

JUNE 27, 2019

ELDS – CPP - Distribution Automation

Organizational Structure, Marketing and Sales Contact Information

1VAA0004-MC

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ELDS – CPP – Distribution Automation

On May 2018, the ABB Electrification Products Distribution Solutions (EPDS) business unit announced the intention to improve its competitive position and support of its overall growth objectives by consolidating the EPDS United States manufacturing footprint. The consolidation will optimize factory and supply resources while improving delivery and quality to our customers. As a result of this strategic plan, ABB relocated all its product lines from Coral Springs, Florida to Finland, Pinetops, NC, and Florence, SC.

Relion® – protection and control relays

Factory location: Finland

Relion® Protection and Control

Finland factory/ Order management: Lake Mary, FL

Relion 610 series	Relion 615/620/630 series	REX640	SSC600	COM600	REA	RIO600	Arctic	SMU615	cPMS	500 series	SPACOM
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Lead times:		Location	9AAE325953
Product	Lead time	Factory code	2210
Relion 610 series	6-8 weeks	Product group - Salesforce	3401
Relion 615/620/630	6-8 weeks	Product name	Relion® 610/615/620/630 series, REX640, SSC600, COM600, REA, RIO600, Arctic, SMU615, CPMS, 500 series
REX640	6-8 weeks	Manufacturing location	Finland
SSC600	6-8 weeks	Order management	Lake Mary, FL
COM600	6-8 weeks	Order entry support	us-lakemaryOM@abb.com
REA	6-8 weeks	Technical support	customer.service.group@us.abb.com
RIO600	6-8 weeks	Factory phone number	+1 800 929 7947
Arctic	6-8 weeks	Service location	Lake Mary, FL
SMU615	6-8 weeks	Address	655 Century Point Lake Mary, FL 32746
cPMS	6-8 weeks		
500 series	6-8 weeks		
SPACOM	6-8 weeks		



Relion® Protection and Control

RoW factories/ Order management: Lake Mary, FL

Relion 605 series India	TCC300 US Beckwith	Visivolt Poland	UPS (RER620) Florence, US	PCMU(MSOC 245, 445, 2000) Lake Mary, US	SUE3000 Germany
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Lead times:		Location	9AAE325953
Product	Lead time	Factory code	2210
Relion 605 series	6-8 weeks	Product group – Salesforce	3401
TCC300	6-8 weeks	Product name	Relion 605 series, TCC300, Visivolt, UPS (RER620), PCMU (MSOC 245, 445, 2000), SUE 3000, SPACOM
Visivolt	6-8 weeks	Manufacturing location	Germany, India, Poland, US
UPS (RER620)	6-8 weeks	Order management	Lake Mary, FL
PCMU (MSOC 245, 445, 2000)	6-8 weeks	Order entry support	us-lakemaryOM@abb.com
SUE3000	6-8 weeks	Technical support	customer.service.group@us.abb.com
		Factory phone number	+1 800 929 7947
		Service location	Lake Mary, FL
		Address	655 Century Point Lake Mary, FL 32746



Microprocessor-based relays

Electromechanical (EM)

Solid State (SS) relay

Florence, South Carolina
2300 Mechanicsville Road Florence, SC 29501

Microprocessor-based relays, EM relays, SS relays

Florence, South Carolina

EM Relays	Solid State Relays	Micro 51	PCD Relays	LCM	ISF/ICD
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Lead times

Product	Lead times (temporary)
EMAUX: AR, ARS, MG6	6-8 weeks
SX	10-12 weeks
EMREL	8-10 weeks

Standard lead times will be available after August 19th, 2019.

Location	9AAE300864
Factory code	2210
Product Group – SalesForce	3401
Product name	EM, Solid State, Micro 51, PCD relays, LCM, ISD/ICD GPU2000R, TPU2000R
Manufacturing location	Florence, SC
Order management	Florence, SC
Order entry support	us-Florence-customersupport@abb.com
Quotation support	sebastian.albarracin@us.abb.com andrew.staple@us.abb.com
Technical support	us-Florence-customersupport@abb.com
Factory phone number	+1 800 634 7643
Service location	Florence, SC
Address	2300 Mechanicsville Road Florence, SC 29501



