

PRICE BOOK

PARTNERS TRANSFER
PRICE LIST FOR THERMAL
MANAGEMENT PRODUCTS



**Partners Transfer Price List
for Thermal Management Products**

Version

QS-PL-PRD-19-03-01

Validity

01st March 2019 to 31thDecember 2019

Prepared by

Mr. Ashok Yadav

Approved by

Mr. Raghuvveer Singh



Vertiv™ Liebert® PDX

Liebert® PDX removing the heat from any Data Centre

Liebert® PDX direct expansion cooling units are equipped with the most advanced industry technology, guaranteeing the heat removal from the data centers and server rooms, utilizing R410A refrigerant which allows them to reach significant levels of efficiency. The Liebert® PDX range can be supplied with the latest EC Fans 2.0 technology thus ensuring maximum energy efficiency. Furthermore, the complete unit design has been optimized with enhanced heat exchangers, delivering a high level of overall efficiency and cooling capacity. In addition, Liebert® PDX is also available with the unique Digital Scroll technology, making it the ideal, scalable cooling system able to expand with evolving business needs. Liebert® PDX Key Distinguishers in Numbers for Efficiency, Capacity & Availability are as follows:

EFFICIENCY



- +10% Full Load
- +30% Partial Load

CAPACITY



- Efficient Capacity Modulation
- +10% Capacity for the Same Footprint

AVAILABILITY



- Grant IT equipment operation within ASHRAE Thermal ranges
- Continuous Operation

Liebert® HPA Condensers of Vertiv™ dissipate the heat coming from air cooled direct expansion indoor units. Specifically designed for High Performance Air Conditioning applications, Liebert® HPA are characterized by high energy efficiency, excellent reliability and low sound emissions.

Price Book has been divided in Following Annexures:

- Annexure – A** - Condenser Selection Chart
- Annexure – B** - Digit Nomenclature
- Annexure – C** - Nomenclature Features
- Annexure – D** - Price and Terms & Conditions

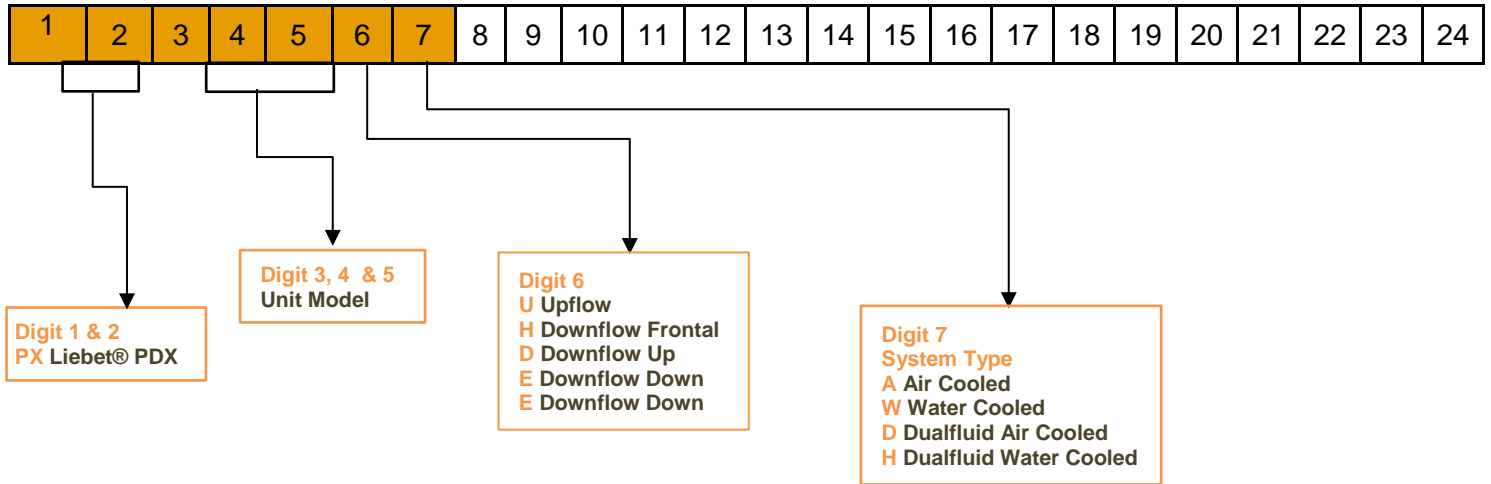
Annexure – A - Condenser Selection Chart

