



# Concentric Critical Power Division

## NAATBatt Member Update

### Feb 22, 2023

# ONPoint Group At A Glance

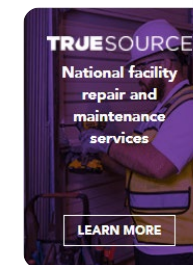
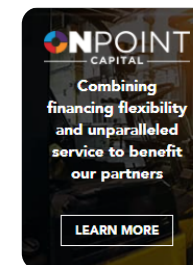
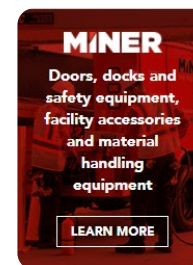
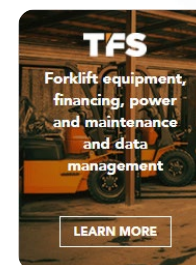
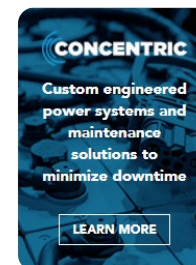
- > \$1B annual revenue
- 1,800+ employees
- 85+ branch locations
- 150,000+ assets managed
- 13,000+ customer facilities served
- 500,000 service calls
- 25 acquisitions since 2018



*Click on image to learn more*



*Click on image to learn more*



## OUR COMPANIES

We cover the full spectrum of products and services required to keep facilities and equipment running smoothly. Our comprehensive solutions are simple, safe and cost effective.

# Concentric Critical Power At A Glance

## Power and Energy Storage Solutions for:

### Energy Infrastructure Utilities and Petrochemical



- DC Power and Battery Systems
- IEEE Compliant Services
- NERC Compliant PM Programs
- Project Management, Installation Services
- Commissioning, Performance, Service Testing
- Battery Replacement/Recycling
- Battery Monitoring and Spill Containment
- Portable Trailers
- Asset Removal and Replacement

### Communications Infrastructure Telecom, CATV, Wireless



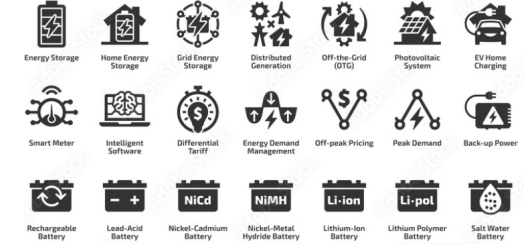
- DC Power System Design and Installation
- Battery Installation and Removal
- Cable Rack Engineering and Installation
- Cable Management
- Inverter and Distribution Bays
- Grounding Upgrades
- Preventative Maintenance and Load Testing
- Asset Removal and Replacement

### Mission Critical Infrastructure IT and Data Centers



- Turnkey Preventative Maintenance/Management Programs
- Emergency Power Generation (Diesel, Natural Gas)
- UPS and Battery Systems
- Switchgear Control Power (Charger & Batteries)
- Project Management, Installation Services
- Infrared (Thermography) Scanning (Electrical/Mechanical)
- Commissioning, Load/Capacity Testing
- Battery Replacement/Recycling
- Battery Monitoring and Spill Containment
- Rental UPS & Batteries
- Asset Removal and Replacement

### Energy Storage Infrastructure Utilities, C&I, EV Charging



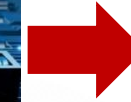
- Energy and Site Assessments
- Civil and Electrical Engineering
- Studies and Permits
- BESS Optimization (Battery, PCS/Inverter, Enclosure, Balance of Plant)
- Site Construction, Project Management, Installation Services
- Commissioning, Load/Capacity Testing
- Maintenance and Operations
- Battery Replacement/Recycling
- Asset Removal and Replacement

# Delivering ESS Solutions Now!

- 10 Projects Complete (Operational) or In Process
  - 250kW-1MW, Typically 1-4hr back-up
- 15 Projects in Development Stages
- Full Suite of Engineering, Design, & Construction Services Available
- Preventive Maintenance and Service Agreements
- Battery Technology Independent Supplier
- solution provides Total Care so you don't have to worry



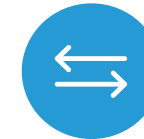
We deliver superior energy storage systems, critical power products and equipment maintenance solutions, allowing you to focus on running your business!