GPU2000R / TPU2000R

Raleigh, North Carolina

GPU2000R

TPU2000R



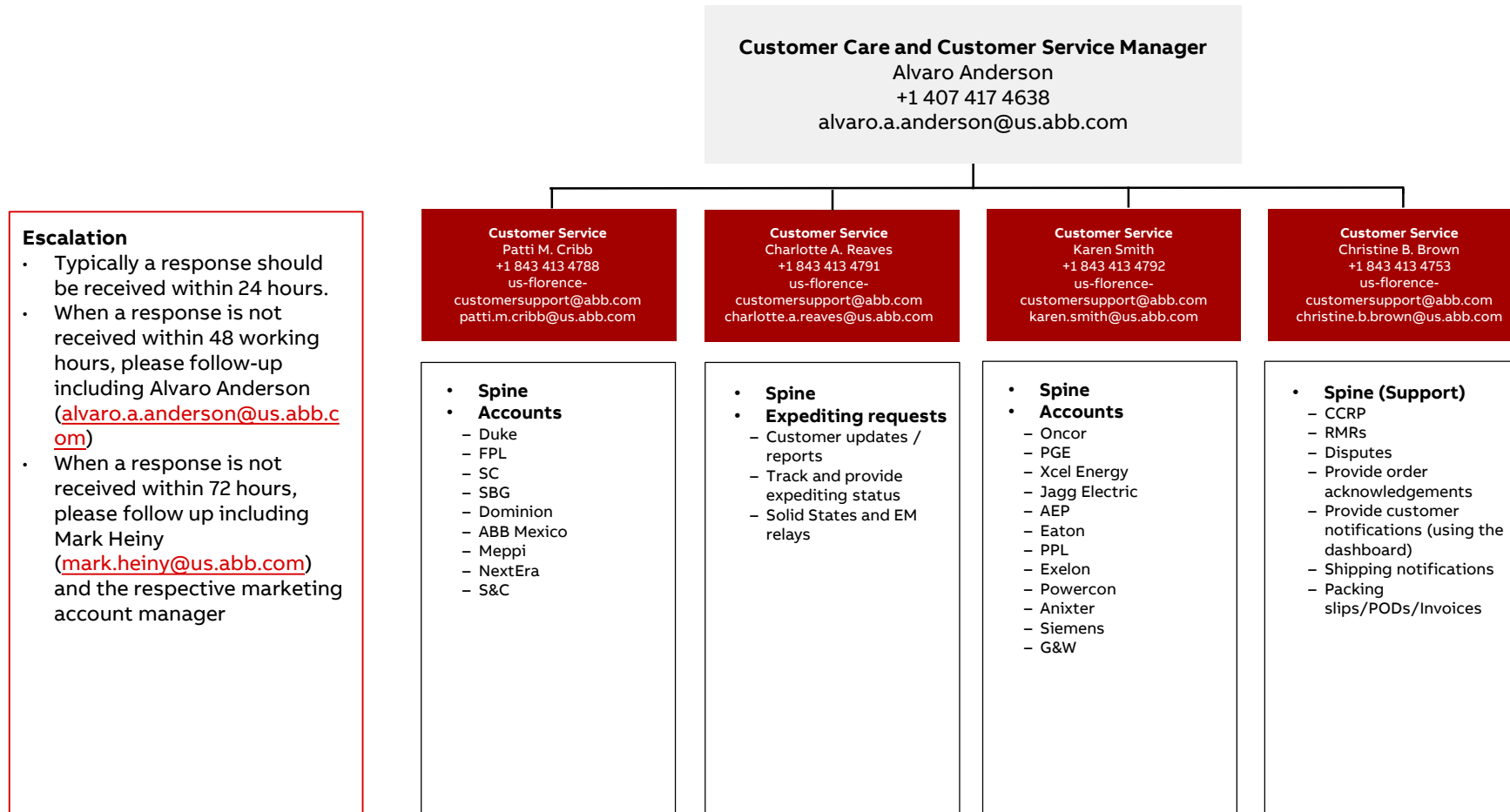
Lead times		Location	N/A
Product	Lead times (temporary)	Factory code	N/A
EMAUX: AR, ARS, MG6	6-8 weeks	Product Group – SalesForce	3401
SX	10-12 weeks	Product name	GPU2000R, TPU2000R
EMREL	8-10 weeks	Manufacturing location	N/A
Standard lead times will be available after August 19 th , 2019.		Order management	N/A
		Order entry support	N/A
		Technical support	tony.g.chen@us.abb.com galina.s.antonova@us.abb.com
		Factory phone number	+1 800 435 7365 Option 8
		Service location	Raleigh, North Carolina
		Address	1021 Main Campus Dr. Raleigh, NC 27606

GPU2000R AND TPU2000R are obsolete. Consider ordering Relion 650/670. Contact your ABB local representative for more info.



Microprocessor-based relays, EM relays, SS relays

Customer Care and Customer Service Manager - Florence



FT Flexitest™ switch

Pinetops, North Carolina

3022 NC 43 North Pinetops, NC 27864

FT Flexitest™ switch

Pinetops, North Carolina

FT-1	FT-1X	FT-14	FT-14D	FT-19	FT-22	Accessories
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Lead times

