

## Company Overview



Optimize.  
Store.  
Secure.



CHATSWORTH  
PRODUCTS, INC.

## Our mission, our motivation

At Chatsworth Products, Inc. (CPI) it is our mission to provide solutions that solve your IT infrastructure challenges and provide a higher return on your investment. As a global manufacturer of voice, data and security products and service solutions that optimize, store and secure technology equipment, CPI delivers innovation, configurability, quality and value with a breadth of integrated system components covering virtually all physical layer needs. Unequaled customer service and technical support, as well as a global network of industry-leading distributors, assures customers that CPI is dedicated to delivering products and services designed to meet and exceed their needs. Headquartered in the US, CPI operates global offices in Mexico, Canada, China, the Middle East and the United Kingdom. CPI's manufacturing facilities are located in the US, Asia and Europe.

### History

Twenty years ago, CPI began when 90 employees joined together and bought out the Dracon Division of Harris Corporation using an Employee Stock Ownership Plan (ESOP). With deregulation in the telecommunications industry and technological innovation in voice and data equipment, CPI focused on the explosive needs of the information technology market to manage IT infrastructure equipment. Today, CPI is a leading global supplier of integrated solutions that optimize technology equipment. This pioneering spirit is what motivates CPI to delight the customer by responding rapidly with tailored standard and custom solutions that give them a higher return on their investment.

### Quality

Central to the success of CPI has been the establishment of employee empowerment under a philosophy of quality through teamwork, caring and commitment. This philosophy has led to continuous improvement, which is extended to customers through our solutions and services. CPI is proud to embrace change through continuous evolution to exceed the demands of an ever-changing market and is committed to being a company of the highest quality.

**We understand  
your need for IT  
infrastructure  
solutions that  
optimize  
equipment,  
operations and  
business.**

**“ We were extremely pleased with the results and the top-notch product quality, therefore we decided to move forward with CPI Solutions for our new data center facility. ”**

**Eric Patterson, Data Center Manager, CDW**



## Industry Leadership

With the financial strength to reinvest in the company and continually improve manufacturing and logistical processes, CPI has become an industry leader providing product innovation and excellence. CPI has numerous active patents for groundbreaking product designs along with multiple awards from prominent national organizations.

Relationships with the following affiliations and industry associations help CPI attain comprehensive product and industry knowledge.

### Affiliations

- Industry Advisory Council (IAC)
- Underwriters Laboratories, Inc. (UL)
- Society of Telecommunications Consultants (STC)
- International Organization for Standardization (ISO)
- Armed Forces Communications and Electronics Association (AFCEA)
- ESOP Association

### Industry Associations

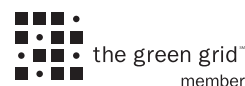
- The Green Grid
- AFCOM National and Local Chapters
- ASHRAE
- Telecommunications Industry Association (TIA)
- BICSI Platinum Level Prestige Corporate Member (PCM) with one of the largest groups of RCDDs
- BICSI Standards Committee
  - Data Center Rack and Cabinet Editor
  - Mechanical Group
  - Thermal Consultant



Frost & Sullivan – 2008 Business Development Strategy Leadership Award



2008 ESOP Company of the Year California/Western States Chapter



## Global Availability

Today's IT infrastructure needs aren't limited by borders. CPI understands the need to give customers high-quality products and services that they deserve on a global scale. Leveraging the unique ability to provide a wide breadth of standard and customized IT infrastructure solutions, CPI offers real value with innovative and quality products. Global manufacturing allows faster delivery and an overall more cost effective solution to meet busy scheduling requirements. Whether it's a multi-national organization or local company, CPI's solutions will optimize IT operations and improve the bottom line.

You are here.  
So are we.



“ The key benefit that we were looking for was a ‘fast to deploy,’ flexible solution that allowed us to accommodate equipment from almost any manufacturer, available at a price point close to standard rack technology ”

Adriaan Oosthoek, Managing Director, UK and Ireland, TelecityGroup

“ I know that CPI is always innovating ... and I appreciate that there's a real commitment to the data center industry ”

Rick Gideon, King County IT Operations

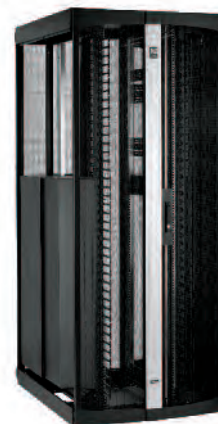
## Unique Solutions and Product Leadership

CPI provides products and solutions that are flexible to meet ever-changing data center needs. Our broad selection of scalable products can be configured to create customized solutions, unique to each customer's needs and adaptable for future growth. At CPI, we pride ourselves in taking the extra step to make sure our customers have the best solutions.

As the most trusted name in racks, cable management, cable pathway and cabinets, CPI's products are readily available through a global network of industry-leading distributors. With a high level of stock availability, along with CPI's consistently short factory lead times, you can be assured that CPI solutions will be accessible to meet your project scheduling needs.

