



YOUR GLOBAL PARTNER

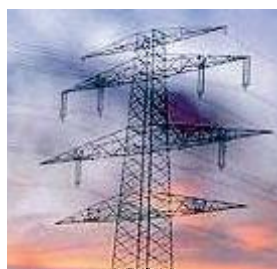
GUTOR



THE FOCUS OF OUR ATTENTION

More than ever before, the business and industrial world depends on the availability of power to run mission-critical industrial and commercial applications. The global energy market is therefore forced to either refurbish old process and power plants, or to set up new infrastructure.

Furthermore, if market players are to remain competitive, quality power supplies are imperative.



Quality power supply means clean power that is conditioned for safe and economic system operation, and which is reliable and continuously available, 24-hours-a-day.

The focus of our attention is to secure quality power supply, particularly for critical industrial applications. We specialize in designing complete UPS system solutions, which are mainly used in the global oil & gas, petro-

chemical, chemical and power generation industries.

GUTOR is one of the leading industrial UPS manufacturers and is also part of the APC group, the world's largest UPS company. We are a Swiss company with headquarters in Wettingen, and maintain international offices in key regions and a worldwide network of business partners to ensure long-term, reliable customer support.



SAFETY WITH QUALITY

Customers require products that are built according to internationally certified quality standards, as well as reliable, professional customer services that conform to modern business practices.



GUTOR has therefore established its own clearly defined Quality Management to fulfill these requirements.

The proper functionality, safe operation and easy maintenance of our systems are prerequisites for the availability of our customers' system operations and their business success.



We therefore start our quality assurance firstly by carefully selecting and regularly evaluating our suppliers according to

our quality criterion. Secondly, we test all incoming critical electrical equipment upon arrival in our warehouse.



ASSURANCE



After production, we thoroughly test every system for functionality and performance in our own test bay.

Our dedicated technicians pay attention to the smallest details. Upon successful completion of the internal testing, we finally arrange for a factory acceptance test witnessed by the customer, and a detailed testing report.

Our Quality Management system documents our work processes, while at the same time functioning as a day-to-day guidance. GUTOR employees work according to these guidelines to ensure efficiency and to maintain quality of work at all times. By this means, our work processes also become transparent to our customers and to quality assurance inspectors.





EXPECT MORE

Our business is project based. It is therefore important that our customers can rely on our planning capabilities.

At GUTOR we work according to clearly documented and efficient project processes. These begin with professional consulting, where we look at individual technical specifications taking into consideration customer budgets.

Upon completion of commercial and technical



clarifications, our engineering staff draws up all the project details, such as comprehensive technical drawings, system literature, operation / maintenance manuals, installation instructions and test certificates.



Project time schedules are conscientiously prepared and progress reports are sent to customers.

Once production and testing is completed we also take care of installation

and commissioning. Lastly, our customers can count on continuous technical support around the clock and wherever needed.

Overall, our customers receive more than just a product, but a return of their investment.

- Sales & Consulting
- Engineering
- Manufacturing
- Testing
- Installation & Commissioning
- Customer Training
- After Sales Service



GUTOR's UPS technology is convincing, because it offers total system solutions customized to fulfill the individual needs of our customers. We constantly refine it by the analysis and implementa-

tion of customer feedback. Furthermore, GUTOR's R&D team works on design improvements and researches possible alternative power protection technologies.

The major benefits of our technology are:

- **Proven reliability**
- **Customized system solutions possibility**
- **Safe system operation and maintenance**
- **Long-term spare parts availability**
- **Technological update possibility**