Product	Lead times (temporary)
FT-1	3 weeks
FT-14	3 weeks
FT-19	4-5 weeks

Product	Lead times (standard)
FT-1	2 weeks
FT-14	2 weeks
FT-19	3-4 weeks

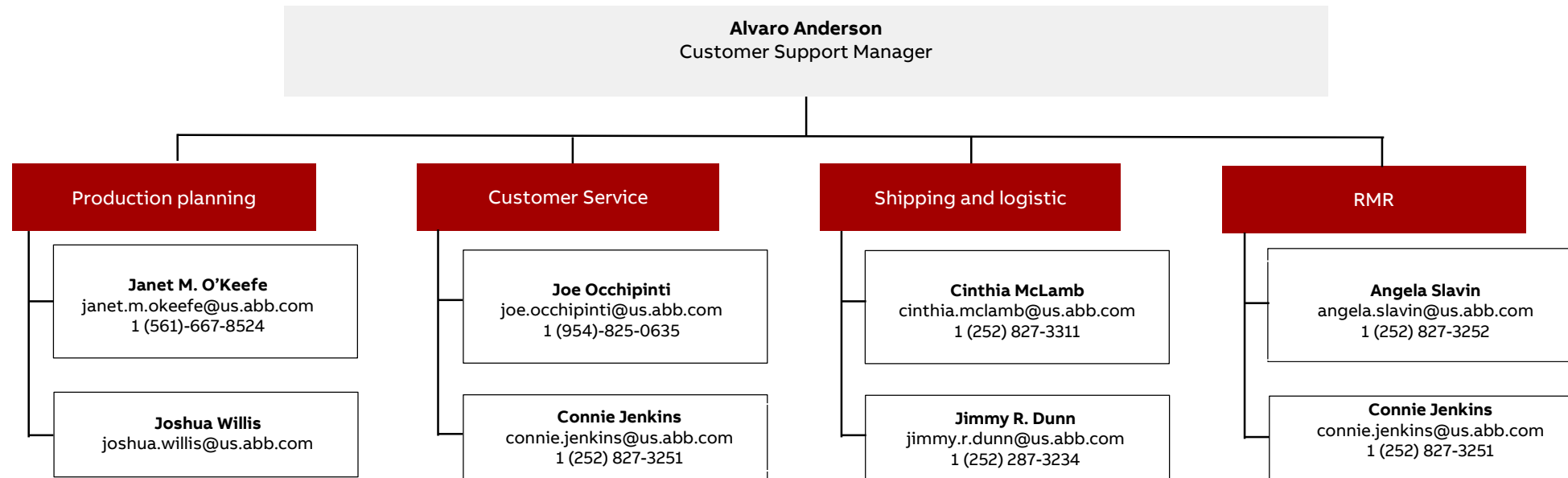
Standard lead times will be available after July 30, 2019.

Location	9AAE300865
Factory code	2010
Product group – SalesForce	3401
Product name	FT switches
Manufacturing location	Pinetops, NC
Order management	Pinetops, NC joe.occhipinti@us.abb.com
Order entry support	us-pinetops.customersupport@abb.com
Quotation support	sebastian.albarracin@us.abb.com andrew.staple@us.abb.com
Technical support	us-pinetops.customersupport@abb.com
RMR support	angela.slavin@us.abb.com
Factory phone number	+1 888 222 3417
Service location	Pinetops, NC
Address	ABB Pinetops North Carolina 3022 NC43 North Pinetops, NC 27864



