



How Infinity Panel Solutions keeps critical facilities running

Highlights:

- Infinity Panel Solutions wants to ensure that the electrical control panels it builds are among the most reliable in the industry
- To do this, they build to industrial standards and specify industrial-grade components from Phoenix Contact
- The Phoenix Contact components not only save time and money, but they meet the highest standards

“We’ve selected Phoenix Contact... because they have such a breadth of product offering, along with manufacturing capability and distribution support.”

– Tyler Baker, CEO

Customer profile: Infinity Panel Solutions

Infinity Panel Solutions LLC works with clients across the U.S. and Canada. The panel shop allows maximum flexibility in panel designs.

“We started as an electrical contractor focused on the building automation market,” said Tyler Baker, CEO of Infinity Panel Solutions. “Through the need of my own teams, we started building panels in my garage. As the needs grew for what we needed in the field, and the customers saw what we were doing, they asked, ‘Can we get a UL Listing?’ And we said, ‘Sure, we can get a UL Listing.’”



Figure 1: Infinity Panel Solutions designs and manufactures UL Listed control panels for industries such as building automation, robotics, and electrical manufacturing.

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UL safety marks are the most credible, sought-after marks in North America. The UL mark is more than a certification; it's peace of mind.

"From there, we started building full panels – 50 the first year, and then it grew. We sort of rocketed into the data center and other markets. Today, we build between 600 and 800 a month," Baker explained (Figure 1).

Challenge: Downtime is not an option

"Everything we do is in the building envelope. Building owners see when they interface with a graphic system. They can see what the air conditioning or lighting system is doing, and they can see the panels on the wall if they go into a mechanical room," Baker stated. "But nobody really sees what we do. All of the sensors and controllers and starters and VFDs that are controlling the building wire back to our panels, and that becomes the nerve center of the building" (Figure 2).



Figure 2: The control panel becomes the nerve center of the building, so failure is not an option. Infinity Panel Solutions trusts Phoenix Contact to deliver the quality and reliability they want.

"We do more than just build panels," he continued. "We want people to understand where their pain points are. People expect systems in the building to be up and online all the time. Simple things, like a power supply failure or a loose wire in a terminal block, can trip off a chiller plant. If something happens, we need a way to report back from the front and say, 'We've got a problem here.'"

For Infinity Panel Solutions' customers, product failure and the resulting downtime are not an option. "In manufacturing, downtime means lost production. If it's a data center, it's by-the-minute charging. If it's a television production facility, they lose broadcasting ability. For example, we've done some work at a broadcast center in Atlanta where the outage costs were \$2 million per minute, so a very simple problem can have a lot of impact," Baker said.



Figure 3: Infinity Panel Solutions buys hundreds of thousands of Phoenix Contact terminal blocks every year.

Solution: Industrial components for high reliability

The building automation market typically does not use industrial-grade components.

"You'll see a lot of low-cost, low-quality components, but we strive to have continuous improvement to ensure that we use good components in our finished product," said Baker. "We've pushed from day one to use better terminal blocks, power supplies, and other components."

"We've selected Phoenix Contact to support us because they have such a breadth of product offering, along with manufacturing capability and distribution support," he stated, "We buy hundreds of thousands of terminal blocks from Phoenix Contact every year (Figure 3). We also rely on power supplies and Ethernet switches. We're seeing more remote I/O cards, and we're looking to implement the new Catan controller for building automation soon."

Results

Because they use industrial-grade components and industrial design standards, all panels built by Infinity Panel Solutions meet UL standards, even when not required by the client.

Baker stresses to customers, "We might not be the cheapest, but we will be the most competitive product for the price."

He concluded, "Ultimately, the components save us installation time in both the shop and the field. They're a better quality product."