



**SECURE**  
POWER SOLUTIONS

EC 10856

Your leading  
independent UPS  
service company





# Our Vision

Secure Power Solutions is proud to be Western Australia's leading critical power service provider.

Regardless of the size of your project and its complexities, we have the resources, skills and equipment to support your needs.

Our dedicated team has decades of experience in the highly specialised area of constant, reliable power provision to a range of industries.

Our in-depth knowledge of UPS systems and commitment to keeping up to date with the latest technologies and innovations, means our customers are never left in the dark.

At Secure Power Solutions, we are committed to providing excellent customer service. We offer lifetime support for your critical power systems and are available whenever and wherever you need us.

We are proud to be a completely independent company. Our advice is unbiased and based solely on selecting the most cost-effective, efficient and reliable power solution to meet our customer's needs.



“The Secure Power Solutions’ team genuinely cares about your success and we pride ourselves on helping your company achieve its goals.”

Tony Rutter, Managing Director  
Secure Power Solutions

System Integrator (Client)

# About Us

Secure Power Solutions was founded in 2012 by a highly skilled team with extensive local and international experience in the provision of secure power.

A completely independent and 100 percent Western Australian-owned company, Secure Power Solutions identifies, installs and manages high quality Uninterruptible Power Supplies (UPS) systems to support a range of industries.

Our customers include:

- IT specialists
- Local government
- Oil & gas companies
- Mining operations
- Hospitals
- Data centres
- Transport services
- Telecommunications
- Utilities
- Power stations
- Commercial buildings

In the event of a power outage, our customers trust us to guarantee a constant secure power supply, and ensure continuity of service and optimum operating efficiency.

We are authorised service partners for Eaton, Chloride, Schneider Electric, Socomec and AEG Power Solutions.

**Choose Secure Power Solutions for reliable, constant power every day and every night.**

# Our Values

## Independent Advice

Secure Power Solutions is completely independent. We are not aligned or affiliated with any brands which means our customers can trust us to provide the best product to suit their needs.

## Industry Expertise

Our three Executive Board Members have almost 100 years of combined relevant industry experience and are supported by a team of highly trained technicians.

## Integrity

Secure Power Solutions is committed to providing honest, transparent, and genuine customer service. Our lifetime of support for our customer's critical power systems sets us apart from our competitors.

AUTHORISED SERVICE PARTNERS FOR:





# Key Personnel



**Tony Rutter**  
Managing Director

Tony brings almost three decades of international expertise to Secure Power Solutions.

Having completed his electronics apprenticeship for the Ministry of Defence in the UK, he went on to work for two leading UPS manufacturers, gaining invaluable experience and skills. In 1995, he joined Harath and dedicated the next 12 years to expanding his secure power management skills.

Tony immigrated to Perth in 2007 to work for the major manufacturers Chloride and APC/Schneider Electric IT.

He went on to factory witness test and commission the world's (then) largest submarine battery charger in the world; a parallel redundant 2,500kW 550Vdc customised programable system.

Tony launched Secure Power Solutions in 2012 with the aim of setting a new Australian standard for secure power services in Australia – a goal he quickly achieved.



**John Barker**  
Technical Services Director

Backed by 40 years of experience in Western Australia's electrical industry, John joined Secure Power Solutions in September 2012.

He spent the formative years of his career working for Air Services Australia as a Lead Electrical Technical Officer, before joining the secure power industry in 1990.

John has been responsible for commissioning many of the flagship UPS installations in WA's oil & gas industry, on remote mine sites and commercial sites.

With his extensive experience commissioning industrial and customised UPS systems, he is considered a highly accomplished specialist in this sector. His widely recognised proficiency regularly takes him interstate and overseas to commission and oversee projects for customers.

John is a mentor to our technicians and enjoys sharing his years of experience with our team.



**Chris O'Nions**  
Business Development Director

Chris's experience in the secure power industry spans over 30 years. He holds several electrical engineering qualifications and was awarded an electrical licence while working for Air Services Australia.

He worked with Emerson in the early 1990's in the UPS services field which afforded him extensive practical experience. In 1998, Chris launched MGE UPS Systems (now part of Schneider Electric) in WA, where he focused on industrial UPS systems. This involved design input and project management of secure power on some of the State's largest mining and oil & gas projects.

In 2008, Chris joined APC (now Schneider Electric), in a national leadership role, where he played an integral role in the significant growth of their industrial secure power sector. In addition to several large LNG projects, he has also worked on large power UPS projects in data centres, health, defence, energy, water, transport, telecommunications and commercial sectors. He joined Secure Power Solutions in 2013.

# Capabilities

Secure Power Solutions provides expert, independent advice and services to support the complete lifecycle of our customer's critical power needs.

## Independent advice

Secure Power Solutions is completely independent and prides itself on providing unbiased product and service advice to our customers.