Base Model	Condenser Model for Ambient Upto 40 deg C	Condenser Model for Ambient Upto 45 deg C	Condenser Model for Ambient Upto 48 deg C
PX015	HCR17	HCR24	HCR33
PX021	HCR24	HCR33	HCR43
PX025	HCR24	HCR33	HCR43
PX031	HCR33	HCR43	HCR51
PX033	HCR43	HCR51	HCR59
PX041	HCR51	HCR59	HCR76
PX045	HCR59	HCR76	HCR88

Annexure – B:

Liebert PDX **Digit Nomenclature (Indoor units) - The unit is fully

Defined by Twenty-Four Digits:

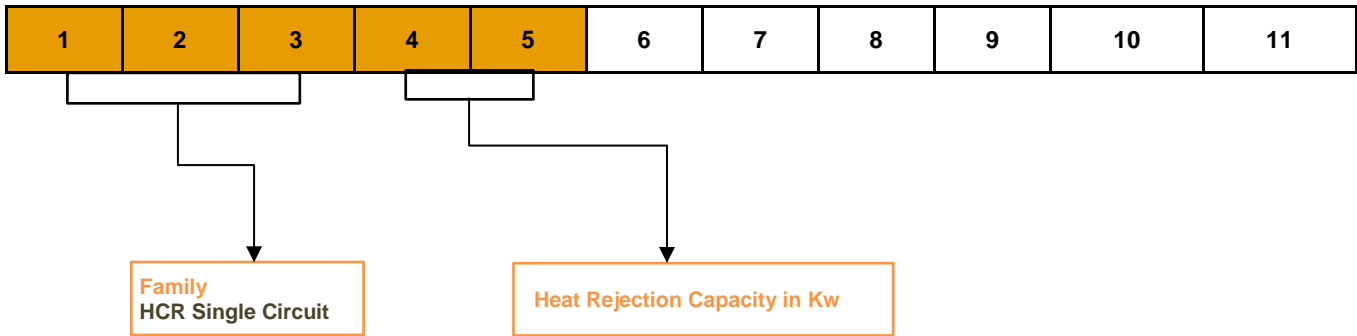


Digit 8	Fan Type
L	Premium Fan Module
Digit 9	Main Power Supply
3	400V / 3ph / 50 Hz + N
Digit 10	Cooling System
6	Single Circuit Fixed Scroll R410A with TXV
7	Single Circuit Digital Scroll R410A with TXV
S	Single Circuit Fixed Scroll R410A with EEV
U	Single Circuit Digital Scroll R410A with EEV
4	Dual Circuit Fixed Scroll R410A with TXV
T	Dual Circuit Digital Scroll R410A with TXV
W	Dual Circuit Fixed Scroll R410A with EEV
X	Dual Circuit Digital Scroll R410A with EEV
Digit 11	Humidification
0	None
H	Infrared Humidifier
Digit 12	Microprocessor Control
B	Small Coldfire Display TH Sensor
D	Large Coldfire Display TH Sensor
X	Small Coldfire Display TH Sensor (For Extended Unit)
Z	Large Coldfire Display TH Sensor (For Extended Unit)

Digit 13	Heating & Re-Heating
0	None
1	One Stage Electric Heating Standard
2	Two Stage Electric Heating Standard
Digit 14	Air Filter Efficiency
1	G4 Grade High efficiency filters
3	G4 Grade High efficiency filters + Clogged Filter
Digit 15	Condensing Control
1	Air Cooled or Water Cooled with Standard Pressure
Digit 16	Unit Color
1	Standard Black RAL7021
Digit 17	High Voltage Option
D	Standard Power Supply
F	Dual Power Supply Option IA for DX
I	Dual Power Supply Option IIA for DX
G	Dual Power Supply Option IIIA for DX
Digit 18	Packing Option
0	Option package None
S	Smart Aisle Kit with One Number
	Remote TH Sensor
T	Smart Aisle Kit with Three Numbers
	Remote TH Sensor
P	Smart Aisle Kit with Floor
	Pressure Sensor Logic
Digit 19	Monitoring
0	No Card, Unit fitted with Intellislot
P	Intellislot with Unity Card for
	monitoring through SNMP, Modbus,
	Bacnet & HTTP
Digit 20	Sensor
0	Free
Digit 21	Packing
P	Std. Packing for Domestic Supply
S	Seaworthy Export Packing
Digit 22	Special Requirement
A	None
1	Motorized Damper with Standard Actuator
Digit 23	Liquid Receiver
0	None
L	Liquid Receiver of Std. Capacity
Digit 24	Smoke Detector
0	None
S	Smoke Detector Fitted in Unit

