

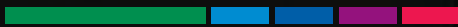
# ***RITTAL***



**PARTNER PROGRAM**

# **SOLID STATE AUTOMATION AND CONTROLS: SLICING SYSTEM LEAD TIMES IN HALF WITH BUSBAR**

## **SNAPSHOT**



A renowned panel shop integrator partnered with Rittal to cut lead times in half by seamlessly integrating enclosure and power distribution solutions.

ENCLOSURES

POWER DISTRIBUTION

CLIMATE CONTROL

IT INFRASTRUCTURE

SOFTWARE & SERVICES



FRIEDHELM LOH GROUP



# INTRODUCTION

---

Solid State Automation and Controls (SSAC), a Houston-based panel shop integrator, has been serving the manufacturing and plant industry since 2009. Renowned for its expertise in automation systems, PLC-based integration, turnkey control system solutions, PLC system training, and Digital Twin technology, SSAC is committed to delivering customized solutions to a wide array of industries, emphasizing its versatility and innovative approach. With increases in customer demands and the ever-growing desire for shorter lead times, SSAC began looking for system enhancements that could both meet customer requirements and provide a flexible platform to build off of for years to come.

# THE CHALLENGE

---

In a rapidly evolving market, SSAC faced a pressing challenge; the demand for faster solutions was on the rise, and they needed to meet these expectations without compromising on quality. The catalyst for change was a customer's requirement for a motor control center (MCC) during the third phase of a facility upgrade. This customer had received a quote for a complete MCC solution from another distributor with an estimated lead time at 60 to 62 weeks. Seeing a unique opportunity to provide a quality solution in a shorter time frame, SSAC approached this customer and offered their assistance.

ENCLOSURES

POWER DISTRIBUTION

CLIMATE CONTROL

IT INFRASTRUCTURE

SOFTWARE & SERVICES

FRIEDHELM LOH GROUP



# WHY RITTAL?

---

To bring this opportunity to fruition, SSAC teamed up with Rittal's channel partner, AWC, to find a fitting solution. By partnering and working closely with Rittal through AWC, SSAC received a clear path forward thanks to Rittal's robust product portfolio, unwavering quality standards, exceptional support, and high product availability. Recognizing the urgency of the situation, Rittal committed to providing comprehensive and standardized solutions that could be executed quickly to significantly cut SSAC's lead time and meet customer requirements.

## THE RITTAL SOLUTION

---

To expedite the process, SSAC opted for a unique Motor Control Panel (MCP) solution from Rittal as a substitute for the traditional MCC. Rittal's solution offered a quicker alternative as the lead times for MCCs could extend beyond six months. This substitution allowed them to significantly reduce lead times, ensuring they could meet their customer's demands more efficiently.

### The Rittal solution included:

- 1. Rittal TS 8 Enclosure Platform:** The foundation of the Rittal TS 8 enclosure platform provided a sturdy and adaptable base for the system.
- 2. Rittal Ri4Power Busbar Solutions:** Ri4Power busbar solutions streamlined power distribution, enhancing the efficiency of the system.
- 3. Rittal RiLine 60 Power Distribution:** The RiLine 60 power distribution portfolio offered flexibility through its modular design, enabling full component compatibility according to specific project requirements.



ENCLOSURES

POWER DISTRIBUTION

CLIMATE CONTROL

IT INFRASTRUCTURE

SOFTWARE & SERVICES





The modular components of the power distribution and busbar systems could be easily adjusted with sizes changed and adapters employed to accommodate diverse setups. Similarly, the Ri4Power portfolio's modularity permits compartment sizes and door options to be tailored to fit various project needs.

## MEASURABLE RESULTS

The implementation of Rittal's innovative MCP solution yielded remarkable results for SSAC, including:

- **Dramatically Reduced Lead Times:** By opting for Rittal's complete MCP solution, SSAC reduced their lead times by at least half. This enhancement in efficiency ensured that their customers received the solutions they needed far more rapidly than ever before.
- **Increased Competitive Edge:** With reduced lead times, SSAC gained a competitive edge in the market. They can now respond quickly to customer demands and win more opportunities, securing their position as a trusted partner for industrial panel solutions.
- **Modularity and Standardization:** Rittal's highly modular and standardized system platform empowered SSAC to use the same components across multiple projects. This not only streamlines their future operations but also offers the flexibility to adapt to evolving customer requirements seamlessly.
- **Scalability:** The new system platform presents an opportunity for SSAC to scale their operations effectively. The flexibility of Rittal's solutions allows them to grow and adjust their offerings as customer requirements grow and change. This is all achieved without the complexities associated with a traditional MCC setup.



ENCLOSURES

POWER DISTRIBUTION

CLIMATE CONTROL

IT INFRASTRUCTURE

SOFTWARE & SERVICES

FRIEDHELM LOH GROUP



# CONCLUSION

---

SSAC's success story with Rittal showcases the transformative power of innovation and collaboration. By embracing Rittal's MCP solution, they not only met their customer's needs in record time but also enhanced their competitive position in a demanding market. With modularity and standardization at the core, SSAC can continue to evolve and scale their operations while staying agile and responsive to customer demands. This partnership exemplifies how Rittal's innovative solutions can drive efficiency, speed, and success for our valued customers in the manufacturing and plant-based industries.

## CONTACT SOLID STATE AUTOMATIONS AND CONTROL

---

SSAC specializes in providing a range of high-quality services tailored to your industrial automation requirements. Contact SSAC for custom-designed automation systems, PLC-based system integration, control system development and implementation, system troubleshooting, and turnkey solutions, as well as comprehensive training and support for PLC systems. Find them at [solidstateautomation.com](https://www.solidstateautomation.com).



ENCLOSURES

POWER DISTRIBUTION

CLIMATE CONTROL

IT INFRASTRUCTURE

SOFTWARE & SERVICES

FRIEDHELM LOH GROUP



# CONTACT RITTAL TODAY FOR STREAMLINED AUTOMATION SOLUTIONS

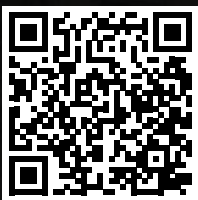
Are you facing a challenge similar to what SSAC faced? Reach out to an expert at Rittal today for more information on how our standardized and highly flexible industrial automation solutions can streamline your processes and lead to remarkable results. Whether you're looking to reduce lead times, enhance efficiency, or scale your operations, our dedicated team is available to work directly with you to help you achieve your goals. Contact Rittal now and discover how our expertise can make the difference in your industry.

## ABOUT RITTAL LLC

Rittal LLC is a global manufacturer of industrial and IT enclosures, racks, and accessories, including cooling solutions and power management systems for industrial, data center, outdoor, and hybrid applications. As the largest manufacturer of enclosures in the world, Rittal provides innovative, high-quality solutions for practically any industrial or IT infrastructure application, from single enclosures to comprehensive, mission critical systems. Products are tested and certified to the appropriate standards that apply, including UL, CSA, ATEX, NEMA, and more.

[Learn more at rittal.us.](http://www.rittal.us)

You can find the contact details of all Rittal companies throughout the world here.



[www.rittal.com/contact](http://www.rittal.com/contact)

ENCLOSURES

POWER DISTRIBUTION

CLIMATE CONTROL

IT INFRASTRUCTURE

SOFTWARE & SERVICES

FRIEDHELM LOH GROUP



US1056-CS-TR ■ 4/24