



APT
APPLIED POWER TECHNOLOGIES, INC

Introduction to APT



APT delivers comprehensive energy management solutions, combining advanced power metering, professional integration, project management, and long-term partnership-based support - empowering commercial operations facing high energy costs and reliability challenges to optimize their energy spend, increase reliability, and make fact-based financial decisions about their energy operations. APT's partner approach to projects and client designs allows for a long-term, vendor-neutral approach to products, services, and support, ensuring clients have engineered solutions that meet their unique needs now and into the future as needs and operations expand.

Our Foundation

Unlike traditional system integrators, APT's independence from specific manufacturers enables us to design and implement solutions and services that truly serve our clients' needs. We help select the most appropriate technology platforms and project partners based on both the immediate needs of the project but also heavily take into account the long-term performance and operational needs of each client. We combine deep technical knowledge with a consultative partnership model that goes well beyond simple system integration. Our solutions encompass comprehensive electrical power monitoring system (EPMS) design, implementation, and ongoing support, helping organizations achieve:

- Enhanced operational reliability
- Optimized energy consumption
- Streamlined regulatory compliance

Overall, we drive better financial outcomes for your facilities.

We don't just integrate; we solve problems

APT is a trusted, vendor-neutral advisor for organizations across North America, including those in the healthcare, education, government, and commercial sectors. We provide unbiased guidance to ensure our clients' operational success based on their unique goals and constraints, both in new construction and existing infrastructure that could be decades old. Our expertise lies in navigating the complexities of the power infrastructure landscape and offering support from design and implementation to ongoing service to drive long-term sustainability and reliability.



Who (and where) we are



For over two decades, what has set APT apart is our unique position as a genuinely independent power system design firm, offering advantages that traditional integrators simply cannot match, including:

- **Design optimal solutions** without vendor constraints, allowing clients to get the best solutions for these needs without the constraints of a single vendor's technology.
- **A uniquely consultative design approach** focused on the long-term viability of systems instead of short-term budget-only goals.
- **An understanding** that upgrades don't need to rip and replace everything to achieve modern-day standards.
- **A focus not just on hardware** as a solution but on offering unique EPMS packages that help drive more fact-based measurement and CAPEX savings decisions through real-time analytics. (Such as UTILITYX Energy Analytics from APT).

Technical Excellence

Our deep technical expertise spans multiple platforms, manufacturers, and technologies. This comprehensive knowledge allows us to:

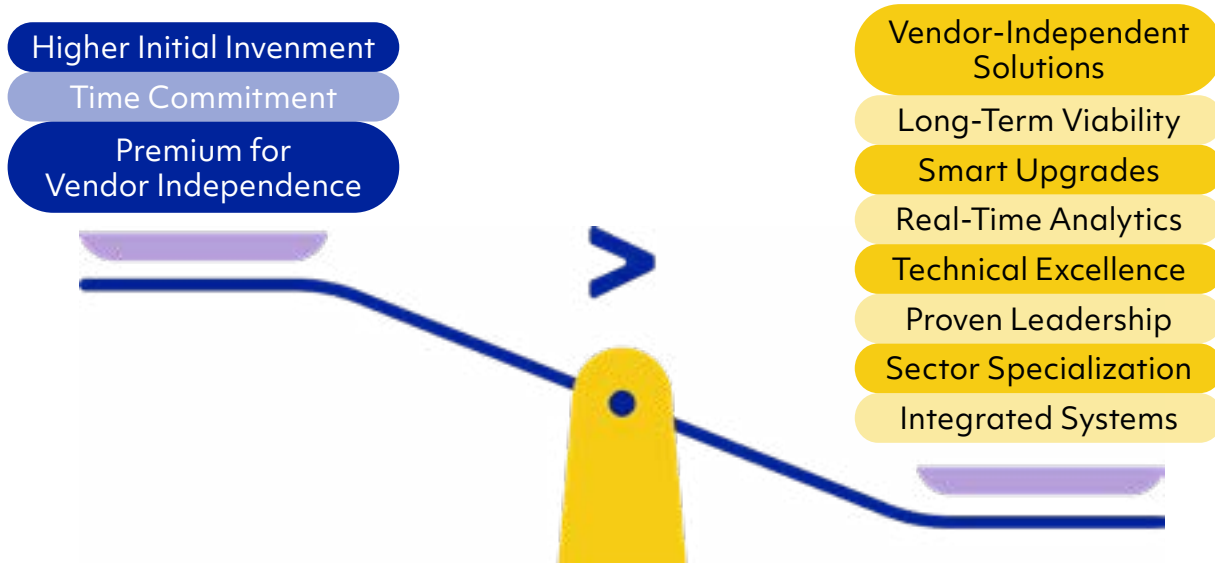
- Design optimal solutions without vendor constraints
- Integrate diverse systems seamlessly
- Leverage existing infrastructure effectively
- Implement cutting-edge analytics like UTILITYX

