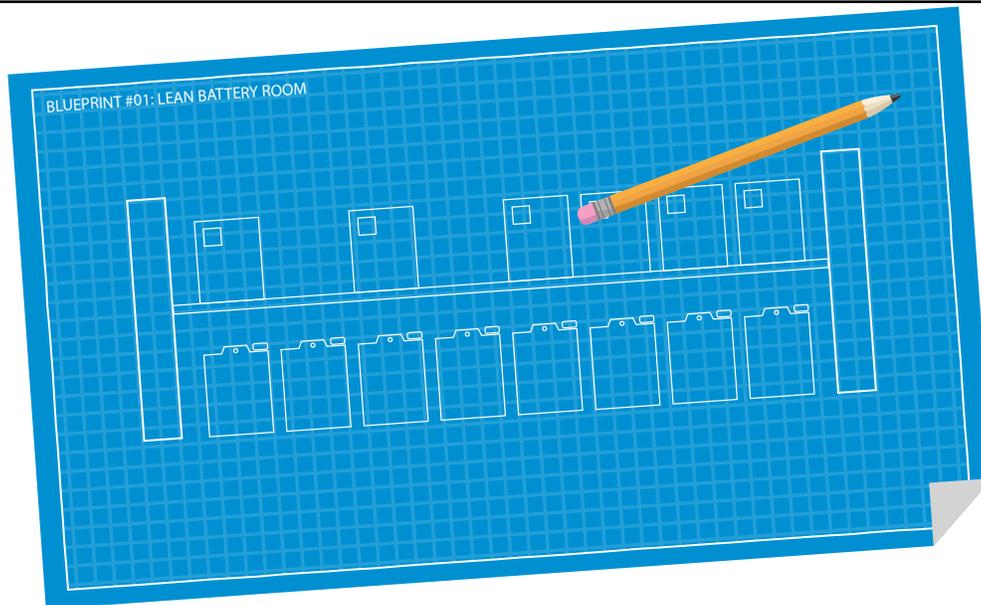


NEW!

iBOS® CHARGER SPLITTER™

Half the chargers, half the cost.



If one of the costliest pieces of equipment in your battery room was being used to less than half its full potential, you'd address the problem right away – right?

Surveys show that battery room managers believe their chargers are active and charging batteries between just 33% to close to 50% of the time. However, statistics show the average charger is only being utilized 22% of the time.

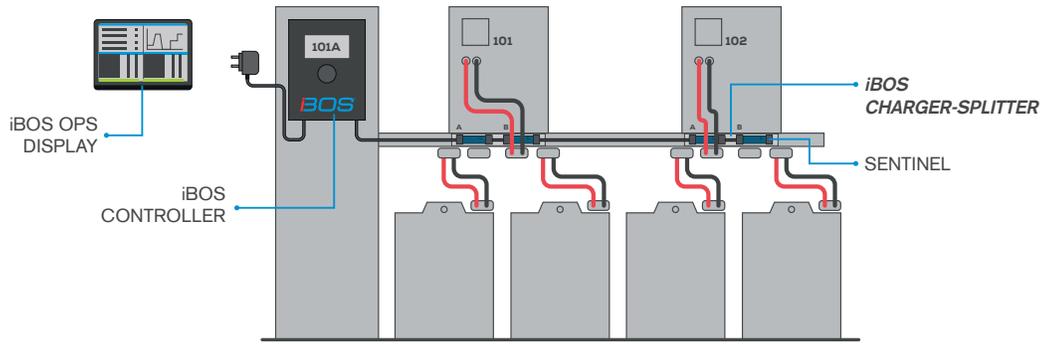
The iBOS® Charger-Splitter™ is a new module that makes your charger fleet more productive. When paired with the iBOS® battery room management system, Charger-Splitter enables you to use half the chargers you're currently using – at half the cost. For mid- to large-sized battery rooms, that represents a potential savings of tens to hundreds of thousands of dollars.

When installed in a conventional charging system, the Charger-Splitter enables forklift operators to sequentially charge two batteries with one charger. The Charger-Splitter alerts the operator with a flashing white LED to disconnect a charger from a battery and plug it into a paired battery.

Charger-Splitters are well suited for a variety of battery charging applications and circumstances:

- Applications where there is a seasonal use of rental batteries. The site can leave open positions next to their current batteries and just add batteries when needed without the need to install temporary or additional power for the seasonal battery chargers.
- Facilities that cannot or do not want to install costly additional power infrastructure to support additional chargers.
- Greenfield sites, new sites and full renovation sites: You can start out with half the chargers you would normally need.

When paired with the iBOS battery room management system, the iBOS Charger-Splitter enables you to reduce the number of batteries and chargers you'll need. Fewer batteries and fewer chargers combined with higher charger usage and lower installation costs will deliver an impressive ROI for almost any size battery room.



To calculate the cost savings that can be achieved when the iBOS® Charger-Splitter™ is paired with the iBOS® battery room management system, let's assume that the average cost of one charger is \$2,500 (an average for different sized chargers), which includes \$300 for the cost of installation and junction boxes. This cost does not include the cost of running the AC electric supply to the battery room.

For each charger eliminated, a set of extension cables and a Charger-Splitter must be added. The cost of this hardware and installing it is estimated to be \$510. That means the net savings are about \$2,000 for every Charger-Splitter installed. For example, a site that would traditionally use 50 chargers could now use 25 chargers with 25 Charger-Splitters and would see a cost reduction of \$50,000.

This scenario provides the hardware to supply charging current to each rack location but does not include the cost of the iBOS system needed to operate it. The good news is that in sites with at least 20 rack locations, the savings from using iBOS Charger-Splitters will **pay** for the cost of an iBOS system. Using the above example, the list price for a 50-charger iBOS system will be approximately \$25,000. The cost savings from buying fewer chargers will pay for an iBOS system and still be \$25,000 less expensive than putting in a traditional charging system without a battery room management system.

Here are the estimated cost savings for varying system sizes:

| Charging Positions | iBOS, Splitter, Half The Chargers | Chargers Only | Savings* |
|--------------------|-----------------------------------|---------------|-----------|
| 20 | \$45,635 | \$ 49,830 | \$ 4,195 |
| 50 | \$98,358 | \$124,575 | \$26,218 |
| 100 | \$190,775 | \$249,150 | \$58,375 |
| 200 | \$381,000 | \$498,300 | \$117,300 |
| 350 | \$654,183 | \$872,025 | \$217,843 |

* Note that these savings are **after** paying for the iBOS battery room management system. Essentially, the user is getting a free iBOS system in addition to these savings.



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