AETES

COMPAQ

Uninterruptible

Power

Systems

UPS
PREVENT DOWNS

COMPAQ

Your Company Depends on You For……

- Uptime
- Information
- System Availability
- Customer Satisfaction
- Inventory Control
- Production Schedules
- Management Decisions

UPS PREVENT DOWNS

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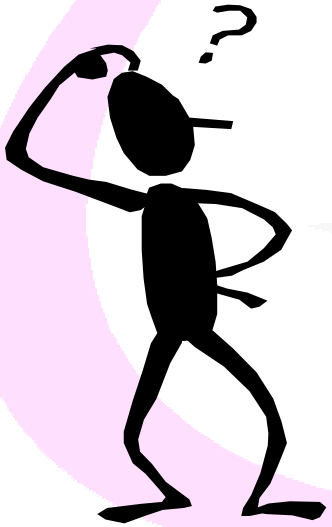
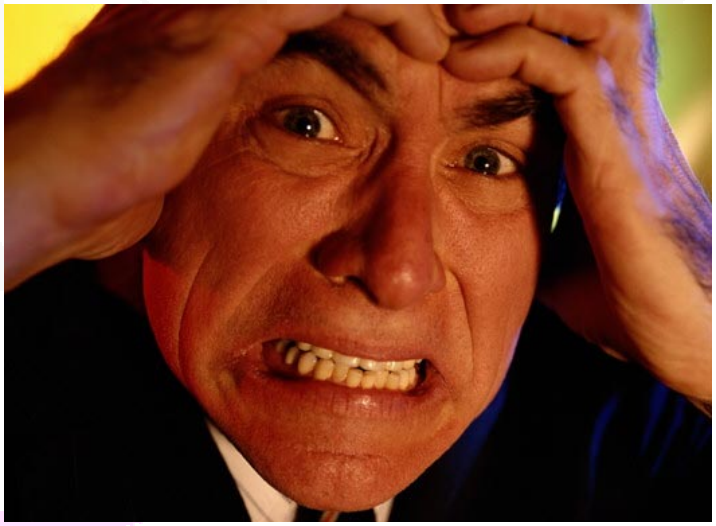
Unplanned Downtime is not an Option

The BIG Question Is……..

How do you increase the availability of your network?





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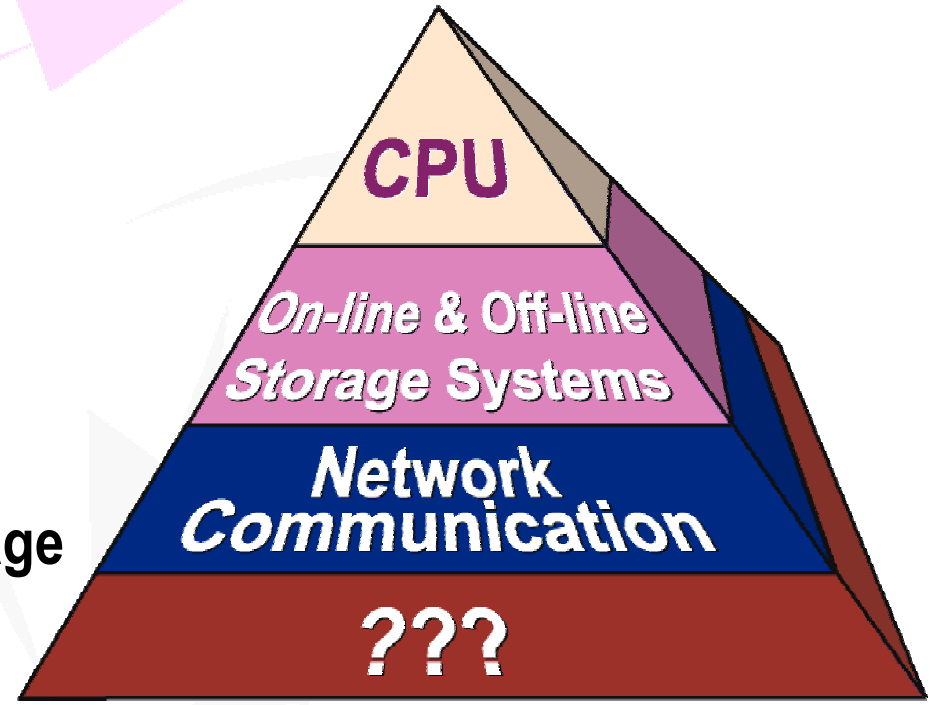
Pyramid of Reliability