FT Flexitest™ switch

Pinetops Customer Support Team FT Flexitest™ switch

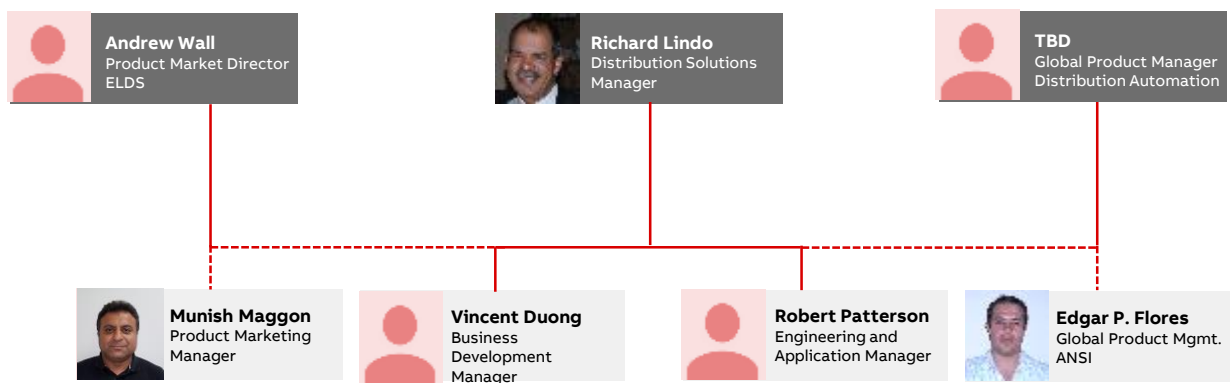


ELDS CPP Distribution Automation

Organizational chart

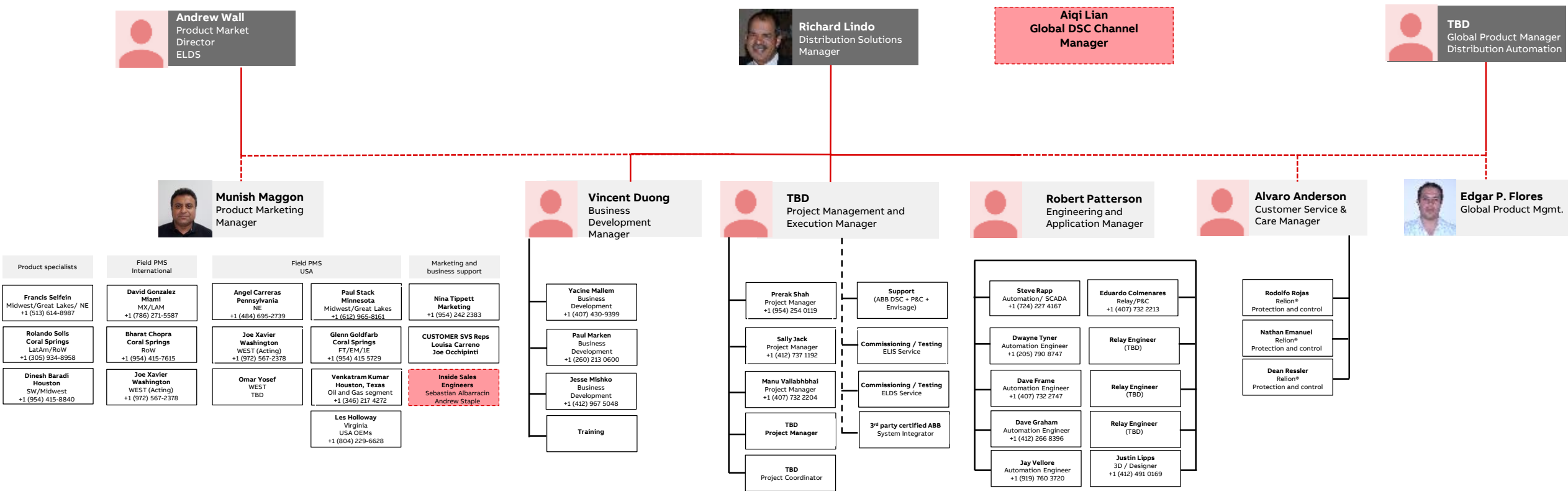
ELDS Distribution Automation

Organizational Chart



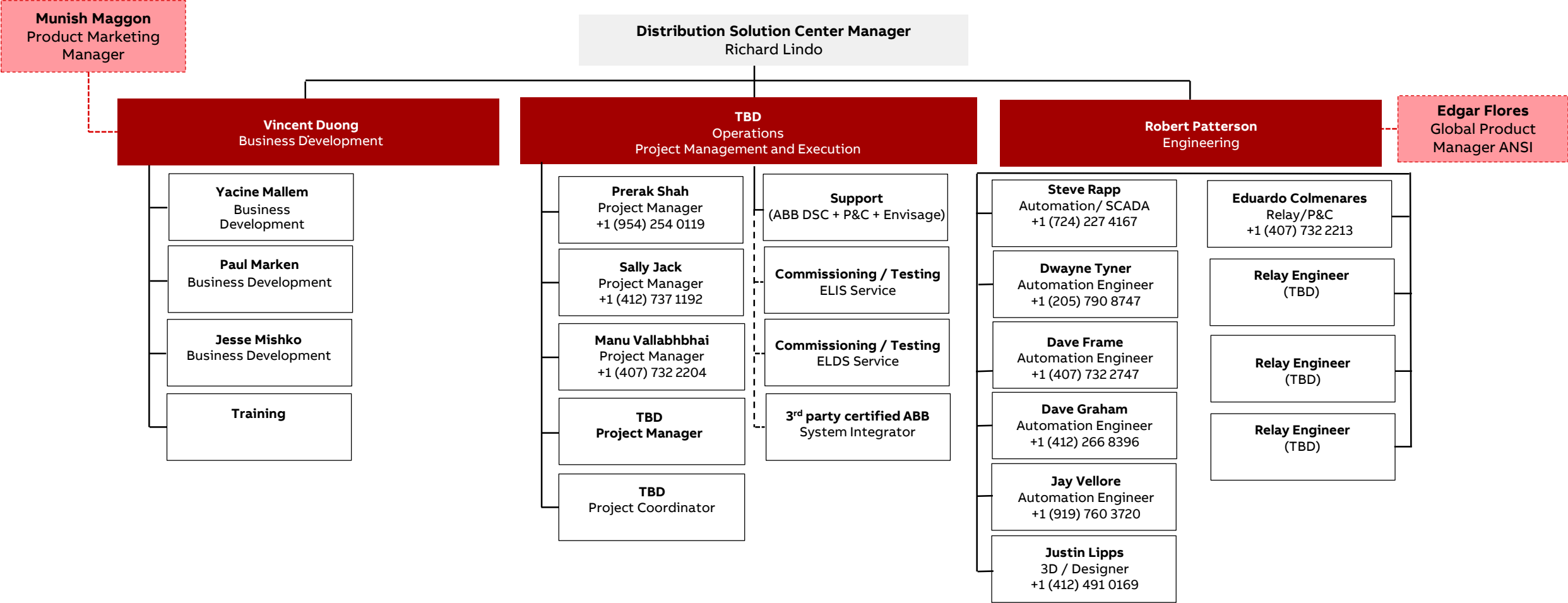
ELDS Distribution Automation

Organizational Chart



ELDS Distribution Automation

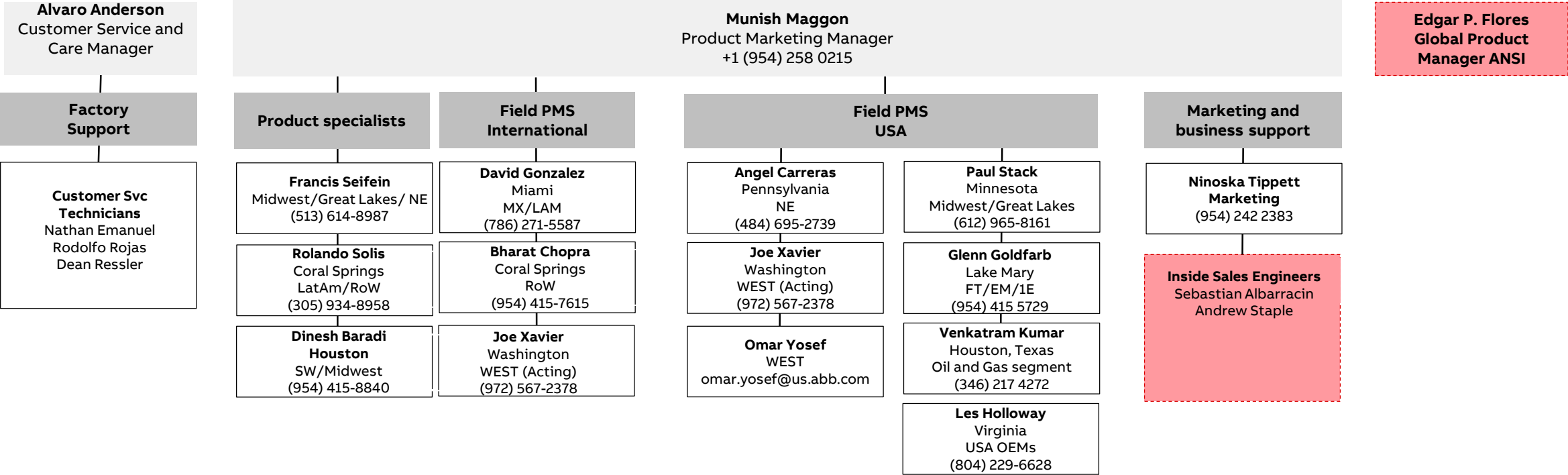