A GLOBAL PARTNERS

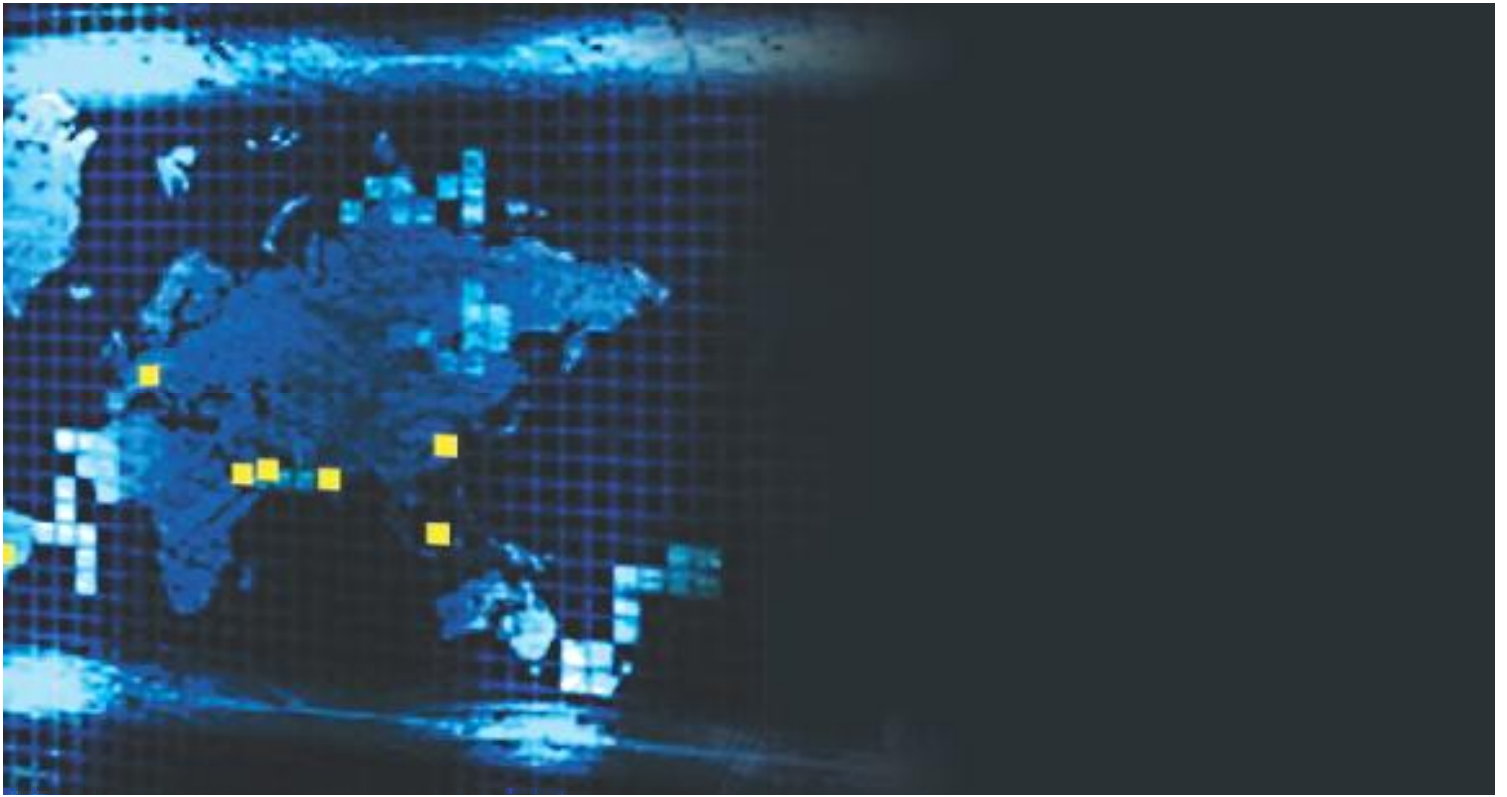
GUTOR's customers are major global plant owners, operators, EPC's (Engineering, Procurement and Construction), and systems design consulting firms. Their needs are manifold and technically complex. On one hand they need UPS system engineering solutions, and, on the other, long-term after sales support.

We assure customers of our capabilities by responding adequately to their requirements. Especially

today, with globalization providing access to new markets, we realize that it has become even more important for them that we can offer greater logistic flexibility. This means increasing local business presence and 24-hours technical support.

Wherever the need arises on a long-term basis, we are committed to carefully evaluating the feasibility of expanding our customer support network, either by establishing business





HIP

ties with local partners, or by setting up a GUTOR subsidiary.

We maintain close contact with our customers, not only during the project stages, but continuously. All our efforts are geared towards building a business relationship that is based on a fair and mutually beneficial partnership, and the value-for-money principle.



Offices in:
Brazil, Emirates, India, Germany, Malaysia, Saudi Arabia, USA.

More than 40 business partners around the globe.



Ready to provide excellent customer support, 24 hours, around the world.

gutor@apcc.com



Professionals service teams are always at the customers disposal.



CONTINUITY

We realize that our business continuity depends on our customers' confidence in our capability to tackle technical and commercial challenges, and on our foresight in understanding future customer needs.

We are confident that the industrial UPS market segment offers good prospects and a solid growth potential, but we are also aware that only the soundest

and most credible market participants will succeed in the long term. GUTOR can bank on more than 30 years of experience and a sound business foundation. In addition, as a part of the APC GROUP, we can rely on strong support, both technologically and financially. Our customers can therefore rest assured that we are continuously looking at ways to further develop our

company. We plan future investments into relevant business areas to ensure that our customers can benefit from all the advantages that a market leader can offer.

With our increasing presence in the most important regions of the world, we ensure complete and reliable support for our customers, around the clock. While doing this,

we maintain our commitment to commercially sound, socially responsible business practices and a fair-trade business ethic.

**Join GUTOR –
Join the Power**

GUTOR

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