

ESTA Power capacitors (PEC, LVAC)

Filtering, Smoothing, and Power Factor Correction

VISHAY

The DNA of tech.

▶ WHERE TO HUNT

Look-alike Targets: Vertiv (OH), Miller Electric (IL), Tesla (Energy division) VESTAS, KK Wind, Suzlon, Enercon, Transcoil Inc., Electrotek, C&H, Progress Rail, Flanders, ABB

Door Opener Questions:

- Are there any special environmental conditions, such as vibration, shock, high temperatures, or humidity, that the capacitor must meet?
- Where do you currently see the greatest limitations, failure risks, or lifetime issues in your systems for power capacitors?
- Do you have technical or space constraints where a customized power capacitor could help you to achieve your solution?
- Do you need reduced assembly time? Vibration-proof in wind power plants and during transport?

Industrial / AI: solar / wind inverters, harmonic and input filters, power modules, UPS, and PFC for tuned and de-tuned filters, data centers, energy storage, DC-Link, impulse discharge

Traction / Medical: traction converters / drives, defibrillator, X-ray / MRT

▶ HOW TO SELL: Sell the Solution, not the component

“Besides the ability of offering a large standard portfolio, Vishay ESTA’s particular strength is customized design, which makes it possible to precisely implement your application-specific requirements like high ripple current capability, a long service life, and a shock- and vibration-proof design.

- Different filling agents
- Various terminals for individual connection or connect through
- Spring terminals for simplified assembly
- Different heights and diameters per rating
- 1-phase and 3-phase units

▶ HOW TO CLOSE: Advancing the opportunity

“We don’t just supply catalog components — we interact directly with your engineering team to design the right power capacitor for your application.”

- Engage ESTA product marketing engineers – own R&D support in ESTA division with individual calculation in regards to losses, hot spots, and lifetime. Own certified laboratory for sample testing.
- Enable the customer: provide product datasheets from the web, technical datasheets / drawings on request, infographics, and application notes