

Smart-UPS™ On-Line New Product Offerings

5kVA-10kVA SRT

The most manageable, reliable and efficient UPS in its class



Agenda



- Smart-UPS On-Line Features
- Comparisons
- Transition Information
- Target applications and customers
- Where do I get more Information

Smart-UPS On-Line SRT – New Features

High Power Factor

More real output power in watts, 0.9pf on 5 kVA units, Unity on 6kVA -10 kVA units.

High Efficiency “Green Mode”

Achieves efficiency greater than 97% which saves utility and cooling costs without compromising performance or reliability. ENERGY STAR® qualified. (208V only).

Flash Upgradeable Firmware

Allows for field updates of firmware via communication ports or NMC. (Wizard screen shown below)



Built-in Energy Meter

Measures energy use and displays UPS efficiency in various modes of operation for easy energy tracking.

Enhanced Intelligent Battery Management

Temperature compensated charging extends life and advanced algorithms recommend replacement date. The UPS can inform user which batteries need to be replaced and auto detect when additional battery packs are added.

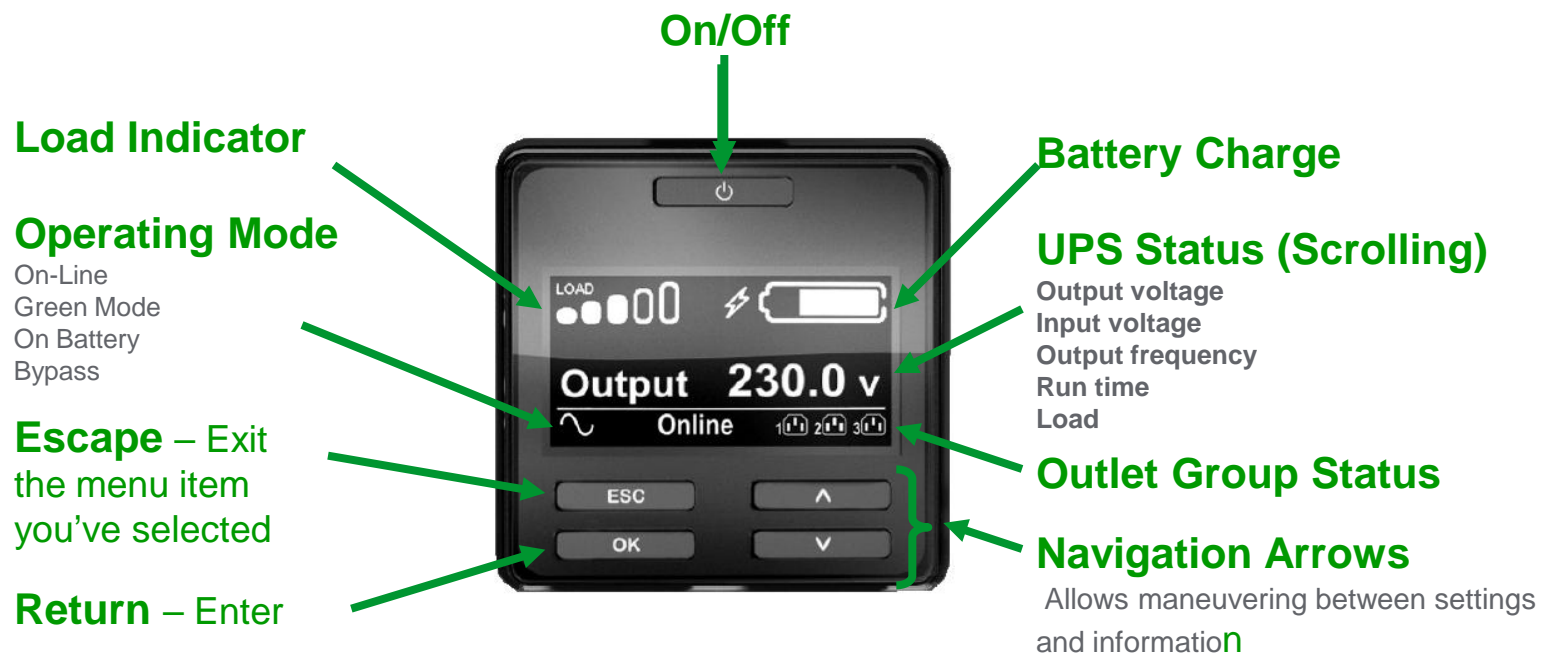
Graphical LCD with Multicolor Backlight

Intuitive interface provides detailed and accurate information with ability to configure locally.



Graphical LCD Display

Intuitive, easy to use LCD provides clear and accurate information in multiple languages.





Smart-UPS On-Line SRT New Features, Cont.

