

Baldwin Technologies, Inc. (BTI)

Ensuring Customers Get the Quality Power They Require



MARY LOU JAY – The Washington Construction News Special Feature

For over 10 years, Baldwin Technologies has been offering contractors a broad range of environmental support products for critical power loads, including Uninterruptible Power Supply systems (UPS), backup generator sets and diesel fuel management systems. Baldwin Technologies offers another advantage for contractors with government customers: its own GSA contract, (GS-07F-0718N).

In the past, we had negotiated GSA contracts for the vendors that we represent. So we decided to market directly to the government as a small business, and positioned Baldwin Tech on the GSA schedule, explains Mark Baldwin, the company's founder and president.

We can help contractors because we have an existing small business, set-aside contract (Group 61). It's easier for a general contractor with a government customer to get work done through a GSA contract holder.

We're encouraging contractors to come to us, to use our contract, to team with us. We want to make the procurement process smoother for them. Contractors sometimes think that we are competing against them, but in reality we enjoy long-term relationships with many local contractors, both union and non-union.

Premium Power that keeps the airways safe

Mark Baldwin formed Baldwin Technologies Inc. in 1994. The company prospered during the dotcom wave, providing turnkey services for large-scale power distribution centers, the data hotels. In 2001, after the dotcom bust, Baldwin Technologies decided to also market directly to the government.

The strategy has been successful. One early customer was the U.S. Coast Guard, which had problems with its buoy tenders. Harmonic distortions from the 175-ft. Class-A boats' bow and stern thrusters knocked their generators off line. Baldwin Technologies was able to analyze the problem and work with its vendor Mirus International to develop a custom harmonic mitigation solution. We ended up bringing the thruster system to 100 percent, says Baldwin. The U.S. Coast Guard stated that Baldwin Technologies, Inc. provided the United States Coast Guard the ability to analyze a suspected harmonic problem and provide a corrective device as manufactured by Mirus International. As a result we were able to use the bow and stern thrusters at fully rated power levels. BTI's combined offerings of engineering and product selection proved to be a great asset to The United States Coast Guard buoy tender program.

In addition, the company has replaced dozens of UPS systems for the Federal Aviation Administration (FAA) and the National Weather Service (NWS) at sites throughout the continental U.S. and as far away as Guam and Alaska. For the FAA projects, where it was critical to have backup power for airports' radar systems, Baldwin Technologies designed a portable, temporary UPS system. It is housed in a trailer that can be moved from site to site.

At each site, the Baldwin Technologies team surveys the site with the FAA regional engineer and then develops an installation scope of work, procedure, and migration plan. Typically, BTI's UPS trailer arrives on site on a Wednesday, where the Baldwin team spends several days checking it out and preparing for the cutover. The first switch from old system to temporary takes place during off-hours as scheduled with the FAA.

The new UPS arrives at the site on Monday, having been thoroughly examined and inspected by a BTI team member at the factory in Chicago. It takes all week to get the system ready for the final cutover.

BTI has successfully replaced more than 25 UPS for the FAA, says Baldwin. The temporary trailer was designed for extreme weather in excellent precaution, since the Baldwin team has worked in temperatures as high as 119 degrees (in Texas) to minus 40 degrees (in Buffalo). We have the right team in place: very high quality, experienced people who are prepared to handle any emergency, notes Baldwin.

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Keeping up the standard

Baldwin Technologies recently won a contract with the National Institute of Standards and Technology (NIST) to supply a medium voltage (13,200 volts) power backup system for NIST's home of the atomic clock in Boulder, Colorado. NIST

had advertised in the *Commerce Business Daily (CBD)*, so I called the contracting officer and identified myself as a GSA contract holder. I told him that these UPS rotary power systems are on the federal supply schedule.

Baldwin was also able to inform the contracting officer that there are no longer maximum order limits on GSA contracts. I told him the job was well within our capabilities and that we could

streamline the purchase process for him. When the contracting officer called back a few days later, he was eager to proceed immediately because he could meet a deadline for obligating budgeted money.

The initial NIST contract is for \$3.2 million with an option for \$1.9 million for the second year. Baldwin Technologies will be designing and building four STARCON 2200 KVA rotary UPS's for a power distribution loop that will feed five or six buildings at the site. Everything on the campus will have computer-grade power and the system installation will be performed by a local electrical contractor familiar with local NIST personnel, Baldwin says.

We were able to negotiate the installation price using the site survey clause. We could also set up a bidder walk-through to select an installer contractor, Baldwin says.

Fitting the right peg—or developing a new one

Baldwin Technologies can provide a wide range of in-house design and engineering services. It also repre-

sents a broad range of technologies and manufacturers, including Mitsubishi Electric Automation, Inc.; Satcon Power Systems, Inc.; Mirus International Inc.; and Universal Electric Corporation. We have the ability to select from both rotary and static UPS systems. If the customer has a round hole, we have a round peg. We don't try to fill their round hole with a square peg. We match the right technology to the situation to bring about an appropriate and cost-effective turnkey solution, Baldwin says. We use our own equipment because nobody knows how to install it better than we do.

Baldwin makes sure that customers understand what they're receiving. Sometimes customers may have an image in their minds of what a project is going to look like, but sometimes it may not be a very accurate picture, adds David Geary, vice president of engineering. One of the key components of our service is our site survey, which includes digital imaging. We document the site with drawings and photos to let customers know what it's going to look like. We provide not only

our turnkey service but all the backup documentation.

Each technical person on Baldwin's seven-member team has approximately 20 years experience in the industry. That level of knowledge has enabled the company to anticipate problems and find solutions for them. Our specialty is going from the utility service to the customer's branch circuit receptacle, comments Baldwin. That means we apply different technologies that we represent anywhere along the line.

When necessary, if technology doesn't exist, Baldwin finds ways to develop and implement it. He is a founder of Clean Fuel Management, Inc., which developed a fuel cleaner for the diesel engines that provide power backup. We came up with a system to remove the water from the fuel as required by National Fire Protection Association (NFPA) Standard 110 for emergency generators.

Octave Technology, a Baldwin Technologies partner, has developed a maintenance documentation system using contact memory and other auto-ID technol-

gies that allows users to access all up-to-date information as well as background materials on a particular piece of equipment. All this information resides within a quarter-sized contact memory button attached to the equipment, and can be accessed using a laptop computer.

Our philosophy is, for equipment to be reliable, it must be maintainable, Baldwin says. Octave Technology's Maintain system allows all of the pertinent documentation and service information to be mounted directly on the asset for retrieval in an emergency.

The ability to anticipate customers needs as well as the flexibility to work within GSA contract requirements is what Baldwin is offering general contractors. We want them to know that they can use us to service their best government customers, Baldwin adds. Our team together using BTI's GSA contract, and put an end to the need for bidding via the CBD.

To contact Baldwin Technologies, call (800) 944-2832, or go to www.baldwin-tec.com.

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