Leadership Excellence

Our leadership team brings together over 75 years of experience in advanced power systems and critical infrastructure. The APT team includes decades of experience managing major electrical equipment manufacturers. It includes certified professional engineers and seasoned individuals in power management software/ecosystems and power quality analysis.

Technical Foundation

APT differentiates its-self by not just being an expert in electrical infrastructure, but also having deep backgrounds within the sectors APT operates in. This close link to the client's needs enables APT to bridge the gap between equipment capabilities and real-world operational needs. Our team includes specialists who have spent decades in power monitoring solutions for major healthcare networks, designed critical power systems for data centers and implemented campus-wide monitoring solutions for educational institutions. This hands-on experience drives every aspect of our approach to customer relationships, system design, implementation, and long-term service



Local, Regional to National, Partnering to Success



Collaboration through Partnership from Local to National

Strategic relationships enable APT to deliver complete system solutions that encompass hardware selection, software implementation, and ongoing support. By coordinating with trusted local firms, APT ensures that each project benefits from both national-level expertise and regional insights. This approach creates a robust support network that enhances project success rates and ensures long-term operational excellence.

Through these partnerships, clients receive comprehensive solutions that include program management, technical expertise, and local support - all coordinated through a single point of contact at APT. This integrated approach simplifies complex projects while maximizing the value of power monitoring investments.

REGIONAL STRATEGIC PARTNERS



InfinityTSD

is an APT partner based in the Carolinas, specializing in electrical operations and maintenance. They specialize in advanced meter replacement and upgrades, troubleshooting, compliance testing, and resolution of end-of-life electrical issues. Their deep understanding of the local market makes enables APT to navigate the complexities of electrical challenges specific to the Carolinas region, ensuring the project is completed ontime, in budget, and meeting all of the customer and LJA requirements.



SE Engineering

extends APT's reach along the eastern seaboard, complementing our power monitoring expertise with their extensive electrical engineering capabilities. Their regional presence and technical prowess enable seamless project delivery across multiple states, ensuring consistent quality and local support.

Modern Electrical Power Management Systems (EPMS)



Effective electrical power monitoring has become crucial for organizational success in today's complex operational landscape. The strategic management of electrical systems directly impacts operational efficiency and financial performance.

The Cost of Inaction

Power quality issues and inefficient energy usage can significantly impact an organization's bottom line far beyond simple utility expenses. Unmonitored electrical systems often lead to:

- Premature capital equipment replacement
- Downtime (loss of productivity or service level agreement violations)
- Increased maintenance costs through troubleshooting
- Efficiency losses through predictive maintenance
- Safety and compliance issues

Beyond Basic Monitoring

Traditional building management systems provide only surface-level insights. Modern EPMS solutions transform raw data into actionable intelligence, enabling organizations to optimize their electrical infrastructure while maintaining reliability and helping to remediate the above. This proactive approach allows facilities:



Make informed decisions about energy consumption through benchmarking



Plan for future capacity needs as well as capital improvements



Centrally monitor and manage solutions across multiple locations and differing generations of equipment



Forecast energy implications on strategic business decisions prior to "bill-shock"



Shadow bill or tenant bill for verification of accuracy as well as detect outlier operational problems



Identify potential operational issues before they lead to unexpected costly repairs



Ensure compliance with current and evolving regulations at local levels



Enable auditing for sustainability initiatives and rebates

APT Pillars of Services



APT focuses on delivering comprehensive Energy Solutions through three core service pillars that ensure long-term success for any client.