CPI product lines deliver reliable structural support that exceeds customer expectations through innovation, function and performance. Rely on CPI solutions for the best protection against hazards associated with overheating, unauthorized access and cable congestion. Contractors and installers know they can depend on CPI products to arrive in perfect condition and ready to assemble. Not only do we provide outstanding products, we offer unequalled service and support.

Whether you need it fast,  
or tailored to your  
needs, we have solutions  
for your IT infrastructure  
equipment.





## Energy Management

CPI's unique approach to cooling the data center involves CPI Passive Cooling® Solutions, which allow customers to reclaim control over airflow so that it can be directed where it is needed, eliminating bypass and re-circulation of hot exhaust air and the formation of hot spots. CPI Passive Cooling Solutions provide the most cost effective and efficient thermal solutions on the market. Your investment in CPI technology provides both a near-term payback and long-term capacity to grow.

### CPI Passive Cooling® Solutions also allow you to:

- Deploy the latest servers, switches and blade servers from HP, IBM, Dell and Cisco
- More effectively leverage heat exchange and economizer technologies to potentially realize up to 90% energy cost reduction
- Increase equipment density by 50% or more
- Design for future growth without pre-installation of unneeded power and cooling equipment

### The Simply Efficient™ Choice

CPI believes in delivering eco-friendly solutions that are designed for maximum energy efficiency with minimum environmental impact. CPI Passive Cooling is the Simply Efficient™ Choice for the data center because it allows for reduced power consumption and operational costs, higher operating efficiencies, effective cooling without complex systems and uses no toxic chemicals.

## Research, Development and Training

Designed with our customers in mind, the Research, Development and Training Center (RD&T) offers visitors the ability to observe real-world data center thermal testing and allows CPI to perform top-notch in-house product testing. Not only does this 10,200 square-foot (947.6 square-meter) center boast state-of-the-art test facilities, but also provides a fully equipped Training Center, Product Showroom and modern Customer Meeting Center.

### Thermal Test Lab

The Thermal Test Lab allows CPI to model real-world data center issues, demonstrate the efficiencies of CPI Passive Cooling® Solutions and discuss with customers how to effectively design their data centers for optimum thermal management.

### Product Test Lab

CPI's Product Test Lab provides the technology and equipment required for precise mechanical testing, electrical testing and prototyping of products.

### Product Showroom

Interact with multiple CPI Products in one environment in the Product Showroom, which allows customers to experience a total solution.

### Training Center

The Training Center offers a fully equipped location for effectively training CPI employees, partners and customers.



## Customization & Customer Focus

Equipment and demands on IT infrastructure change rapidly. We understand this quick-paced environment and make it our goal to find solutions to these challenges. Unlike companies that create a mass produced “cookie-cutter” solution, CPI’s design engineering and manufacturing model allows for the flexibility to create and alter products to solve problems. CPI’s team of specialists can help you address and design a solution to help solve issues with equipment installation, airflow, architectural obstacles, power and cooling limitations and beyond — in fact, you name it and we can devise a solution. If you need a special design that we don’t currently offer, we will work with you to create a new solution to fit your requirements.

CPI works with cutting-edge technology manufacturers to create solutions for today’s IT needs.



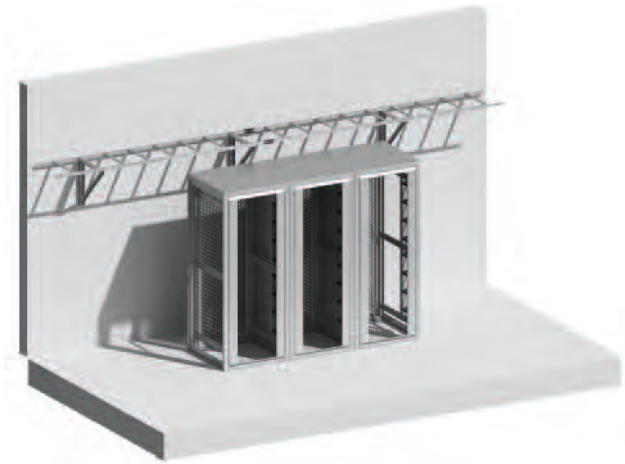
“ I think what separates Chatsworth from most other manufacturers is they can engineer it, design it, build it. ”

Steve McAllister, Network Administrator for Orlando Health

## Support and Service

CPI has highly trained Technical Support Specialists to help solve your IT infrastructure needs. Based on your specific requirements, our Technical Support Specialists can help design the precise layout for your data center. These specialists will also provide a detailed bill of material (BOM) along with layout and assembly drawings, free layout services, CAD drawings (also available in PDF format) and the one-on-one support you need to complete your project on budget and on schedule. The Technical Support staff specializes in working with value-added resellers, contractors, information systems teams, schools, government agencies, end users and new customers who would like the job "done right the first time."

