



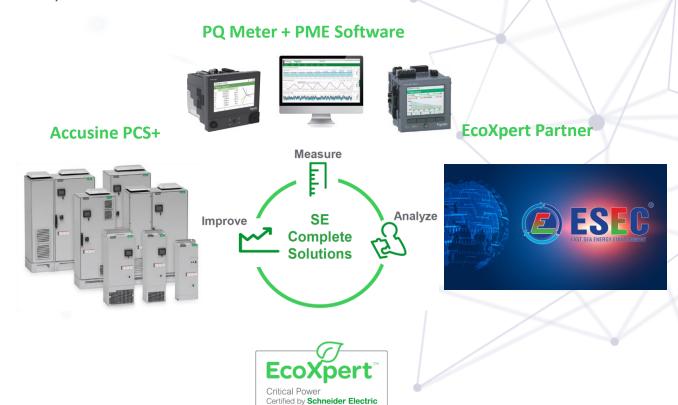
Our main competition is MERUS, PowerMore & Danfoss, which has an installed base of variable speed drives in the customer's facilities, but the competition is eliminated due to the strong technical team & ESEC's capability starting from performing PQ Audit services until the propose the AHF PCS+ offer with the reliability of our products....



Customer Challenge

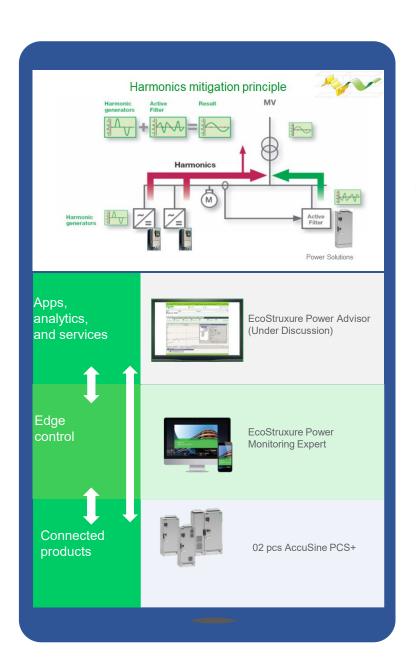
Harmonic current generated by motion control and VSD system is high that led to high harmonic current and voltage distortion, that results in:

- Neutral overload due to 3rd harmonic currents
- Overheating cable, VSD Main Production Lines fails
- Reduce harmonic level into safe region as suggested by Regular 39,30 – Vietnam MOIT & IEEE 519 standard. < 5% TDD.





The Solution







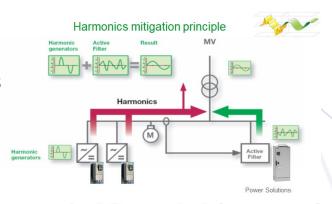


Customer benefits

Power quality (Harmonic) of Hoa Phat Dung Quat will comply with IEEE 519 and TCVN (Regular 39 & 30 – Vietnam MOIT) standard

Improve power reliability and productivity (power management)

- Reduce peak currents which frees system capacity
- Limit current distortion
- · Cancel the effects of harmonics





Avoid equipment damage or shortened life (asset management)

- Reduced harmonics diminishes the production of excessive heat
- Prevent logic faults which can result in downtime
- Improve equipment service life time

Improve financial performance (cost management)

- Reduce power factor penalties
- One of the factors that contributes to the power consumption saving program of factory

