS-16 has been introduced to help provide a more accurate and transparent overview of the value of a legal entity or corporation. Effective as of January 2019, all leases will be treated as finance leases and asset purchase financing, as a direct purchase and therefore counted as CAPEX (capital expenditures). However, all products used under the UPSaaS™ contract will be considered as service and therefore treated as OPEX (operational expenditure).

PURCHASE UPS	LEASE UPS	RENT UPS	UPSaaS™
UPS	UPS	UPS	UPS
Finance	Finance	Finance	Finance
Depreciation	Depreciation*	Depreciation	Depreciation
Servicing	Servicing	Servicing	Servicing
Maintenance	Maintenance	Maintenance	Maintenance
Taxation	Taxation	Taxation	Taxation
Renewables	Renewables	Renewables	Renewables
Disposal	Disposal	Disposal	Disposal
Growth Reserve	Growth Reserve	Growth Reserve	Growth Reserve

■ Client ownership

□ Managed by service provider

*according to new accounting standard IFRS-16

How does it work?

Any AEG Power Solutions' uninterruptible power supply can be used within an UPSaaS™ contract. UPS-as-a-Service is a managed contract provided by Burland Energy SA direct to the end-user client.

AEG Power Solutions provides all the necessary hardware, installation, maintenance and battery replacement for the duration of the UPSaaS™ contract. All equipment is owned by Burland Energy and customers only pay for the energy they consume.

The fixed kWh price is all inclusive and the contract covers the total amount of kWh to be charged. The monthly invoice is based on the actual consumption. The client does not own the asset.

Comprehensive product range

Securing critical power has been our core expertise for decades and our UPS have proven track records in the most demanding applications and environments, from nuclear power plants to infrastructures or data center applications. The UPS series from AEG PS provides efficient, flexible and customized solutions for a durable and reliable power supply.



Protect 8



Protect Blue



ProtectPLUS M600



ProtectPLUS S500

AEG Power Solutions

Approach your local AEG Power Solutions representative for further support. Contact details can be found on: www.aegps.com