VERTIV.

Case study

Vertiv delivers energy-efficient UPS upgrade for ÜNTEL KABLO's expanding operations

Background

ÜNTEL KABLO is one of the leading cable manufacturers in the world. Established in Turkey in 1972, it has over 50 years of experience of continuously developing and optimizing its product range with the help of advanced technology and well-trained staff.

This range consists of over 24,000 types of cables and covers both rubber and thermoplastic cables up to Medium Voltage (MV) range. ÜNTEL's power and instrumentation cables serve demanding industries including marine, offshore, mines and tunnels, airports, and railways. The company produces heavy-duty rubber drum reeling cables, welding cables, control cables and fire-resistant cables.

ÜNTEL also manufactures custom products for specialized applications. Today, these products are exported to over 100 countries across six continents.

Challenge

As ÜNTEL Kablo expanded, its three existing Uninterruptible Power Supply (UPS) units could no longer support growing facility load requirements. The customer needed a centralized 1600 kVA UPS system to maintain stable and reliable power for its manufacturing lines.

The legacy setup lacked parallel integration capability for additional units, preventing the necessary capacity increase without a complete system overhaul. This limitation threatened production continuity and future scalability.

ÜNTEL

Company profile:

One of the leading cable manufacturers in the world, exporting over 100 countries on six continents.

Industry: Cable manufacturing.

Region: Turkey.

Solution

To address operational reliability challenges, ÜNTEL Kablo partnered with Vertiv to leverage its expertise in advanced power solutions and market reputation for high-efficiency UPS systems.

After a comprehensive assessment and close collaboration between ÜNTEL Kablo's technical team and Vertiv's application engineers, Vertiv proposed a modular, transformer-free solution featuring Vertiv™ Liebert® APM Plus 400 kVA UPS units operating in parallel, tailored to meet the facility's requirements.

This modular, parallel configuration delivers seamless scalability while meeting critical customer priorities: optimized initial investment, accelerated delivery, enhanced energy efficiency (97% in double conversion and up to 99% in Dynamic online mode), true hot-swappable modularity for simplified serviceability, and access to Vertiv's comprehensive technical service network.

Results

ÜNTEL Kablo's migration from legacy monolithic UPS infrastructure to Vertiv's modular solution achieved three critical objectives:

Energy performance: The Vertiv™ Liebert® APM Plus UPS system improved energy efficiency by up to 99% and helped reduce energy consumption, resulting in annual savings, and directly addressing the energy inefficiencies of the previous aging technology.

Operational continuity: Modular, hot-swappable architecture helped avoid production downtime during maintenance interventions while reducing service response times through simplified maintenance protocols.

Infrastructure scalability: The deployment established a flexible, growth-ready foundation that supports ÜNTEL Kablo's expansion requirements while maintaining optimal energy efficiency and operational reliability.

"Thanks to Vertiv's deep expertise, flexible solutions, and energy efficiency–focused approach, we were able to execute our projects with confidence. This collaboration provided us with operational flexibility while optimizing energy consumption to achieve our sustainability goals. As a result, we can offer our customers high-performance, eco-friendly, and long-term advantages."

— Fatih Öztürk,
Industrial Development Manager (ÜNTEL KABLO)

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