Digital Solutions Center



- Business Development resources would also be the Systems Architects, defining Solutions structure, providing input to proposals
- Based on pipeline, an additional 4 Automation Engineers will be requested, 2 reqs. are in process
- A requisition will be generated for the Operations Manager's position.

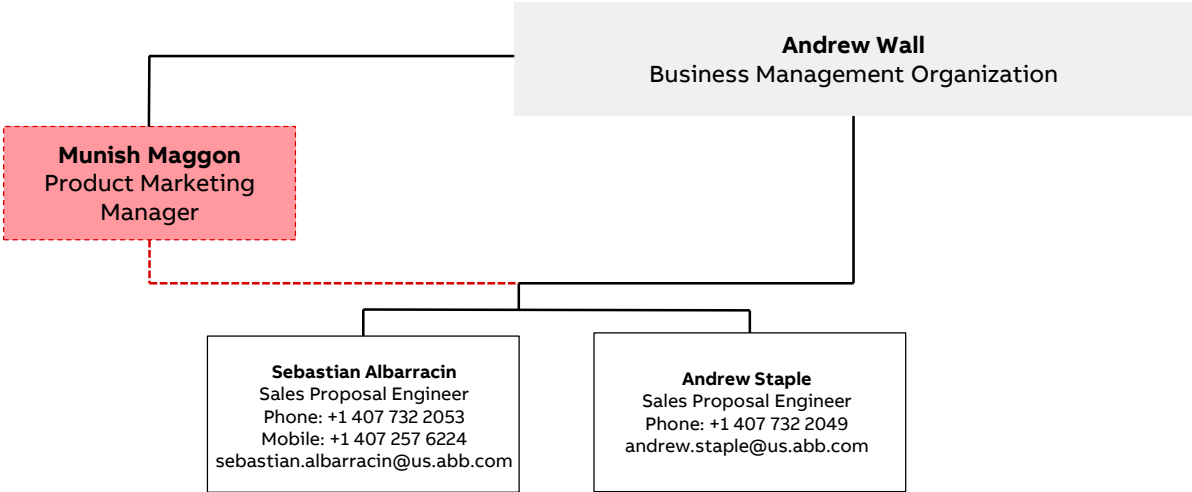
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Marketing & Sales Resources



