



A member of the Alpha group of companies  
providing innovative power solutions  
for a changing world.



# Performance + Reliability + Innovation = Solutions

## What the World Needs Now

The world of telecommunications has never been more complex. Optical fibers. Advanced switching systems. Personal communication networks. Across the globe, companies are being challenged to keep pace with technological changes that are revolutionizing the communications industry.

## Meeting the DC Power Challenge

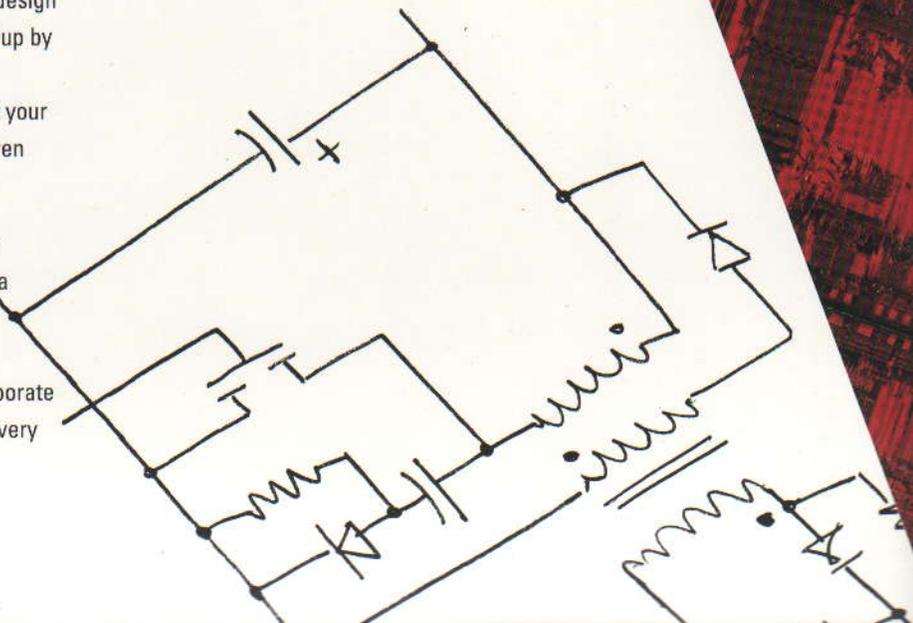
Argus Technologies makes one aspect of the telecommunications challenge easier to deal with — DC power systems. We've designed a line of sophisticated DC power products that respond directly to what our customers asked for. Power systems that perform. Power systems that are dependable, simple-to-install, well-supported and available when you need them. Power systems that can be customized specifically for your applications. Power systems you can just plug in and forget.

And, because reliability is critical for telecommunications equipment, we put each product through the most stringent testing in the industry. Support doesn't stop with design and integration. Each system is backed up by customer service representatives and applications engineers ready to answer your questions. Twenty four hours a day. Seven days a week.

Argus has built a reputation for product excellence and exceptional support as a direct result of our deceptively simple corporate philosophy: we listen to our customers. Our design engineers incorporate customers' recommendations from the very beginning of the design process.

## A Philosophy that Works

Making our customers a part of our design team has made Argus a world leader in DC Power Systems. Argus Technologies has grown over 35% a year since we opened our doors. We've assembled a list of satisfied telecommunications customers across North America, Europe, Asia and South America.



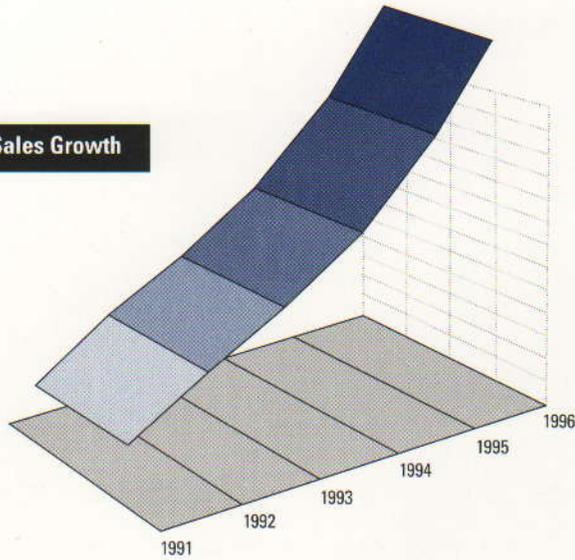


Customers depend on Argus to power critical installations like the US Coast Guard Emergency Response Centre and military vessels.