HCR Condenser - **Digit Nomenclature (Outdoor Units)

The Unit Is Fully Defined by Ten Digits.



Digit 1 to 5	Basic Unit
	Air Cooled Condenser Inclusive Of
>	6 Pole Axial Fan(s), IP54
>	Main Switch
>	Power Supply 230V/1Ph/50Hz
Digit 6	Condensate Control
0	Without Fan Speed Controller
1	With Fan Speed Controller
Digit 7	Packing
C	Standard Domestic Packing
S	Seaworth Export Packing
Digit 8	Coil
G	Copper Tube/Al. Fins
I	Epoxy Coating
Digit 9	Free
0	Job Identifier
Digit 10	Free
0	Job Identifier
Digit 11	Free
0	Job Identifier

Annexure C - Nomenclature Features

DIGIT	*Description	Nomenclature	Remarks
1-5	Basic unit (external unit not included)		
	Basic unit (external unit not included)		Liebert PDX High Efficiency DX precision cooling unit standard/extended height Odd No. Single Circuit and Even No. Double Circuit
6	<u>Air Discharge</u>		
	Upflow	U	Upflow air delivery
	Downflow Frontal	H	Frontal air delivery
	DownFlow UP	D	Downflow Air Delivery
	Downflow Down	E	Fans in the raised floor, downflow air delivery
7	<u>Cooling System Type</u>		
	Air Cooled	A	Air Cooled Condenser
8	<u>Fan Type</u>		
	EC Fan 2.0 Premium	L	New generation Centrifugal Plug in Fan equipped with Electronically Commutated motor for TOP energy efficiency
9	<u>Power Supply</u>		
	Power Supply 400V / 3ph / 50Hz+N	3	Power Supply 400 V / 3 ph / 50 Hz + Neutral
10	<u>Cooling System</u>		
	Single Circuit Fixed Scroll R 410 with TXV	6	High Efficient Scroll Compressor Fixed Capacity with Mechanical Expansion Valve - Single Circuit
	Single Circuit Digital Scroll R 410 with TXV	7	High Efficient Digital Scroll Compressor Modulating Capacity with Mechanical Expansion Valve - Single Circuit
	Single Circuit Fixed Scroll R 410 with EEV	S	High Efficient Scroll Compressor Fixed Capacity with Electronic Expansion Valve - Single Circuit
	Single Circuit Digital Scroll R 410 with EEV	U	High Efficient Digital Scroll Compressor Modulating Capacity with Electronic Expansion Valve - Single Circuit
11	<u>Humidification</u>		
	None	0	No Humidifier is installed in this unit
	Infrared Humidifier	H	Unit fitted with Infrared Humidifier
12	<u>Microprocessor Control</u>		
	ICOM & Coldfire Display Small Temperature & Humidity Sensor	B	Unit will be controlled by the iCOM controller. Unit will have advanced Small Coldfire Display. The unit is fitted with return Temperature & Humidity Sensor
	ICOM & Coldfire Display Large Temperature & Humidity Sensor	D	Unit will be controlled by the iCOM controller. Unit will have advanced Large Coldfire Display. The unit is fitted with return Temperature & Humidity Sensor
13	<u>Heating & Re - Heating (Including Supply Air Sensor - to control the temperature on supply side 0-10V sermotor is needed; otherwise it will be just displayed or limit function)</u>		
	none	0	No additional electric heating is installed in the unit
	electric heating standard Capacity	1	Single Stage Electric heating is installed in the unit
14	<u>Air Filter</u>		
	G4 dust spot	1	Unit is equipped with a G4 class filters
	G4 dust spot + Clogged Filter	3	Unit is equipped with a G4 class filters and sensor to provide an alarm once filters will be dirty and so it's needed to replace them.
15	Condensing Controls		
	Free	1	Included in Unit

