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**Power  
Generation**



# Standby Power

## **Case History** SK Broadband Incorporated

### **Where:**

SK Broadband, Seoul, South Korea

### **What:**

Fully integrated standby power solution comprising 5 generator sets – 2 x 2500 DQLC gensets powered by QSK78G6 engines at Seo Cho Building; and 3 x C2250D6A gensets powered by QSK60G9 engines at Il San Building

### **Purpose:**

To provide reliable power support to back up the operations at SK Broadband in Seo Cho Building & Ilsan Information Building

### **Primary choice factors:**

Cummins Power Generation's ability to supply quality equipment, and successfully integrate them into the customer's existing system, at competitive prices and with high service levels.

## **Korea's fastest Internet provider won over by Cummins Power Generation's reliability and capabilities**

In recent evolution of Korea's telecommunications industry, the emergence of ICT services like Mobile Office and Cloud Computing have received substantial attention and focus. This evolution coincides with an increasing interest in and usage of smartphones and tablet PCs.

The fixed line telecommunication industry is taking a key role in competing for the convergence market, with a high concentration of IPTV (Internet Protocol TV) subscribers, who will foreseeably shift to the VoIP platform.

These combined developments mean that a dominant Telecommunication service provider like SK Broadband can ill-afford any downtime that will lead to a breakdown of services.



Cummins Power Generation's range of C2250 D6A generator sets, powered by QSK60G9 engines, provide critical and reliable backup power installed at SK Broadband II San Building.

In a highly competitive datacenter market such as Korea, a service and operation collapse will mean failing customers' trust and ultimately losing them to competitors. This proves exceptionally crucial for a business like SK Broadband competing in a developed market with customers in Broadband and telephony services closing in on the 36.5 million mark. (Source: Korea Communications Commission – <http://www.kcc.go.kr>)

Needless to say, the importance of a trusted and reliable partner in power solutions and support cannot be stressed upon enough.

## Cummins Power Generation's winning edge

The ability to provide a total power system solution proved to be an all-important winning factor for Cummins Power Generation. A fully integrated plan assimilates various processes, progressing from designing, manufacturing, delivery, installation, testing and commissioning, right up to after-sales maintenance and follow through support.

The customer achieved further peace-of-mind with a ready and speedy standby support that goes round the clock, including technical support and customer service from the Cummins Sales & Service Korea team.

Yet another advantage that Cummins has over the competition is the brand's ability to seamlessly interface and run the PCC controller and the paralleling system. Moreover, the data exchange between controller and paralleling system is simple and direct.

With these credible and proven advantages, it is no wonder that SK Broadband gets won over by the Cummins Power Generation performance, service and reliability.

A comprehensive portfolio of auxiliary components allows a complex yet efficient power supply system to be installed. This system is readily monitored and accessed from multiple points, including remote locations.

With these credible and proven advantages, it is no wonder that SK Broadband gets won over by the Cummins Power Generation performance, service and reliability.

There is plan for SK Broadband at II San Building to acquire two more 2250 kW generator sets in 2012.



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