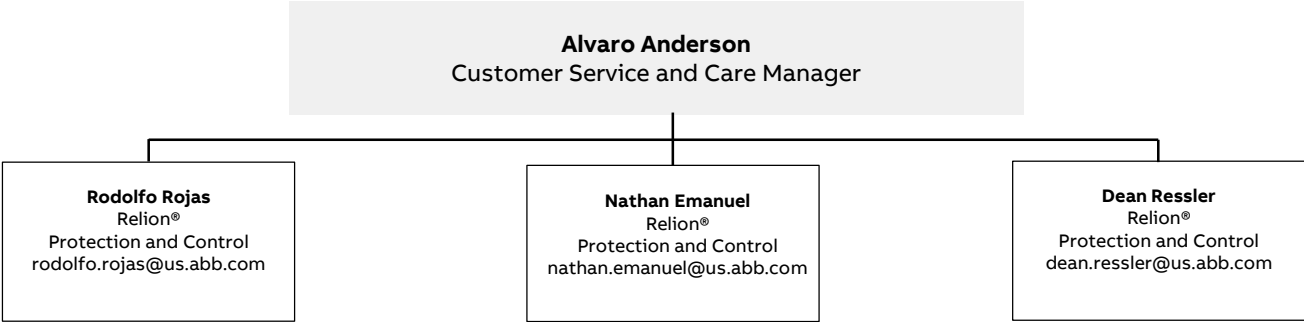
ELDS Distribution Automation

Business Management Organization



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Control and Protection Products Customer Support Resources





EPDS-CPP- Distribution Automation

Market coverage

Product Market Specialists

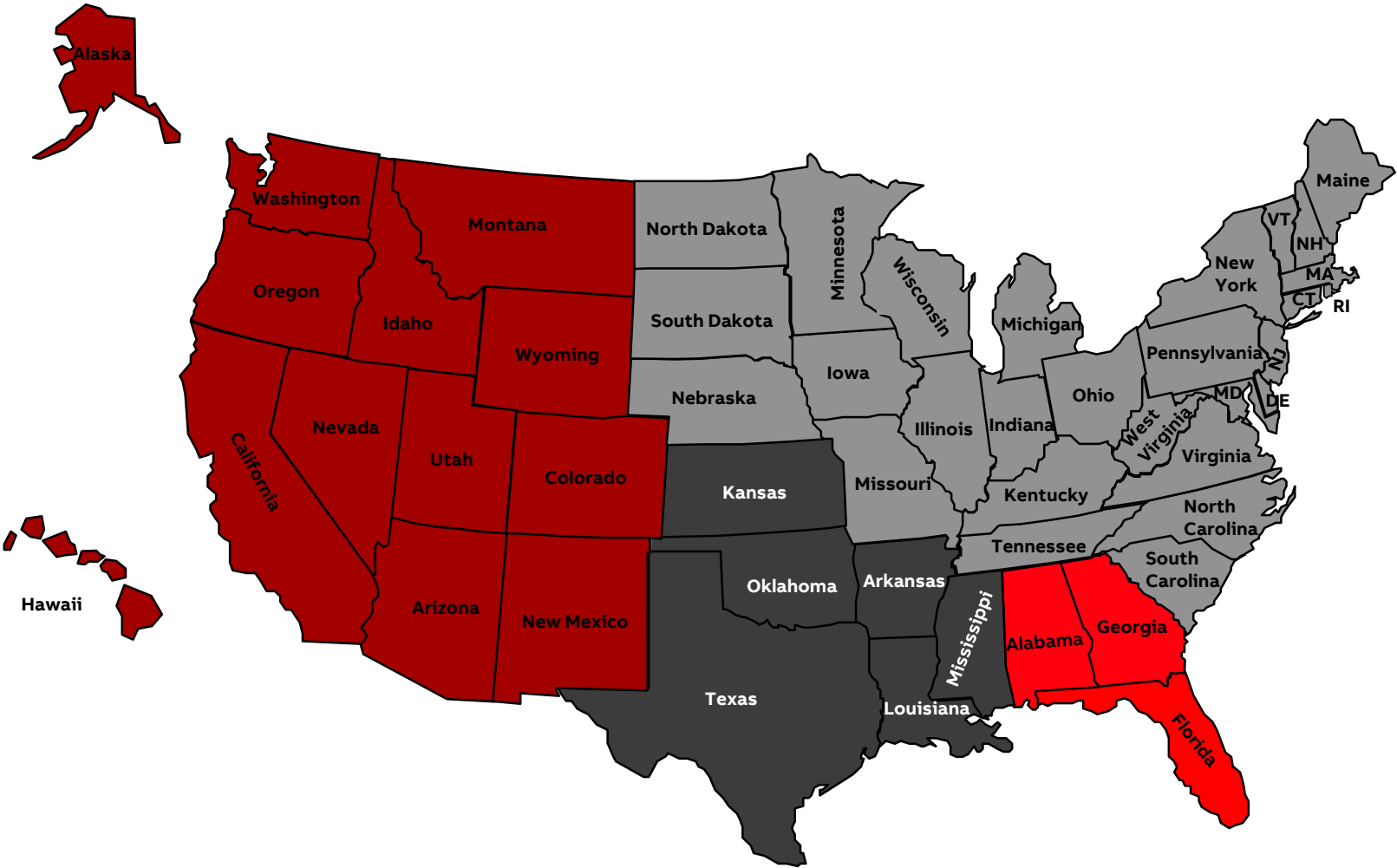
A map of the United States with states color-coded by region. The states are labeled with their names. The regions are: West (dark red), Mountain (medium red), Central (gray), South Central (light red), and East (light gray). Texas is highlighted in a darker red.