DIGIT	*Description	Nomenclature	Remarks
16	<u>Color</u>		
	Black Vertiv 7021 color	1	Unit color is Black Emerson 7021
17	<u>High Voltage Options</u>		
	Standard power supply	D	Unit has a single power source
	Dual Power Supply Parallel (PRIORITY SOURCE IS RAW1 FOR ALL COMPONENTS & ALL COMPONENTS RUN ON EITHER SOURCE.) - OPTION I A	F	Dual Power Supply Parallel (Whole machine will run either on Raw1 or Raw2 Power) - Raw 1 Will be priority power
	Dual Power Supply ALTERNATE-UPS (PRIORITY SOURCE IS UPS FOR FAN, CONTROLLER & HIGH CURRENT RATED COMPONENTS RUN ONLY ON RAW.) - OPTION II A	I	Dual Power Supply (Whole machine will run on Raw Power; During Power failure EC Fan & ICOM will run on UPS Power) -
	Dual Power Supply ALTERNATE-RAW (PRIORITY SOURCE IS RAW FOR ALL COMPONENTS AND HIGH CURRENT RATED COMPONENTS RUN ONLY ON RAW) - OPTION III A	G	Dual Power Supply (Whole machine will run on Raw Power; During Power failure EC Fan & ICOM will run on UPS Power) -
18	<u>Option Package</u>		
	Option Package None	0	None option package is installed
	Option Package #1 - Kit for Smart Aisle (With 1 No. Temperature Sensor) (available only for digit 6 = D or E and for digit 8 = L and for digit 10= U or X or T or 7 and digit 12 = D)	S	Unit is ready for Smart Aisle application. Top efficiency solution to manage cooling on containment.
	Option Package #1 - Kit for Smart Aisle (With 3 Nos. Temperature Sensor) (available only for digit 6 = D or E and for digit 8 = L and for digit 10= U or X or T or 7 and digit 12 = D)	T	
	Option Package #2 - Kit for Floor Pressure Sensor (available only for digit 6 = D or E and for digit 8 = L and for digit 10= U and digit 12 = D)	P	Unit is ready for Smart Aisle application. Top efficiency solution to manage cooling on containment. With pressure sensor also
19	<u>Monitoring</u>		
	Without Unity Card	0	
	(1) Unity Card	P	Unit is provided with 1 No Unity Card
20	<u>Sensors</u>		
	Sensors - Free	0	No additional sensors are fitted in the unit.
21	<u>Packing</u>		
	Standard Packing	P	Unit will be shipped in the Standard Packing which protects the unit during transport
	Seaworthy Export Packing	S	Unit will be shipped in the seaworthy packing which protects the unit from the aggressive environment during sea transport
22	<u>Special Requirements</u>		
	none	A	No additional options are fitted
	Motorized Damper with standard Actuator	1	
23	<u>Liquid Receiver</u>		
	Unit without Liquid Receiver	0	Unit is without liquid receiver
	Unit with Liquid Receiver	L	Unit is with liquid receiver
24	<u>Smoke Detector</u>		
	Unit Without Smoke Detector	0	Unit is without liquid receiver
	Unit with Smoke Detector	S	Unit is with liquid receiver