Likewise, our Customer Service Representatives are considered the best in the business and have the experience and know-how to ensure you get the right product when you need it. Our friendly and professional Customer Service Representatives work closely with distributors to maintain product availability, ultimately helping to preserve your projects scheduling requirements and are available to answer questions about your order.



Utilize our vast library of 189 BIM drawings.

## Configuration Tools and Planning Assistance

CPI offers the tools and assistance needed to help you develop high performance, enterprise data center designs that tightly integrate standard or customized CPI Products into a total design approach, delivering dramatically lower operating costs and data center optimization.

### Planning Assistance

With CPI's Design and Consultation Services, highly trained CPI experts evaluate and determine your solution needs and assist in developing collaborative designs unique to your data center environment. This includes:

- Field Expert Site Visits – CPI field experts meet with you on-site to evaluate requirements and discuss product and solution options.
- Computational Fluid Dynamics (CFD) Analysis – Using state-of-the-art three-dimensional software, CPI provides simulation and analysis of your data center's airflow and temperature patterns.

### Value-Added Online Tools

- CPI PUE Calculator<sup>SM</sup> – Determine your potential data center cost savings when combining CPI Passive Cooling<sup>®</sup> Solutions with today's most effective cooling strategies using the CPI PUE Calculator. Visit [www.chatsworth.com/pue-calculator](http://www.chatsworth.com/pue-calculator).
- Free Visio<sup>®</sup> Shapes to help you plan your next project and free AutoCAD Blocks (dwg files) to help you quickly and accurately develop a room layout.
- Building Information Models (BIM) drawings – Get a jump-start on your next project by utilizing our vast library of 189 BIM drawings for Revit. Our continuously growing selection will give you the design tools you need to create a dynamic and flawless layout.
- Product Configurator – CPI's easy-to-use online Product Configurator guides you through the steps and selections necessary to create personalized product solutions. Choose from a variety of options and accessories that can be integrated directly into cabinet or rack systems, simplifying data center installation. Receive a complete itemized bill of material, total list price, rendered drawings and a selection of distributors or global resellers for your configured solution. Visit [www.chatsworth.com/configurator](http://www.chatsworth.com/configurator).
- Documentation Center – Search product documentation.
- PDF Catalog – Review CPI's most recent printed catalog.
- eCatalog – Locate detailed product specifications, photos, drawings and literature.

**Dedicated to delivering what you need, CPI's unequalled customer service and technical support are the benchmark of our business.**

## CPI Locations

### USA

Corporate Office  
Westlake Village, CA  
818-735-6100

Chatsworth, CA Operations  
818-882-8595

Georgetown, TX Operations  
512-863-7800

New Bern, NC Operations  
252-514-2779

### Latin America

Mexico City, Mexico  
+52 55 5203-7525  
Toll Free 01-800-201-7592

### Europe

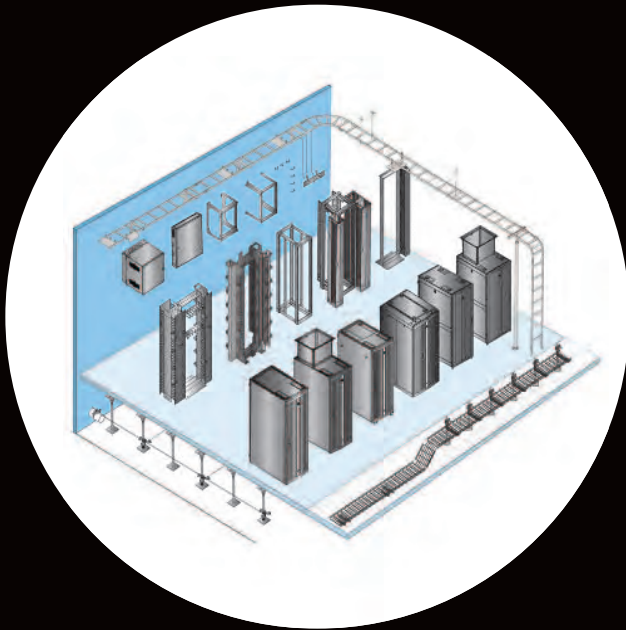
Buckinghamshire, England  
+44-1628-524-834

### Asia Pacific

Pudong, Shanghai, China  
+86-21-6880-0266

### Middle East & Africa

Dubai, United Arab Emirates  
+971-4-2602125



### The CPI Total Solution Includes:

- Equipment Support
- Cable Management
- Cable Pathways
- Grounding & Bonding
- Security & Monitoring
- Thermal Management
- Power Distribution
- Seismic Bracing

Find more information about CPI Solutions at  
[www.chatsworth.com](http://www.chatsworth.com)

+1-800-834-4969 (U.S. & Canada)  
or [techsupport@chatsworth.com](mailto:techsupport@chatsworth.com)



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PRODUCTS, INC.**

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