Integration Excellence

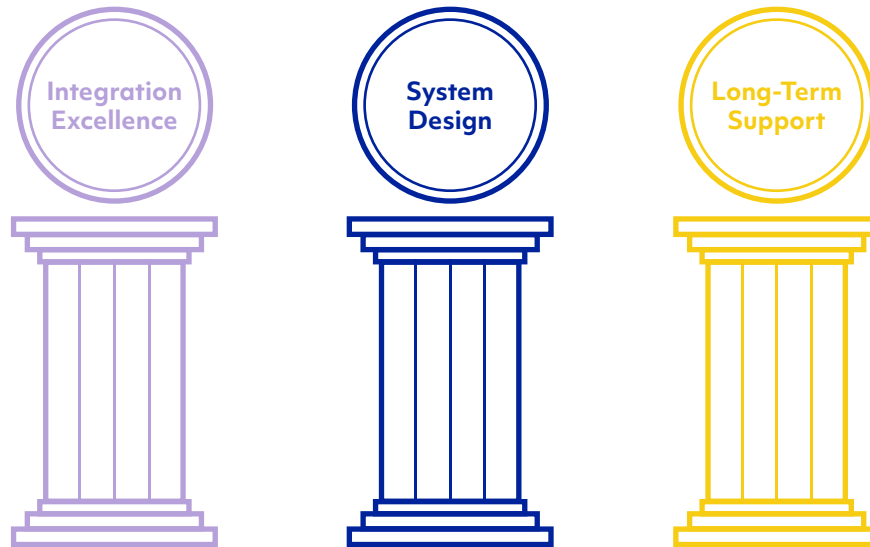
APT specializes in Integration Excellence, ensuring the seamless incorporation of diverse power monitoring equipment and systems, whether new or existing. We understand replacing what already exists is not always possible. This unique multi-vendor expertise is particularly valuable for clients with legacy system upgrade requirements, multi-vendor environments, or those seeking advanced to-use data they already have to drive better financial outcomes through analytics. APT takes on the entire project, from design, sourcing, installation, project management, programming, and documentation, to allow for a smooth process from inception to long-term upkeep.

System Design

Our consultative approach to design enables us to focus on understanding the organization's needs, specific facility, and location requirements to create a design that meets the design intent, budget, and long-term organization goals. Our approach is never just to accept the minimum standards and move on but to work as a partner to allow clients to understand the limits and possibilities so educated choices can be made in a design that will not be expensive and limiting factors in the future. (Or worse, offer solutions without tangible value when the project is complete). We carefully evaluate infrastructure requirements, select appropriate technologies, and create scalable architectures that grow with your organization within budgets that work for everyone.

Long-Term Support

APT's commitment extends far beyond initial implementation, delivering comprehensive long-term support that ensures lasting system value. Our dedicated team provides ongoing system optimization and regular performance assessments to maintain peak efficiency. Through technical support, training, and proactive maintenance planning, we help organizations maximize their investment while preparing for future needs. As your requirements evolve, we guide system upgrades and expansions, ensuring your power monitoring infrastructure continues to meet your operational goals.



The APT Pillars ensure your Energy Management solution (old or new) continues to deliver value while adapting to changing operational needs. Our team works as an extension of your organization, providing the expertise needed to maximize the return on your power monitoring investment.