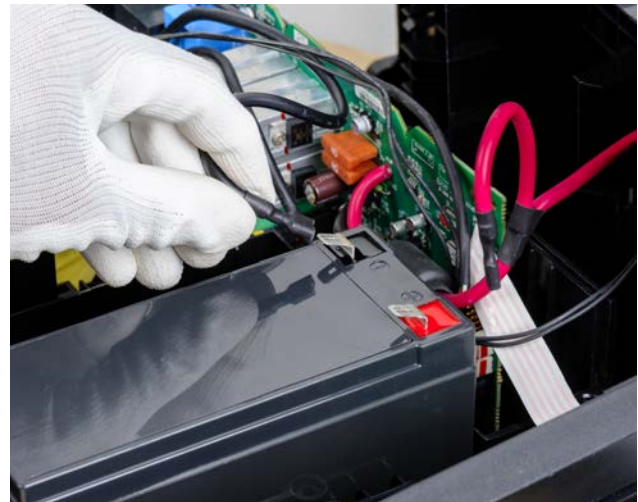
We work alongside designers, electrical contractors, product integrators, resellers, and data-centre managers, to find the right product to suit the end user's specific needs.

Our team is regularly trusted to provide advice on battery technologies and types, battery monitoring systems, DC rectifier systems, inverters, active harmonic conditioners, power factor correction, standby generators, surge suppression, static switches, and major products utilised in critical power infrastructure.

## Project management & acceptance testing

Secure Power Solutions provides project management services for effective and efficient critical power installations and lifecycle maintenance. Having an independent expert at acceptance testing has avoided costly reworks and project delays.

Our team of experts oversee each stage of the project and work with our customers to minimise delays and get ahead of potential issues. This helps keep costs low and ensures projects run on time and on budget.



## Audit services

Secure Power Solutions provides thorough audits and assessments on the status and condition of your current critical power environment to ensure it is operating efficiently.

Equipped with the latest tools and technology, our team will audit:

- Commercial buildings
- Entire critical electrical systems
- Uninterruptable Power Supply (UPS) portfolios
- Battery systems
- Harmonics
- Efficiency

## Maintenance and call out

We are committed to ensuring our customer's operations always run efficiently. We provide tailored maintenance plans and a 24-hour call-out service to keep downtime to a minimum.

Our highly qualified technicians provide scheduled maintenance for:

- UPS
- Batteries
- DC rectifier systems
- Inverters and static switches
- Standby generators
- Power factor correction
- Active harmonic filters

# Trusted by Perth's IT sector

Secure Power Solutions' extensive customer base reflects our commitment to providing exceptional customer service.

Our ongoing maintenance and 24/7 call out service is supported by uniquely skilled professionals who take the time to thoroughly understand the customer's needs and system requirements to identify and mitigate risks.

Our team understands the complexities of inter-dependent systems and the importance of effective end-to-end change management processes in ensuring continuity of service.

This specialised knowledge is particularly valued by our IT customers and sets us apart from our competitors.

The holistic, unbiased support provided by the Secure Power Solutions team bridges the gap between electricians and IT professionals. This ensures seamless provision of uninterrupted power supply for reliable, continuous connection to the Cloud and other critical services.

As a result, Secure Power Solutions is relied on as a critical power partner for integrated IT systems and service providers across Perth.





# Case Study

## Client

Our client was an IT systems integrator working for a State Government agency with remote locations from Bunbury to Carnarvon and South Hedland.

## Challenge

Our client had an opportunity to bid on work with the Government agency to supply and install new UPS systems at remote locations across Western Australia.

As a Systems Integrator, they were able to supply the hardware but did not have the skills inhouse to be able to deploy the solutions across the State. Without this skill set they were unable to bid on the work. They needed an experienced partner who could be trusted to work with them.

## Solution

The Secure Power Solutions team worked with the client at the bid stage to identify and cost potential risks. Upon contract award, Secure Power Solutions technicians flew to the remote towns, decommissioned and removed the end-of-life UPS systems, then assembled and installed the new solution featuring the latest APC Lithium UPS and extended run batteries.

The old systems were made safe and taken to appropriate recycling centres or prepared for return to Perth where the locations didn't have recycling facilities. The Secure Power Solutions team was able to work with the end users' IT team to ensure the new system was connected to the IT network.

## Outcome

Partnering with Secure Power Solutions enabled the client to bid for (and win!) contracts that they previously were ineligible to apply for.

Our team understood the end users' requirements and were able to carry out both the electrical installation works and the configuration and patching of the network connections for the new system. This meant the end user didn't have to send their staff to remote sites which saved them time and provided the expertise they needed.

“Great work and detailed report, thanks for your help.”

System Integrator (Client).





# SECURE POWER SOLUTIONS

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Whether it's a small or large operation, Secure Power Solutions has the resources, skills, and expertise available to support your critical power infrastructure - wherever your clients are.

- +61 8 6201 4634
- service@securepower.com.au
- 22 Forward St, Gnangara 6077 WA
- [www.securepower.com.au](http://www.securepower.com.au)

### Secure Power Solutions

- critical power when you need it most.

