

Our energy working for you.™



# Standby Power

## Case History

Zain

### Where:

Kuwait

### What:

One C1100 DB5 generator set with a KTA38 engine and equipped with transfer switching. Prime power of 30 - 50 kVA for trailer-mounted mobile telecoms base stations.

### Purpose:

Standby power for the headquarters building and prime power for mobile telecom base stations

## Cummins Power Generation meets Zain's diverse needs

Zain is an established and rapidly growing mobile telecoms operator. As well as in Kuwait, where it has its headquarters, Zain has a presence in Bahrain, Iraq, Jordan, Lebanon, Saudi Arabia and Sudan. Following the sale of its 15 African mobile operations in June 2010, Zain is now focused on its highly successful Middle Eastern operations, investing in new growth opportunities in existing markets.

Zain's consistent growth has seen it become the largest company of its kind in the country and one of the region's leading mobile operators. Recognition for its performance and achievements includes twice winning the Middle East Telecoms 'Best Brand' award. Zain now serves nearly 40 million customers and offers some of the most sophisticated services in the region. For example, the Zain Create entertainment portal provides mobile phone and digital device customers access to audio and video downloads, streamed media and online games.



The HQ installation benefits from a sound attenuated container



Zain has generator sets installed at around 300 locations

A customer of Cummins Power Generation since the 1990s, Zain has built a fleet of more than 500 generator sets serving around 300 installations. Now Cummins Power Generation distributor General Transportation & Equipment Company (GTE) is performing two new and crucial roles in providing power to Zain's growing business. GTE has installed generator sets to provide standby power for the Zain headquarters building in Shuwaikh, and is providing prime power for mobile telecom base stations around the country.

Zain's headquarters building requires 1000 kVA standby power, which is provided by a Cummins Power Generation C1100 DB5 generator set with a KTA38 engine. The unit is installed inside a 40' sound attenuated container and equipped with transfer switching. The utility grid in Kuwait is very stable, so standby power is expected to be used only occasionally.

However, 'As the power demand in the country increases, the dependability on national grid is reducing,' says Sageer Ebrahim, Power Generation Manager GTE. As a result, 'mobile operators are installing standby sets as well as double-prime units in remote areas.' In fact, the mobile phone base stations GTE has installed for Zain must operate 12 hours a day, seven days a week.

The base stations require prime power of 30 - 50 kVA and are mounted in trailers sited at various locations around the country. Some base stations are in very remote desert areas, some are in highly restricted areas such as oil fields or border posts. At many sites the

*Cummins Power Generation is providing standby power for the Kuwait headquarters of telecoms company Zain, and prime power for Zain's mobile base stations around the country.*

very hot climate and dust storms prevailing at the site makes it difficult to install and maintain the systems. 'In some cases, we had to transport units by ferry, stay overnight, remove old units from existing containers and install new units, all without disrupting normal service,' Ebrahim explains.

It was quite a task. But GTE measured up to it, and Zain is happy with the new power installations, both at its headquarters and at mobile base station sites around the country. 'The after sales capability of GTE was the key feature of the deal,' Ebrahim says, adding that PowerCommand® control features were also a deciding factor.

Cummins Power Generation and GTE offered competitive pricing in conjunction with a turnkey capability and added value - all in all a winning solution for Zain's headquarters and mobile base station requirements.

For more information about integrated standby power systems, contact your local Cummins Power Generation distributor or visit [www.cumminspower.com](http://www.cumminspower.com).



**Our energy working for you.™**  
[www.cumminspower.com](http://www.cumminspower.com)

©2011 Cummins Power Generation Inc. All right reserved. Cummins Power Generation and Cummins are registered trademarks of Cummins Inc. "Our energy working for you." is a trademark of Cummins Power Generation. F-2320