



Certainty in a Connected World



With Schneider Electric, our APC offers and our EcoStruxure™ IT monitoring options, you have access to a full range of IT infrastructure solutions—from backup power and edge deployments, to full-scale data center builds, along with software and services to help manage it all.

It's how we provide certainty in a connected world.

What's New with APC?

NEW!



Smart-UPS™ Modular Ultra:

This UPS scales with your customer's business, so they can add power as they need it, from 5–20 kW. It offers 2.5 times the power in half the size of our previous model. Rackmount and tower options available.

NEW!



EcoCare for Single-Phase UPS:

Membership service providing exclusive priority access to our experts and support, combined with 24/7 monitoring of single-phase UPS units and PDUs with next business day on-site remediation.

NEW!



EcoStruxure IT DCIM 3.0:

Our comprehensive DCIM solution addresses the challenges of DCIM 3.0 by modernizing the software portfolio for monitoring and management of sprawling, hybrid IT infrastructure.

NEW!



Rip, Replace, Recycle:

Installation and recycling services for single-phase UPS, perfect to add on to a UPS refresh project. We recycle old UPS equipment to an R2 certified facility, with sustainability data for IT waste metrics available upon request.

We have all the pieces you need for your customer's next project, plus an Opportunity Registration Program to help you get discounts for deals.

Contact your APC rep to learn more.

apc.com

Life Is On



Don't forget about our full range of products and services!

Power

Customer challenges

- Increase availability per dollar spent
- Recapture usable IT space
- Adapt quickly to technology refresh and moves, adds or changes
- Optimize capital expenditure

Ask the customer

- Do you have plans to move or build?
- Is the power density in your racks increasing (consolidation)?
- Do you know if you have enough back-up power?
- Is your UPS out of warranty?
- Are you implementing VoIP or WLAN?

Solutions

- Smart-UPS, Smart-UPS On-Line, Smart-UPS Lithium-ion
- Smart-UPS Ultra, Smart-UPS Modular Ultra, Smart-UPS Modular Ultra Tower
- Symmetra RM, LX, PX
- Galaxy VS, VM, VL, VX

Infrastructure management (software and services)

Customer challenges

- Sprawling hybrid, distributed IT infrastructure with no visibility into complete environment
- Limited or no remote monitoring or management of power, rack and cooling devices

Ask the customer

- How do you currently monitor and manage your network manageable fleet?
- What does your IT environment look like? How many racks/locations do you have?
- Would you like to be more proactive than just knowing if your power is online/offline with advanced analytics into UPS and battery health?
- Would it be helpful to identify UPS and battery issues months in advance of a potential failure?
- Would you like data on availability and efficiency to help you meet your sustainability goals?

Solutions

- EcoCare for Single-Phase UPS (membership service)
- EcoStruxure IT DCIM 3.0 portfolio of software services: EcoStruxure IT Expert (cloud monitoring), EcoStruxure IT Datacenter Expert (on-prem monitoring), EcoStruxure IT SmartConnect (simple monitoring for small fleets), EcoStruxure IT Advisor (asset management, modeling and optimization)

UPS Lifecycle Services and sustainability

Customer challenges

- Legal requirements related to sustainability
- Increased pressure to meet sustainability goals

Ask the customer

- Does your organization have sustainability goals you need to meet?
- Do you have a plan for managing your UPS throughout its lifecycle (installation and then removal and recycling at end of life)?
- Do you recycle old UPS equipment, such as batteries?

Solutions

- **Rip, Replace, Recycle:** On-site installation of new APC UPS, removal and recycling of old UPS
- **Return and Recycle:** We coordinate shipping back of old UPS for recycling
- **Free battery recycling:** For batteries only, free recycling service
- **Green Premium™:** Our range of sustainable solutions that promise compliance with the latest regulations, transparency on environmental impacts and circular and low-CO₂ products (most Smart-UPS are Green Premium)

To learn more about our sustainability efforts, please visit [APC's Sustainability site](#).

Racks, cooling and power distribution

Customer challenges

- Disorganized cabling
- Single brand mounting restrictions
- Inability to monitor/manage power at the rack level
- Inadequate cooling/increased heat

Ask the customer

- Do you need more outlets/power or better cable organization in your racks?
- Do you have trouble cooling your racks/IT room?
- Do you have visibility into who is accessing your sites?
- Can you provide trending environmental data for informative decisions?
- Are you running out of space?

Solutions

- Wide range of racks (NetShelter™ SX Enclosures, 2- and 4-Post Racks and more), standard and customized options
- Rack power distribution and rack accessories
- NetBotz™ security and environmental monitoring
- Hot-or-Cold Aisle Containment and other cooling solutions

Design, build and monitoring services

Customer challenges

- Limited resources for project design and management
- Need to move, design and implement quickly
- Limited or no remote access management ability

Ask the customer

- Do you perform technology refreshes every two to three years?
- Are you adding locations and need to quickly deploy IT infrastructure?
- Do you currently outsource your NCPi functions?
- Does maintaining your NCPi take time away from your core business resources?

Solutions

- Professional services
- Structure cabling, design/build
- Product-based services
- Remote monitoring services
- Assessment (physical/virtual)

Schneider Electric
70 Mechanic Street
Foxborough, MA 02035
www.apc.com