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**Power  
Generation**



# Standby Power

## **Case History**

Viettel Mobile

### **Where:**

Hanoi, Ho Chi Minh & Da Nang, Vietnam

### **What:**

Standby power systems at various locations spread over 3 cities, comprising of:  
3 x 500 kVA generator sets powered by QSX15-G8 engines  
11 x 1000 kVA generator sets powered by QST30-G3 engines  
2 x 1250 kVA generator sets powered by KTA38-G9 engines  
7 x 2000 kVA generator sets powered by QSK60-G3 engines  
2 x 2250 kVA generator sets powered by QSK60-G4 engines

### **Purpose:**

To design and install reliable generator power systems to support and backup operations; for the 2 sets installed at Da Nang, Cummins expertise was called upon to run its generators in parallel with customer's existing systems comprising of competitor's machines.

### **Primary choice factors:**

Cummins Power Generation's leadership position, market reputation and ability to meet customer's budget, coupled with an efficient after-service plan and providing value-added servicing to the project.

## **Cummins Power Generation perpetuates communication for state mobile network**

Viettel Mobile, as part of The Viettel Group, is a dominant mobile network organization with operations in Hanoi and other major cities in Vietnam. Its headquarters is based in Hanoi. As a state-owned enterprise, it is wholly owned and run by the country's Ministry of Defense.

As a mobile telecommunication setup, Viettel Mobile sees keen competition from other operators like Mobifone, Vinaphone and S-Fone, but stands its own ground as the major network leader in the country, staking 41% of the total mobile communication market share.



Viettel Group's operations proceed perpetually without hitches or downtime with power systems like these comprising of Cummins C2000D5 gensets.

Established in 2004, Viettel Mobile launched its operations with the provision of GSM (Global System for Mobile Communication) services in the emerging market then. The company formed a joint venture with Chunghwa Telecom Co Ltd in May 2007, and began running Internet and datacenter services for businesses and subscribers.

Since inauguration, Viettel Mobile sustained its achievements and confirmed its market leadership by winning "Most Popular Operator" in 2005, 2006 and 2007 consecutively at the Vietnam's Mobile Awards.

As the nation's number one mobile operator, Viettel provides its 11 million subscribers nation-wide GPRS coverage. As reported by Wireless Intelligence, it holds the honor as the world's fastest growing mobile operator.

Currently, the organization holds a staff strength of 1000 employees, and has 100 branches set up across the country. Viettel's transmission services and distribution channel are ranked top within the country, with a well-entrenched infrastructure in Cambodia, Laos, Mozambique, Haiti and Peru.

## Cummins Power Generation entrusted to provide dependable backup power and backend support

As the nation's premier telecommunication service provider, Viettel specializes in the field of expanding station coverage, and takes meticulous care in meeting customer requirements all over Vietnam, from urban to rural, and from mountainous and hard-to-access terrains.

With such tall orders to fulfill, the customer naturally becomes extremely stringent in partnering with a power supplier that is able to meet its expectations. Quality products, strong branding and reputation, market reliability and stability all count towards making the cut.

Viettel Mobile first approached Cummins Power Generation to review, propose and provide its power requirements in late 2007. After the initial order and installation of 2 units, the customers acquired more power systems from the Cummins brand as their operations expanded and power requirements increased.

The various acquisition and installation processes took a range of 3 to 6 months to complete, depending on number of generator sets and aligning them with the existing systems. For a particular project in Da Nang, the 2 Cummins units had to be attuned by the project engineers to work with the customer's existing system comprising of competitor brand.

Cummins gensets are stable and reliable. When dealing with trouble-shooting, we feel easy as we can rely on the trusted supported of the sales and technical teams.

*Duong Dinh Trinh,  
Manager of M&E Department, Viettel Group*

With each passing year, Viettel continues to invest in projects locally and overseas; this makes Cummins Power Generation an important power brand to support the client's expansion plans, and the best partner to conquer and dominate market share in the increasingly competitive business field that is Vietnam.



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