Region	States
West	Alaska, Washington, Oregon, California, Nevada, Idaho, Utah, Arizona, New Mexico
Mountain	Montana, Wyoming, Colorado, New Mexico
Central	North Dakota, South Dakota, Nebraska, Kansas, Oklahoma, Arkansas, Missouri, Illinois, Indiana, Michigan, Wisconsin, Minnesota, Iowa
South Central	Texas, Louisiana, Mississippi, Alabama, Georgia
East	Florida, South Carolina, North Carolina, Virginia, West Virginia, Maryland, Delaware, Pennsylvania, New York, Vermont, New Hampshire, Maine, Massachusetts, Connecticut, Rhode Island

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Product Specialists

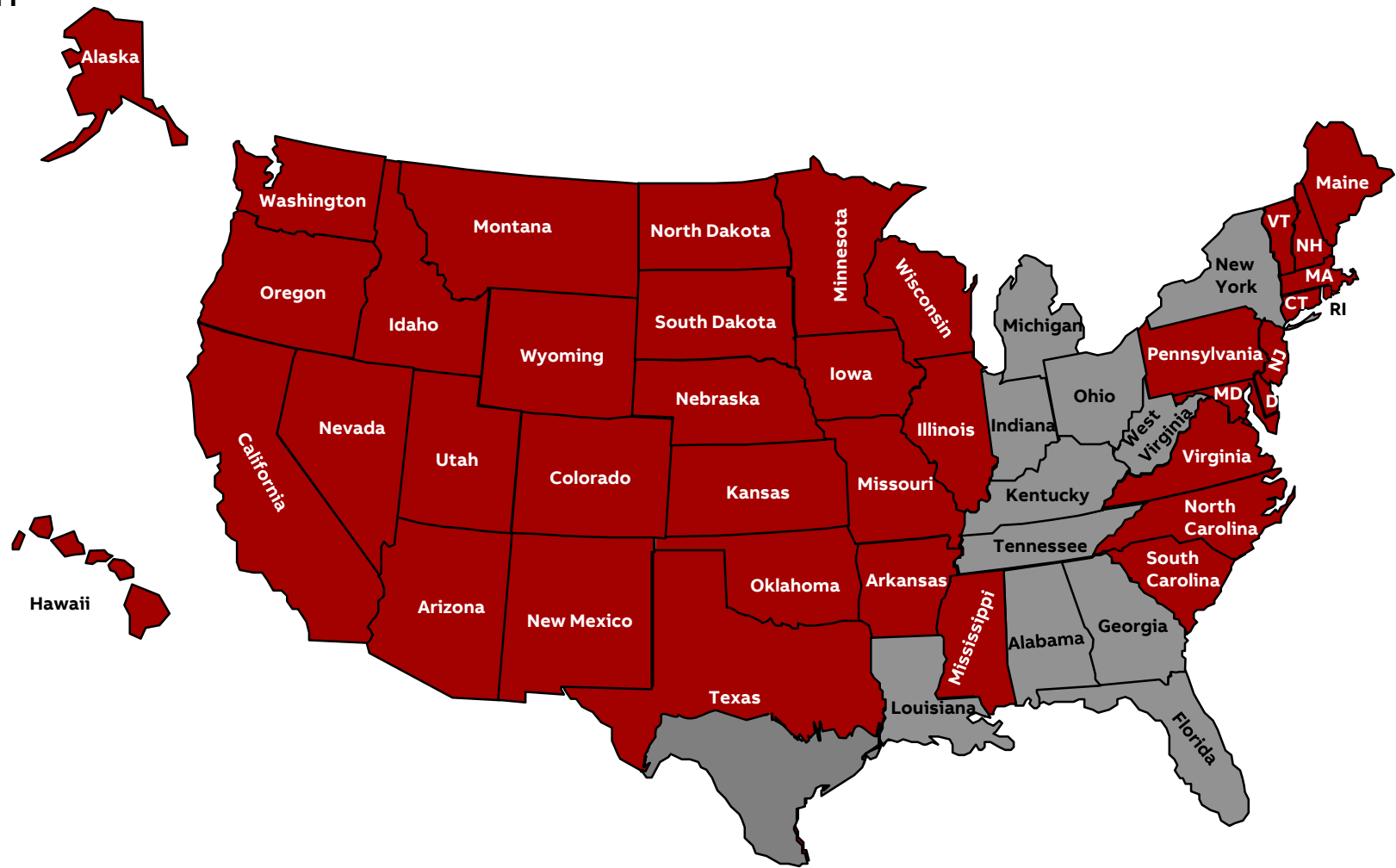
Region	Contact
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Business Management Organization