Proven Results - Healthcare Scenario



Healthcare facilities present unique challenges in power monitoring and energy management, given that power quality and reliability are paramount. APT has decades of experience in various aspects of healthcare facilities, including the increasing demand for remote management of dozens to hundreds of off-campus operations, which are becoming more common within growing healthcare networks. These off-site locations can consist of anything from critical care to imaging. Still, all require the same service reliability levels as on-campus facilities - but do not have on-site engineering staff to address issues at a moment's notice. Remote monitoring and triage have become vital in the evolving healthcare space. To compound the complications, these off-campus locations have differing EPMS solutions (or none) that must be considered in any consolidated management solution.

APT actively works with local medical operations and some of the largest healthcare networks in the United States to drive reliability and sustainable operations in both new construction and system rehabilitation projects. In one recent greenfield project, APT implemented a scalable power monitoring infrastructure designed for a 500-bed facility with ER in the southeast. The solution supports both current operations and future expansion, featuring advanced metering solutions as well as an EPMS that allows for scalability to expand while addressing the immediate needs of power quality and the organization's long-term sustainability goals. In another partnership with a national healthcare operator, a system rehabilitation project evolved into a regional relationship spanning multiple facilities across states. APT's unique vendor-neutral approach proved invaluable as the operator expanded its footprint through national acquisition.

Typical Healthcare-Specific Solutions supplied by APT

Given healthcare facilities consume more than twice the energy of typical commercial buildings, with a near-zero downtime capability, the APT solution addresses:

- Critical power reliability monitoring (including backup sources) for patient care
- Regulatory compliance requirements
- Energy cost reduction strategies for sustainability initiatives
- Infrastructure scalability and expandability both per-site and network-wide
- Cross-location benchmarking for energy outliers

Through our deep understanding of healthcare operations and commitment to long-term partnerships, we help healthcare organizations transform their energy management from a utility function into a strategic asset.



Municipal/Government Solutions



Municipal and government facilities require robust power monitoring solutions to protect critical infrastructure while optimizing taxpayer resources. APT delivers specialized expertise to meet these unique challenges, combining advanced monitoring capabilities with fiscal responsibility.

APT has extensive experience in all types of municipal infrastructure, including government office, water treatment, public works, and even jails, with dozens of projects spanning two decades. In all cases APT provides real-time visibility into power quality and potential issues for rapid response and to foster preventative maintenance. This proactive approach ensures continuous operation and protects infrastructure investments while demonstrating responsible management of taxpayer funds through reduced energy costs and general accountability reporting.

In many cases, APT'S UTILITYX analytics package has been deployed, allowing government facilities to gain insights that drive informed infrastructure planning and management decisions. The platform's detailed energy consumption analysis and real-time cost forecasting capabilities help teams optimize operations while planning for future needs. Additionally, APT's Energy Solutions allow municipalities to centrally monitor multiple locations through a single interface eliminating the need to roll trucks for insight.

The APT vendor-neutral approach ensures that municipal and government facilities receive solutions that maximize the value of public investments while maintaining reliability and reusing what already exists instead of relying on capital expenditures.

Typical Government/Municipal Solutions supplied by APT

APT's solutions for government and municipal facilities deliver several key outcomes:

Financial Impact

- Reduced operational costs through intelligent energy monitoring
- Optimized utility spending through real-time rate modeling
- Enhanced budget forecasting capabilities
- Maximized value of taxpayer investments
- Streamlined grant compliance documentation

Operational Benefits

- Improved critical infrastructure reliability
- Early detection of potential issues
- Enhanced response and triage of problems
- Comprehensive and consolidated multi-facility visibility

Strategic Value

- Data-driven infrastructure planning
- Automated ESG reporting and compliance
- Virtual metering across distributed facilities
- Real-time cost forecasting
- Long-term scalability for growing operations

APT drives outcomes for government and municipal entities to serve their communities better while maintaining fiscal responsibility and operational excellence.



Educational Institutions



Modern educational facilities require sophisticated power monitoring that spans multiple buildings, research laboratories, and student housing. Our solutions create a unified view of campus-wide energy consumption, enabling facilities teams to manage resources effectively while maintaining the highest levels of reliability for critical research equipment and student safety systems. Through our vendor-neutral approach, we help facilities teams optimize existing infrastructure while planning for future campus expansion, with RECIPE analytics providing real-time insights into energy consumption patterns that enable proactive maintenance and informed decision-making about infrastructure investments.