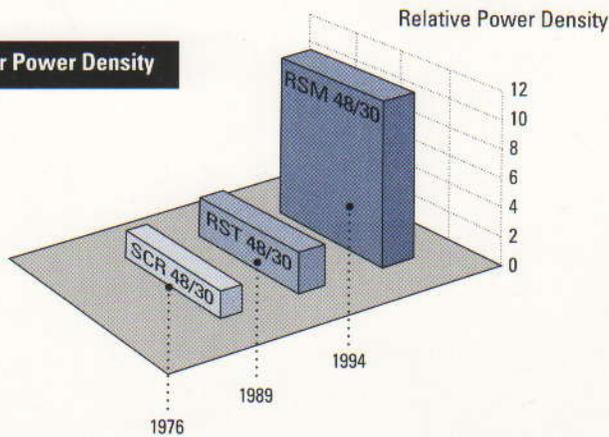
At high altitudes, in sub-zero temperatures, in roadside cabinets, in confined locations—Argus power systems are at work in the most adverse, demanding and restrictive conditions imaginable.

Total commitment to customer service is standard at Argus, from providing customized application-specific power systems to comprehensively trained staff who deliver responsive, knowledgeable support that gets — and keeps — every site up and running.

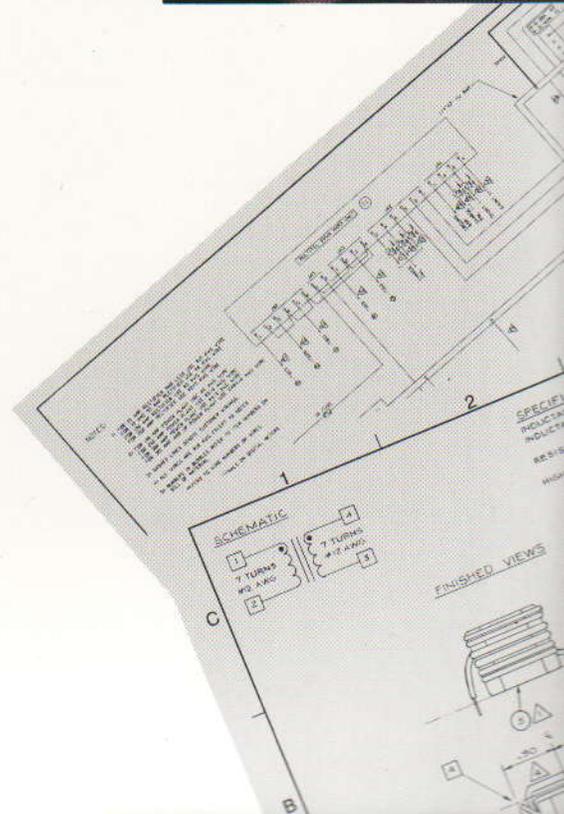
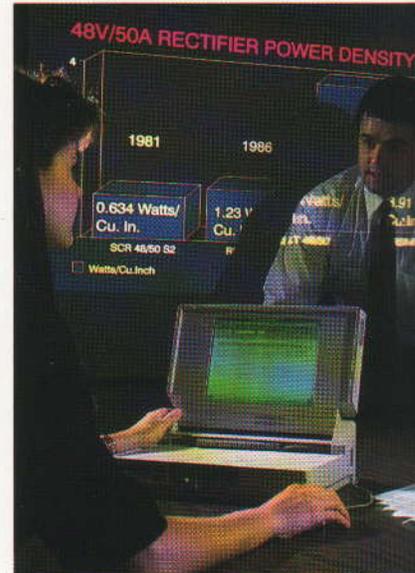
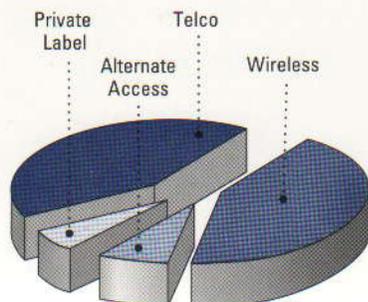
**Argus Sales Growth**