Region	Contact
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<div></div> West, Midwest, South Central, Canada and the Northeast Territories.	Andrew Staple Phone: +1 407 732 2049 andrew.staple@us.abb.com





EPDS-CPP- Distribution Automation

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ELDS – Distribution Automation

Distribution Automation Solutions Center

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ELDS – Distribution Automation

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ELDS – Distribution Automation

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www.abb.com/substationautomation
www.abb.us/mvservice

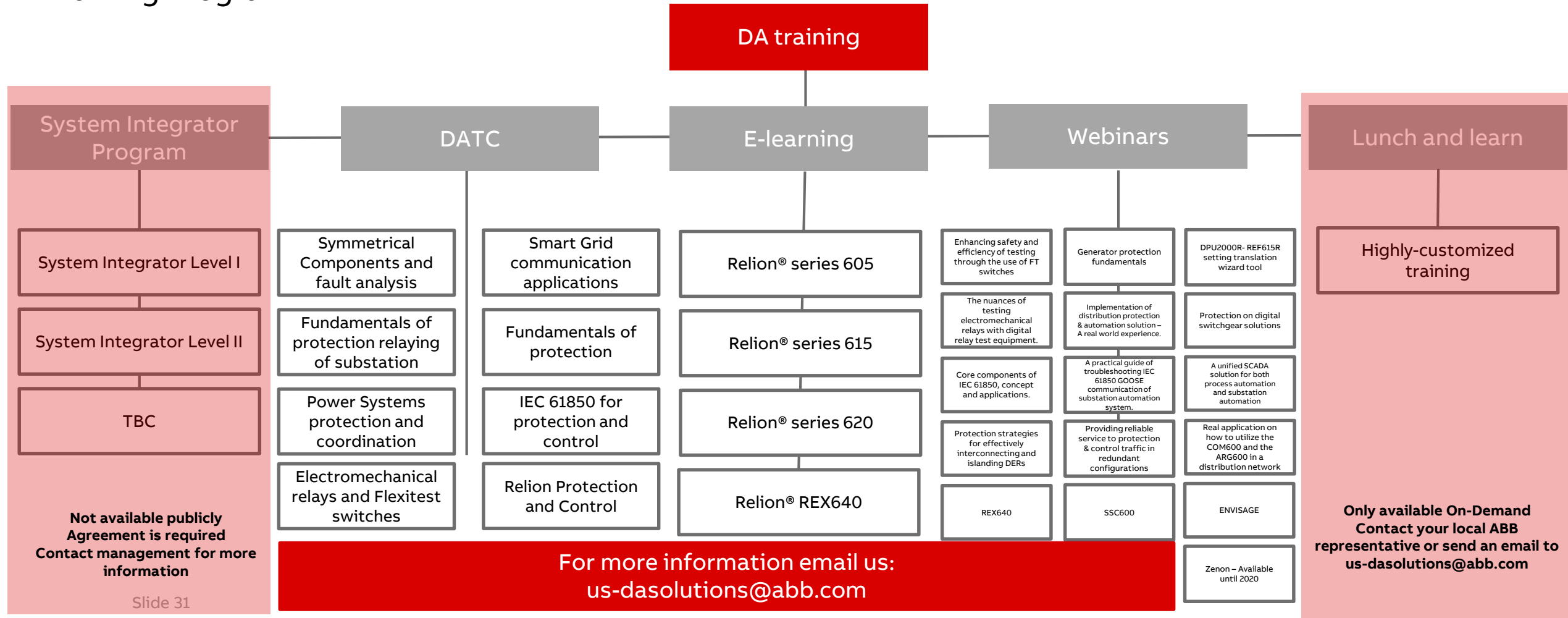


EPDS-CPP- Distribution Automation

Training resources

ELDS - Distribution Automation

Training Program



ABB