Switched Outlet Group(s)

Ability to control a group of receptacles independent from the main UPS. Enables:

- Rebooting hung device without cycling the entire UPS
- Sequenced turn on/off
- Shedding of non-critical loads based on a wide variety of parameters (on battery time, runtime remaining, overload)
- Scheduled time off to conserve energy



1:1, 3:1 Input Hard Wire Options (230V 8kVA & 10kVA models only)

Product can be wired for 3PH or 1PH input.

Dual Input (230V 8kVA & 10kVA only)

Enables second input source to be connected to UPS bypass

Embedded Network Management Card with Environmental Monitoring

Remote monitoring and control of the UPS and the environment via Ethernet connection.

SmartSlot

Ability to add accessories for additional communication options.

Operate Without Battery

Ability to immediately protect equipment when power returns.

3 Year Warranty on Electronics

Additional year of warranty protection for electronics provides peace of mind.

Summary

*The most manageable, reliable and efficient
UPS in its class*

The new Smart-UPS On-Line offers excellent and efficient power quality and performance in an dense footprint. A flexible design makes it easy to install, operate, and service in almost any environment.



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Generation Comparison

Feature	SURT	SRT
Double Conversion On-Line Topology	●	●
Rack Tower Convertible	●	●
Smart Slot	●	●
+/- 1% Output Voltage Regulation	●	●
Automatic Bypass	●	●
Hot Swap User Replaceable Batteries	●	●
Dual Input SURT: 15kVA & 10kVA 230V only SRT: 8kVA & 10kVA 230V only	●	●
Auto Detect External Battery Packs		●
Predictive Replacement Battery Date		●
Multi Color Graphical LCD		●
Unity Output Power Factor (6kVA – 10kVA Models)		●
Start Without Battery		●
ENERGY STAR® (208V models) and Green Mode		●
Switched Outlet Groups		●
3 Year Warranty (Electronics only)		●



Competitor Comparisons

Feature	Competitors	APC Benefit
Power Density	X	More real power per kVA from .9pf to Unity pf.
Embedded Network Management Card	X	Embedded card frees up the smart slot so customers can add accessories for additional communication options.
Predictive Battery Replacement	X	Customers can replace battery prior to failure. Clearly identifies batteries needing replacement.
Graphical LCD with Multicolor Backlight	X	At a glance real time UPS status. Visible alarm warnings.
Operate without Charged Battery	X	Ability immediately protect equipment when power returns.
ENERGY STAR® (208V models) / Green Mode	Some models	High operating efficiency reduces utility costs without sacrificing reliability or protection. The ENERGY STAR logo makes it easy for consumers to identify and purchase energy efficient products.
Switched Outlet Groups	Some models	Discrete reboot of hung devices, sequenced on/off, and load shedding to preserve on-battery runtime.
3 Year Warranty on Electronics	Some Models	Additional year of warranty protection for electronics provides peace of mind.

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SKU Transition Information



Existing Models	Next Generation Models
SURTD5000XLI	SRT5KXLI
SURTD5000RMXLI	SRT5KRMXLI
SURT6000XLI	SRT6KXLI
SURT6000RMXLI	SRT6KRMXLI
SURT8000XLI	SRT8KXLI
SURT8000RMXLI	SRT8KRMXLI
SURT10000XLI	SRT10KXLI
SURT10000RMXLI	SRT10KRMXLI

- No more PTO SKUs!
- SURT models available as supplies last (estimate 2-3 months after new SKU introduction)


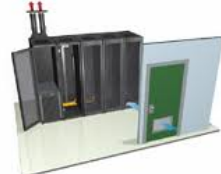


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Smart-UPS On-Line Applications & Trends

	Environment	Application	Trends	Challenges
	Network Closet	Networking Storage Servers VOIP	VOIP/POE/UPOE Convergence Software Defined Networking	Remote Locations Lack of IT Resources Space Constraints Budget
	Server Room	Networking Storage Servers	Consolidation Virtualization Cloud migration Managed Services	Lack of IT Resources Service Costs Power & Cooling Costs Network Availability
	Retail/ Branch Office	Security Digital Signage VOIP Whole Store Protection	VOIP/POE/UPOE Self service POS Intelligent POS Telebanking	Many assets to manage Service Costs Resources
	Secure Power	Medical Imaging Blood analyzer Pumps Controllers	IoT/Industrial IT Big Data Compliance	Compliance Standards Costs Resources

Customer Profile

Top Targets

- Small/Midsize Business (SMB)
- Distributed Offices of Larger Enterprises
 - Wiring Closets
 - Small Computer Rooms



Nearly all Vertical Markets

- Branch Office
- Retail
- Government
- Hospitals/ Labs
- Industrial



Decision Makers

- IT or Network Manager
- Admin Facility Manager
- Small Business Owners

