



Hovnanian Enterprises

Case Study

The Challenge

Provide additional UPS capacity for growing data center

The Solution

- Liebert Nfinity™ UPS
- Liebert Npower™ UPS

The Liebert Difference

- Responsiveness
- Product reliability and performance

The Partner

- Stillwell-Hansen
- Total Tec

Liebert Nfinity Provides Versatile and Reliable Protection for Growing Data Center

The Situation

Hovnanian Enterprises, Inc in Red Bank, New Jersey, designs, constructs, and markets single-family detached homes, condominiums, townhouses, and apartments. Sales for the last fiscal year were over \$1 billion. The company recently earned the National Housing Quality Award, sponsored by the National Association of Homebuilders and Professional Builder Magazine, for its quality initiatives, high level of customer satisfaction, and record of continuous improvement.

The corporate data center handles everything but the phone system — VAX legacy systems, NT and SAP environments, routers, and networks. When the data grew beyond the capacity of its UPS system, the company turned to existing providers Liebert and Total Tec for a solution.

“I think Liebert products are pretty much the best in the industry,” said Tom Marrone, senior operations manager for Hovnanian.

The Solution

The solution was to temporarily use a Liebert Nfinity UPS, a single-phase redundant unit scalable to 20 kVA in increments of 4 kVA, to support the additional load until a new Liebert 75 kVA Npower UPS could be installed. After the Npower UPS was installed, the Nfinity was used to support the network lab. There, it provides a stable power environment for testing before any software is installed on the corporate data center computers.

Total Tec, a Liebert solutions provider, handled the account, working with Liebert Rep Stillwell-Hansen, Inc. Total Tec has six offices with 130 employees who provide integrated enterprise and business solutions, design and install infrastructure systems, and perform proof-of-concept testing in a lab certified to ISO 9002 quality standards.

The Results

“Liebert’s Nfinity gave us a fast, inexpensive solution to a big problem stemming from the growth of our business,” concluded Marrone. “Now, it’s an integral part of our lab.”



LIEBERT CORPORATION

1050 DEARBORN DRIVE

P.O. BOX 29186

COLUMBUS, OHIO 43229

800.877.9222

(U.S. & CANADA ONLY)

614.888.0246

(OUTSIDE U.S.)

FAX: 614.841.6022

www.liebert.com

© 2004 Liebert Corporation. All rights reserved throughout the world. Specifications subject to change.
© Liebert and the Liebert logo are registered trademarks of the Liebert Corporation. © Keeping Business in Business is a registered trademark of the Liebert Corporation. The Emerson logo is a trademark and service mark of the Emerson Electric Co. All other trademarks are property of their respective holders.
Printed in U.S.A. 0104

