



POWER BATTERY SOLUTIONS INTERNATIONAL



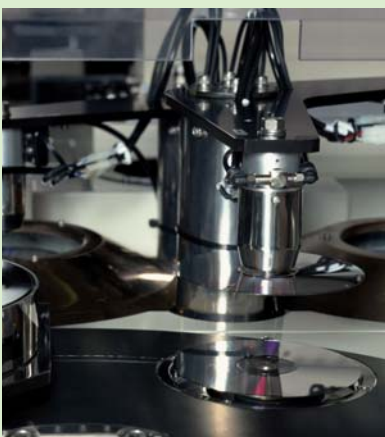
PBSI: A Global Network.



Banking & Finance



Infrastructure



Machines & Robotics



Airport & Railways



Renewable Energy

**It's not our
products,
it's not the location,
it's your application
that counts!**

We offer more than just batteries.

We offer a partnership that is full of power!

Company profile and history

Supply and service of a big company but the personal attention for detail and flexibility of a small company.

PBSI is an independent company in the battery-market, concentrating on an important number of key market segments with a strong service and technical support.

Our service and support in combination with a range of well recognized products form the basis of PBSI's success. These products, sold under their original brand name, have found use in many applications. These range from airports to traffic control systems and from shopping malls to renewable energy systems. Most of our sales are via dedicated installers and OEM customers but an increasing number of our products find their way via the trade channel.

PBSI is now ready to make the next step. A step that involves a dedicated group of distribution partners around Europe, the African continent and the Middle East. Partners that are able to sell our products and services and know they will receive fitting support while doing so.

Suitable PBSI Distribution Partners will get market- or area exclusivity, enabling them to join our successful team while increasing their own market profile. A comprehensive range of products is available while you receive world-class support for projects identified in your market.

PBSI values good partners since they understand the local requirements and business atmosphere, seen as vital in becoming a network of first class suppliers of batteries and related products in the EMEA area.

PRODUCTS AND PROJECTS EXPERIENCE

Highly respected, skilled people who maintain strong partnerships

Ever had to walk away from a potentially good customer or project since your company was not qualified, too small, too big or could not provide cross-border support? That must have been a frustrating feeling since you know all the local ins-and-outs!

That's where the close-knit PBSI network comes into play. The increasing network of PBSI enables you to successfully fulfil those special requirements your customers have. This enables you to supply to local users and world-class companies, no matter where their headquarters are located.

Together we can provide those companies with the requested technical and logistic support while maintaining price competitiveness and profitability. An open communication between all PBSI partners, aided by regular Distribution Partner meetings, means you can count on the right support for customers, logistics and projects across the whole area.

All this enables a closer link with your customers, higher profitability and better long-term outlook in the highly competitive battery market.

Products that sell complete with support!

Proven products to offer your clients.

To become a Distribution Partner for a product or company can be great. But only providing you have enough protection in your market to really make a profit!

That is why PBSI offers first class products, many on an exclusive basis, to qualified partners:

- **Small to mid-size VRLA with a functional life of up to 5-years.**
- **Medium to large VRLA with a functional life of up to 10 years.**
- **Medium to large High Rate VRLA High Rate with an expected functional life of 10 years.**
- **Medium to large batteries VRLA with an expected functional life of 10 years with Front Terminals mainly for telecommunications applications.**
- **Small to mid-size VRLA for use in cyclic applications.**
- **Medium to large VRLA for cyclic applications, mobile homes, boats and yachts, renewable energy etc.**
- **Vision – A full range of products of VRLA batteries in AGM and Gel, with an expected functional life of up to 5-years, 10-years or years 12+ depending on the model range.**
- **Medium to large VRLA with an expected functional life of 10-years.**
- **OPzS and OGi blocks and batteries with a expected functional life up to 15 years.**

All of the above can be supplied including heavy duty cables, pole covers, racks or cabinets, fuse boxes, chargers and many more.

Areas of experience

An experienced team at PBSI will enable you to look for business such as:

- **Telecommunications**
- **Uninterruptible power supplies (UPS)**
- **Electric appliances**
- **Studios for television and radio**
- **Emergency lighting**
- **Airports, railway and metro stations**
- **Commercial Centres**
- **Theatres**
- **Electricity production plants**
- **Medical Centres and hospitals**
- **Renewable energy and much more!**

Our distribution capabilities enable 'just-in-time supply' for customers such as:

- **High volume production companies**
- **Systems integrators**
- **Services organization**
- **Distributed assembly companies**
- **Distribution sales**
- **EMEA-wide support for your customers during their complete development and manufacturing cycle**



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**ales and Service oriented?
Looking for new opportunities?**

oin the strong PBSI team of Distribution Partners!

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