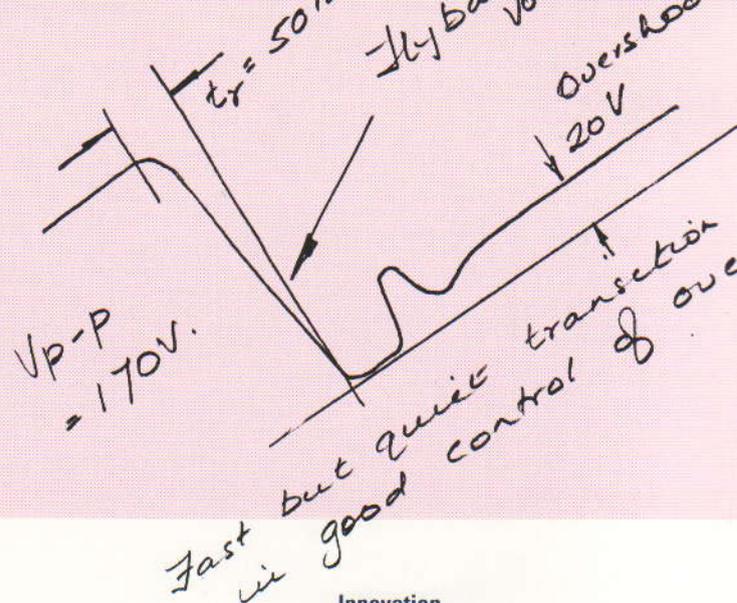


**48V/30A Rectifier Power Density**



**Customer Market Segments**





### The Argus Equation

At Argus, we realize that we sell more than innovative integrated DC power systems. Our user-oriented philosophy translates directly into cost effective power solutions for our customers.



### Performance

"We install hundreds of cellular sites a year throughout the US. With that kind of volume and geographic diversity, we needed a power system we could count on. We chose Argus DC power because its consistent performance meant power was something we didn't have to worry about."

Brian Chase, Cellular Systems Engineer,  
United States Cellular Corporation.

### Innovation

"We are very pleased to share the experience of working with Argus to provide a three phase/48 volt/50 amp rectifier for the Taiwan Directorate General of Telecommunication. Argus responded by custom-developing a model to specifications in minimal time. It was the only company who could provide this capability."

Scott Tseng, President,  
Taicom Data Systems.

### Reliability

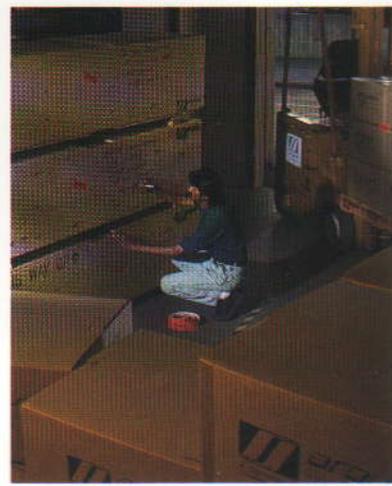
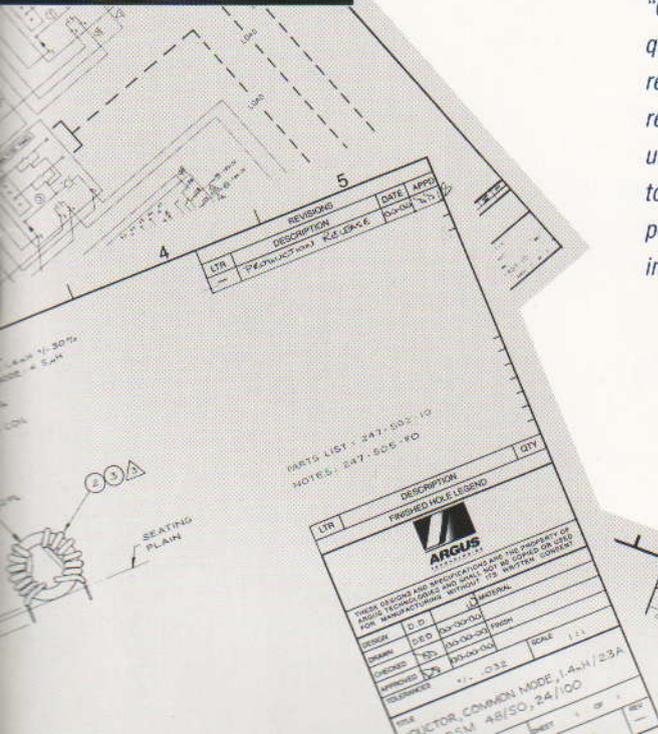
"Mitel is using the RST 48/15 - 48VDC rectifier for military applications. Argus has demonstrated superior capabilities in providing quality product, in short lead times, at reasonable prices."