Annexure – D – Price and Terms & Conditions

**DIGIT	(INDOOR UNIT) *DESCRIPTION	PX015	PX021	PX025	PX031	PX033	PX041	PX045
1-5	Basic unit (external unit not included)							
	Basic unit (external unit not included)	183,803	185,321	199,001	216,580	227,308	263,047	263,047
	Air Discharge							
	Up flow	3,500	3,500	3,500	3,500	3,500	5,500	5,500
	Downflow Frontal	12,500	12,500	12,500	12,500	12,500	15,600	15,600
	DownFlow UP	0	0	0	0	0	0	0
	Downflow Down	NA	NA	NA	NA	NA	20,000	20,000
7	Cooling System Type							
	Air Cooled	0	0	0	0	0	0	0
8	Fan Type							
	EC Fan 2.0 Premium	0	0	0	0	0	0	0
9	Power Supply							
	Power Supply 400V / 3ph / 50Hz+N	0	0	0	0	0	0	0
10	Cooling System							
	Single Circuit Fixed Scroll R 410 with TXV	19,000	20,000	20,000	25,000	25,000	30,000	37,000
	Single Circuit Digital Scroll R 410 with TXV	32,000	50,000	75,000	87,000	92,000	115,000	128,500
	Single Circuit Fixed Scroll R 410 with EEV	49,000	50,000	50,000	55,000	55,000	60,000	67,000
	Single Circuit Digital Scroll R 410 with EEV	62,000	80,000	105,000	117,000	122,000	145,000	158,500
11	Humidification							
	None	0	0	0	0	0	0	0
	Infrared Humidifier	30,000	30,000	30,000	30,000	30,000	30,000	30,000
12	Microprocessor Control							
	ICOM & Cold fire Display Small Temperature & Humidity Sensor	0	0	0	0	0	0	0
	ICOM & Cold fire Display Large Temperature & Humidity Sensor	14,800	14,800	14,800	14,800	14,800	14,800	14,800
13	Heating & Re - Heating (Including Supply Air Sensor - to control the temperature on supply side 0-10V sermotor is needed; otherwise it will be just displaid or limit function)							
	None	0	0	0	0	0	0	0
	electric heating standard Capacity	10,080	10,080	10,080	10,080	10,080	10,080	10,080
14	Air Filter							
	G4 dust spot	2,500	2,500	2,500	2,500	2,500	3,000	3,000
	G4 dust spot + Clogged Filter	4,800	4,800	4,800	4,800	4,800	5,500	5,500
15	Condensing Controls							
	Free	0	0	0	0	0	0	0
16	Colour							
	Black Vertiv 7021 colour	0	0	0	0	0	0	0

**DIGIT	(OUTDOOR UNIT) *DESCRIPTION	HCR17	HCR24	HCR33	HCR43	HCR51	HCR59	HCR76	HCR88	HCR99
1-5	Base module									
	Air cooled condenser, including:	40,200	45,500	60,100	78,500	84,500	95,500	1,15,600	1,42,700	1,75,200
	- GI powder Coated frame and supports									
	- axial fan(s) IP54									
	- main switch IP65									
	- power supply 230V/1/50Hz									
6	Condensation control									
	Stepless fan speed control	10,700	10,700	10,700	10,700	10,700	10,700	12,700	12,700	22,500
	No control (Only for low ambient option -35°C, please refer to sheet Options for more details)	0	0	0	0	0	0	0	0	0
7	Packing									
	Standard Domestic Packing	0	0	0	0	0	0	0	0	0
	Seaworthy Export Packing	12,500	12,500	12,500	14,500	14,500	14,500	16,500	16,500	30,500
8	Coil									
	Copper Tube/Aluminum Fins	0	0	0	0	0	0	0	0	0
	Epoxy Coating	10,400	10,400	10,400	13,300	13,300	13,300	16,000	17,000	24,000

TERMS AND CONDITIONS

- All prices are Ex- Distributor Warehouse at billing locations of the Distributor.
- Freight and Insurance are extra at Actual.
- GST, entry tax or any other levies would be extra at actual at the time of supply.
- Payment: 100% prior to dispatch.
- Prices are final as applicable in this price book
- While all billing will be considered to compute the target achievement, sales done only on DTP will be considered for incentive purpose.
- Price book consists of all frequently traded products. DTP for any product not covered by the price book will be given on request. Incentive will be applicable for such products also as per the clause above.
- Warranty is 12 months from the date of installation or 15 months from the date of dispatch whichever ends earlier.
- I&C charges are extra.
- Validity: Till 31.12.2019.
- The above prices are applicable for India partners only.
- Any deviations on the models & their BOM need to carefully select by partner in discussion with Local Vertiv team to get appropriate selection.
- This pricelist supersedes any previous channel pricelist issued by Vertiv Energy Private Limited for Floor Mount Thermal Products of this range.
- Lead times: Average lead time will be 7 to 8 weeks from the commercial clear Purchase Order and advance. Partner to contact Vertiv sales representative for updated lead time on case to case basis
- The partner should achieve the annual sell-in base target to achieve the base incentive
- Billing done only on DTP will be considered for payout for Thermal products. Cases with SPR will not be considered for annual schemes
- In case, partner fails to achieve the annual sell in target, the amount disbursed for quarterly payout will be debited from partners.
- The company reserve rights to change/update the pricelist & schemes at point of the time.