Universities and colleges often lead the way in sustainability initiatives, and our comprehensive power monitoring solutions support these institutional goals. By providing detailed energy consumption data and automated ESG reporting capabilities, we help educational institutions demonstrate progress toward sustainability targets while identifying opportunities for further optimization. This data-driven approach transforms power monitoring from a utility expense into a strategic asset that supports both operational excellence and educational mission.

APT's solutions for educational institutions deliver key outcomes across three critical areas:

Financial Impact

- Reduce energy costs through intelligent monitoring
- Optimize utility spending across multiple campus buildings and detect outlier anomalies
- Enhance budget forecasting for facility operations
- Foster behavioral energy awareness programs

Operational Benefits

- Comprehensive multi-building monitoring capabilities and remote triage
- Integrated visibility of existing infrastructure system in one place
- Enhance maintenance planning and continuous commissioning
- Improve system reliability

Strategic Value

- Support for sustainability initiatives
- Data-driven infrastructure planning
- Simplified reporting for ESG initiatives
- Campus-wide energy consumption visibility for public or internal use
- Long-term scalability for growing institutions

APT supplies educational institutions of all levels with the ability to manage their complex infrastructure while maintaining fiscal responsibility and supporting their academic mission.



Commercial Infrastructure



Commercial infrastructure encompasses a diverse range of facilities, including office buildings, high-rises, industrial manufacturing facilities, warehousing, and logistics centers. Each of these environments demands sophisticated power monitoring solutions that drive operational efficiency while supporting complex multi-site operations. APT's expertise in commercial environments enables organizations to transform their power monitoring from a basic utility function into a strategic business advantage. Through RECIPE analytics, facility managers gain unprecedented visibility into their true operational costs, with real-time energy models based on actual utility rates enabling proactive decision-making before unexpected utility bills arrive.

Modern commercial operations often span multiple locations, each with unique power monitoring needs and evolving business requirements. Our vendor-neutral approach enables seamless integration across diverse facilities, providing a unified view of energy consumption and costs through cloud-based accessibility and virtual metering capabilities. This comprehensive visibility helps identify outliers and hidden costs, supporting informed decisions about capital improvements and operational changes while ensuring data consistency even as organizations upgrade or replace monitoring technology. The flexibility to scale and modify monitoring systems as requirements change ensures that power monitoring infrastructure remains aligned with business objectives while protecting long-term investments.

APT's solutions for commercial facilities deliver key outcomes across three critical areas:

Financial Impact

- Reduced operational energy costs through real-time monitoring
- Optimized utility spending through rate modeling
- Enhanced budget forecasting through predictive analytics
- Improved capital investment planning
- Maximized rebate and incentive opportunities

Operational Benefits

- Comprehensive multi-site monitoring capabilities
- Real-time power quality analysis
- Enhanced preventative maintenance planning
- Improved system reliability
- Streamlined facility management across diverse locations

Strategic Value

- Data-driven infrastructure planning
- Automated ESG reporting and compliance
- Virtual metering across distributed facilities
- Vendor-neutral flexibility for future growth
- Enhanced sustainability reporting capabilities

Through these outcomes, commercial organizations can better manage their complex infrastructure while maintaining operational excellence and supporting their business objectives.



Data Infrastructure



Data infrastructure encompasses mission-critical facilities like hyperscale data centers, colocation facilities, and telecommunications infrastructure, where power monitoring is not just about efficiency - it's about survival. These facilities require uncompromising power monitoring solutions, as even microseconds of downtime can result in losses through service level agreements (SLAs) measured in millions of dollars. APT brings decades of specialized knowledge in mission-critical environments, implementing comprehensive energy monitoring solutions that provide detailed power quality analysis, including advanced event detection and prevention systems that help facilities teams maintain continuous operations.