Henry Alton, Project Manager,  
Mitel Corporation.



"Our installers have found your product to be quite easy to install and program. I have also received good reports from my customers regarding the ease of maintenance once the unit is installed and operating. It is refreshing to work with a company that obviously perceives customer service as its most important product."

David J. Markovitch,  
Sales and System Design,  
Pacific Inter Tel.



**Performance + Reliability + Innovation = Argus**



1988 - Argus designs the industry's first commercial 48 volt 100 amp switch mode rectifier.

1992 - Argus' investment in building superior intellectual capital allows groundbreaking research to begin on the RSM series of high density modular switch mode rectifiers.

1995 - Argus continues its leadership role by introducing a compact cabinet that contains both modular rectifiers and modular DC to DC converters. In the same year, a new line of power factor corrected rectifiers is developed using several pioneering Argus patents.

1996 - Argus accelerates its product development with the release of the SM02 supervisory-control panel and the RSM 48/10 rectifier system. The revolutionary SM02 incorporates microprocessor that automates most system control and monitoring functions, while the RSM 48/10 provides more advanced features in one compact package than ever before.

Sometimes your power requirements are straightforward. That's why we developed off-the shelf solutions for uncomplicated power needs — like our popular US01 48 volt/5 amp and US02 24 volt/8 amp power systems. Sometimes your power needs are large and complex. Argus can configure its' rectifiers and converters to create sophisticated 12, 24 and 48 volt systems with output capacities from 7½ to 1500 amps.

At Argus, supplying superior DC power systems is — and has always been — our only business. Our systems reflect our commitment to doing one thing and doing it well. From the design stage right through installation and beyond, Argus systems reflect the kind of careful analysis our customers have come to expect.

**Argus Technologies Ltd.**

A member of the Alpha group of companies providing innovative power solutions for a changing world.

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## About the Alpha Group of Companies

Founded in 1977, Alpha led the way with efficient, reliable power supply products for the cable TV industry. When the growing telecommunications and computer industries began looking for power system products in the 1980s, Alpha responded by developing an AC UPS product line and establishing the Argus division for DC telecommunication products. Today, Alpha AC UPS products and Argus DC Power systems have an installed base of over 500,000 units keeping CATV systems, computers, LANs, process control equipment, emergency services and telecommunications equipment operating without interruption.

From the beginning, the Alpha group of companies has been committed to responding to customers' power requirements. Alpha and Argus have often been the first to bring new products and technologies to the marketplace. And, both companies continue to provide customers with on-going training programs, product updates, extended warranties and innovative on-site services.

The numbers tell the story. Since opening its first manufacturing plant in 1977, Alpha has added several manufacturing facilities and a network of offices in the United States, the United Kingdom, Germany and Cyprus that can supply power solutions for customers' AC and DC power requirements. Over 700 people are employed by the Alpha Group of companies to serve markets on nearly every continent.

