



Services Success Case Study

Distance-Read Controller, Sensing Cables

Monitor. Integrate. Alert. Peace of Mind.

Our Partner



BROGAV Solutions is a resourceful

and experienced sourcing partner for data centers and telecommunication companies. BROGAV Solutions, carries a selection of new (and refurbished) infrastructure equipment. Use BROGAV Solutions for clear and direct communication, to help you find better lead times or out of the box resolutions for your projects. From simplifying procurement processes, to monitoring project timelines and providing logistics management, to full installation. BROGAV's core vision is to create the ultimate customer experience that will solve your mission critical needs and make you say, "That was easy!"

Products Leveraged

- o Distance-Read LD Controller
- o Power Adaptor
- o Sensing Cable
- o Non-Sensing Cable
- o J-Clips
- o Cable Caution Tags

BROGAV Solutions had a customer with a new white space area that needed leak detection products installed throughout. They wanted to protect their space and equipment from any water damage and be able to detect it within seconds to avoid structural and equipment damage. Lead time and price were important to them. RLE had the best of both. Also, they were quick to respond with great customer service and that sealed the deal.



Choosing The Right Product

When narrowing down the best products to use for their customers' needs – BROGAV Solutions initially thought about leveraging RLE's LD5200, distance-read leak detection that monitors up to 10,000 feet of sensing cable, but in the end, decided it was more than the customer needed. For the limited white space they were adding leak detection to we ultimately decided the LD2100, which monitors up to 5,000 feet of sensing cable, was a better fit.

Also up for discussion were the various lengths the orange SeaHawk Sensing Cable was available in, including:

- 3ft (0.91m) – SC-3
- 10ft (3.05m) – SC-10
- 17ft (5.18m) – SC-17
- 25ft (7.62m) – SC-25
- 50ft (15.24m) – SC-50
- 100ft (30.48m) – SC-100

In the end, BROGAV was glad they chose the 50-foot increments. This was easier to install than longer lengths would have been. Utilizing the "serpentine method" throughout the customers' space and working in 50-foot increments worked really well for going around obstacles that existed in the raised floor space.



Working Within Specific Applications and Special Requirements

The customer was very adamant about having a distance-read controller for their leak detection system. The benefit of knowing where along the length of the sensing cable a leak is occurring so you can quickly jump into action to resolve it gives extra peace of mind to the Data Center Manager.

They were not willing to use a zone controller without distance read.

Featured Benefits With Chosen RLE Products

- Distance Read on the Controller
- Cables are very simple to connect and install
- J clips were very simple to connect and install

Overall RLE has a superior product with superior performance.

Unexpected Benefit As A Result Of Working With RLE

The Installation, startup and commissioning was done by RLE and BROGAV Solutions to make this a turnkey experience. It was simple for the Data Center end user to set up and was installed flawlessly, giving the Data Center end user peace of mind.

Additionally, Technical Services Manager, Eric Kelly, was an expert on the products and installation, startup, and commissioning practices for them. He made all of these steps go flawlessly. He was efficient and very professional.



LD2100: RLE's SeaHawk Distance-read leak detection that monitors up to 5,000 feet of sensing cable.



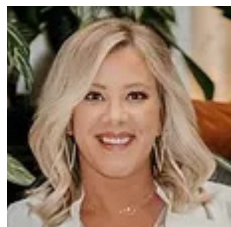
Conductive Fluid Sensing Cable

Long Term Relationships Are The Key To Success



Christie Maxwell
RLE Technologies
Sales Manager

"Christie was amazing. She answered all questions in a timely manner and was very supportive and helpful throughout the quotation, order and installation phases."



Celina Berglund
BROGAV Solutions
Founder and CEO

"Celina, as the main point of contact, created an overall exceptional customer experience in helping this Data Center find the best leak detection product including a turnkey experience with installation, startup and commissioning included as a one stop shop!"



RLE Equipment Used in This Application

- One (1) LD2100, Distance-read leak detection controller; LED display, web enabled. Includes LC-KIT for use with SC, SC-ZH, SD-Z
- One (1) PSWA-DC-24, Power adapter; isolated 100-240VAC to 24VDC, 50/60Hz; barrel connector; includes type A blade
- Thirty-Five (35) SC-50, 50ft / 15.24m sensing cable; conductive fluids, pre-installed male/female connectors
- One (1) JC-200, J-clips; cable securing clips; use to secure cable every 3-4ft (1m). Available in qty of 10, 25, 50, and 200
- Fifteen (15) SC-T, Cable caution tags; qty 10; use to identify cable every 10ft (3m)
- Four (4) NSC-25, 25ft / 7.62m non-sensing cables; pre-installed male/female connectors (for use with SD-Z, SC, SC-R & SC-ZH)
- Four (4) NSC-10, 10ft / 3.04m non-sensing cables; pre-installed male/female connectors (for use with SD-Z, SC, SC-R & SC-ZH)