APT's comprehensive design and monitoring approach supports operational reliability, and enables proactive maintenance strategies that maximize uptime and protect critical infrastructure investments. The combination of electrical design, real-time monitoring through effective EPMS strategies, predictive analytics, and APT's deep expertise in critical environments ensures that data infrastructure facilities maintain the highest levels of reliability while optimizing their power infrastructure for future growth.

APT's solutions for data infrastructure facilities deliver key outcomes across three critical areas:

Financial Impact

- Prevents downtime loss through early anomaly detection
- Optimized power consumption across facility operations (Including remote Edge)
- Enhanced capacity planning for infrastructure investments
- Reduced equipment replacement costs through power quality management
- Maximized infrastructure reliability investments

Operational Benefits

- Comprehensive power quality monitoring and analysis
- Real-time visibility from utility entrance to rack level
- Enhanced redundancy management and testing
- Proactive maintenance scheduling
- Integration of diverse power systems (Including alternative energy)

Strategic Value

- Data-driven infrastructure planning
- Simplified regulatory and customer compliance reporting
- Multi-location remote management
- Vendor-neutral flexibility for future expansion

APT knows critical infrastructure. APT-designed solutions maintain the highest levels of reliability while optimizing their power infrastructure for future growth.



UTILYTX Analytics Platform



Though there are many BMS systems that offer visualization of energy utilization, none pursue the angle of financial analysis to drive operational improvements. The UTILYTX Analytics transforms traditional power monitoring into a powerful decision-making tool that drives financial and operational outcomes. This cloud-based platform goes beyond simple visualization to provide actionable financial insights directly impacting your bottom line.

Advanced Analytics

The UTILYTX sophisticated virtual metering capabilities allow organizations to aggregate data across multiple meters, buildings, or sites, providing unprecedented visibility into energy consumption patterns. The platform's real-time energy models, based on actual utility rates, enable proactive cost management and operational adjustments before unexpected charges appear on utility bills.