- Outsourced critical power
- Assessment, design, configuration and management of critical power
- Guarantees fixed power budget for length of contract
- No more warranties - No additional, unexpected CAPEX costs
- Includes all planned maintenance and break/fix services
- Typically, ~20% Reduction in total cost of ownership



GUARANTEES FIXED  
POWER BUDGET FOR  
LENGTH OF CONTRACT



NO MORE WARRANTY  
HEADACHES



NO ADDITIONAL,  
UNEXPECTED CAPEX  
COSTS



INCLUDES ALL  
PLANNED  
MAINTENANCE AND  
BREAK/FIX SERVICES



REMOTE  
MONITORING AND  
REPORTING



ANNUAL AUDITS AND  
EXECUTIVE REVIEWS



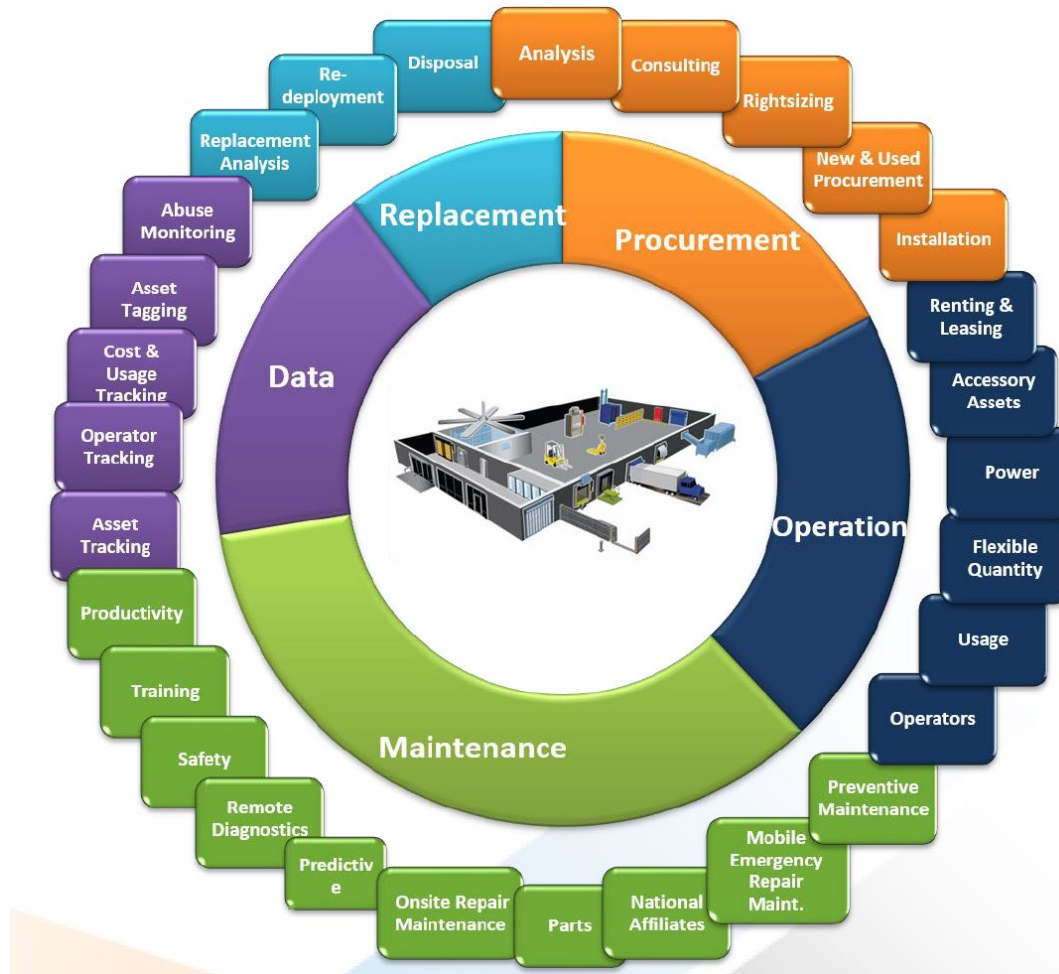
PROACTIVE SYSTEM  
MANAGEMENT



REDUCTION IN TOTAL  
COST OF OWNERSHIP

# Putting it all together

**Managed for  
Uptime &  
Longer Asset  
Life**



**Designed with  
Right Assets &  
Optimized  
Assets**

The key to increasing uptime and reliability, while lowering cost



# Thank You!