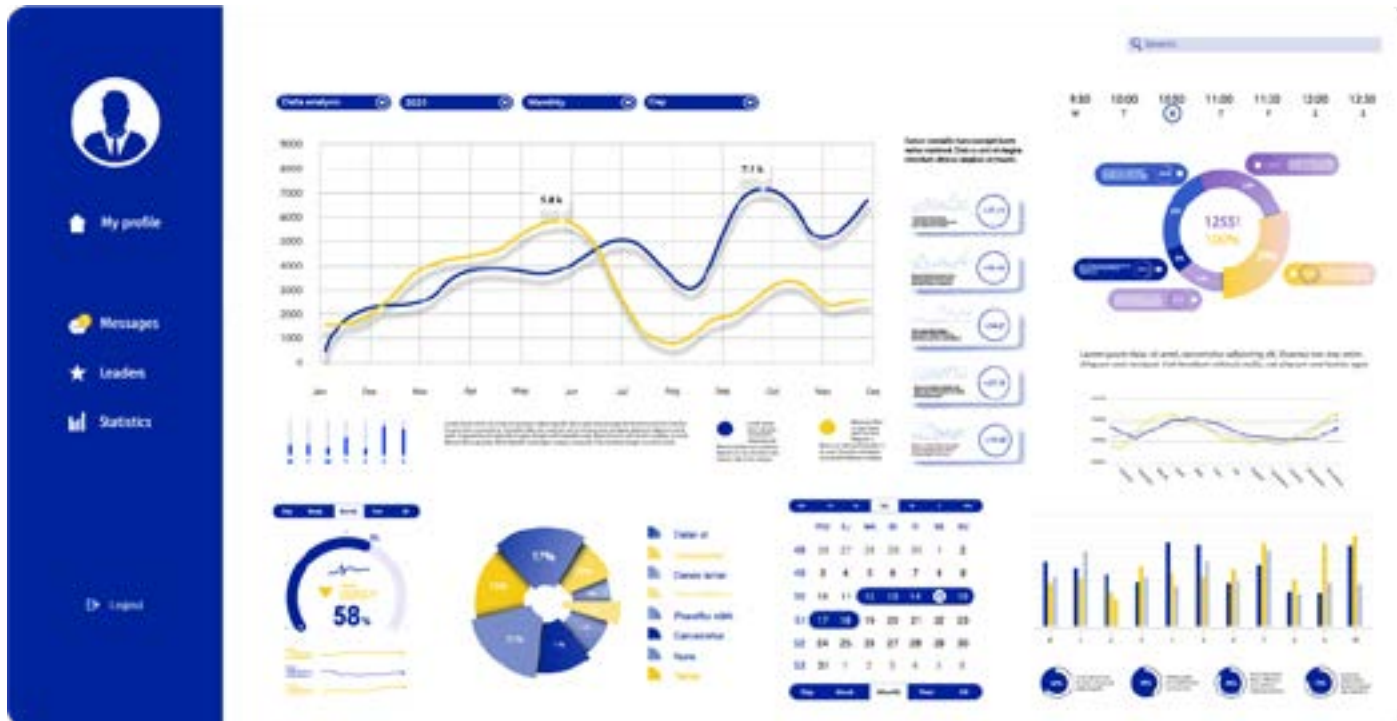
Operational Intelligence

Unlike standard monitoring tools, UTILYTX delivers comprehensive power quality analysis and forecasting capabilities. The platform generates accurate energy cost projections using real-time, historical, and current tariff information, enabling organizations to make informed decisions about infrastructure changes before implementation.

Simplified Reporting

UTILYTX streamlines ESG reporting and data collection, eliminating the manual tabulation typically required for sustainability reporting. The platform maintains data consistency even during technology upgrades, ensuring continuous visibility across operations. This simplified approach to infrastructure deployment allows organizations to evolve their monitoring technology without compromising data integrity.

Beyond this, UTILITYX makes your EPMS easier to maintain, eliminating the complexity of meter replacements solving the inconsistencies that are common when upgrading or replacing metering technology.



Preferred Service Programs



Service excellence forms the foundation of APT's long-term commitment to our clients. Through our comprehensive service programs, we ensure that your power monitoring systems delivers value long after initial implementation regardless of who performed the initial installation or the age of the system.

Proactive Partnership

Our preferred service program transforms traditional support into a strategic partnership. We work as an extension of your facilities team, providing continuous system monitoring and optimization. This proactive approach helps identify and resolve potential issues before they impact operations, ensuring maximum system reliability and performance.

Technical Support Excellence

Our technical support team brings deep expertise across multiple platforms and technologies. Available 24/7, they provide rapid response to critical issues and ongoing guidance for system optimization. This comprehensive support includes regular system health checks, performance optimization recommendations, and technical training for your staff.

Preventive Maintenance

Regular system maintenance is crucial for optimal performance. Our preventive maintenance program includes scheduled system reviews, firmware updates, and performance optimization.

We maintain detailed documentation of your system configuration and history, ensuring consistent support even as your infrastructure evolves.



Contact Information



APT empowers organizations to take control of their energy future through integrated power monitoring solutions that deliver measurable results. For over two decades, we have transformed how businesses manage their electrical infrastructure - from healthcare facilities and educational institutions to data centers and commercial operations. Our vendor-neutral expertise, combined with our commitment to lasting partnerships, ensures that each solution we deliver not only meets today's challenges but scales for tomorrow's opportunities. Connect with APT today to discover how we can help optimize your power infrastructure, enhance reliability, and drive operational excellence.



CAMPBELL
CALIFORNIA

+1.408.342.0790



CHARLOTTE
NORTH CAROLINA

+1.704.340.6577



www.apt4power.com



aptsales@apt4power.com

APT

APPLIED POWER TECHNOLOGIES, INC



13016 Eastfield Road, Suite B200 #224,
Huntersville, NC 28078

+1.704.340.6577



www.apt4power.com

aptsales@apt4power.com

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