- Reliable CPU
  - Open Architecture
  - Servers, Workstations, Desktops
- Storage Solutions
  - Ultra SCSI, Fibre Channel
  - Tape Backup, Off Site Storage
  - RAID
- Network Communications
  - Hubs,Switches, Routers



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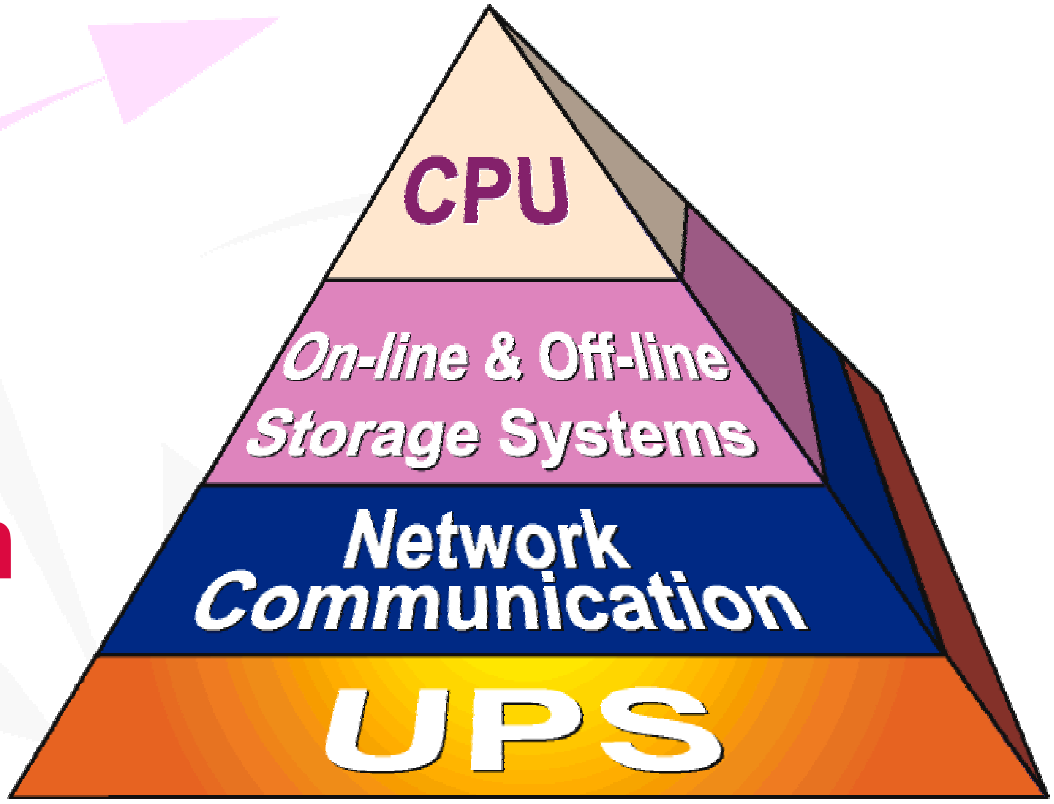
Pyramid of Reliability



A sound foundation for your systems' operations

UPS PREVENT DOWNS

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What is a UPS?

- An Uninterruptible Power Supply is:
  - A Device that provides power continuity in the event of a Power Failure
  - And Takes utility power and eliminates or reduces the power problems before passing the power to the load

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Why a UPS?

- Disasters happen
  - Acts of nature, overloaded utilities, nearby equipment, utility network errors, ice storm, etc.
- Detrimental consequences
  - Unnecessary downtime, loss of data, damage to hardware, lost productivity, client confidence, loss of competitiveness.

COMPAQ

What Poor Power Costs You

- Recent estimates include…
  - $26 billion annually in lost data, time, and damaged hardware
  - An hour of downtime costs a Fortune 500 company an average of $75,000

UPS PREVENT DOWNS

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With Compaq's Power Protection Products

- You receive
  - Increased system uptime
  - Superior warranty package
  - Increased network user satisfaction
  - In other words
    …Compaq saves you money!

UPS PREVENT DOWNS

COMPAQ

Why Buy a Compaq UPS?

Integration

Compatible with all Compaq equipment, Pre-Failure Warranty

Manageability

Insight Manager monitors and controls

Reliability

Extensive evaluation, testing & product improvements

UPS
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COMPAQ

Why Buy a Compaq UPS?

- Enhanced Battery Management
- Advanced Battery Failure Notification
- Individual Load Segments
- Slim Rack Mount Designs
- Hot Swappable Batteries
- Product Integration, Quality & Warranty ($25k Computer protection guarentee)
- Compaq Pre-Failure Warranty
- Intelligent Manageability
- Compaq Power Management Software
- Compaq Insight Manager

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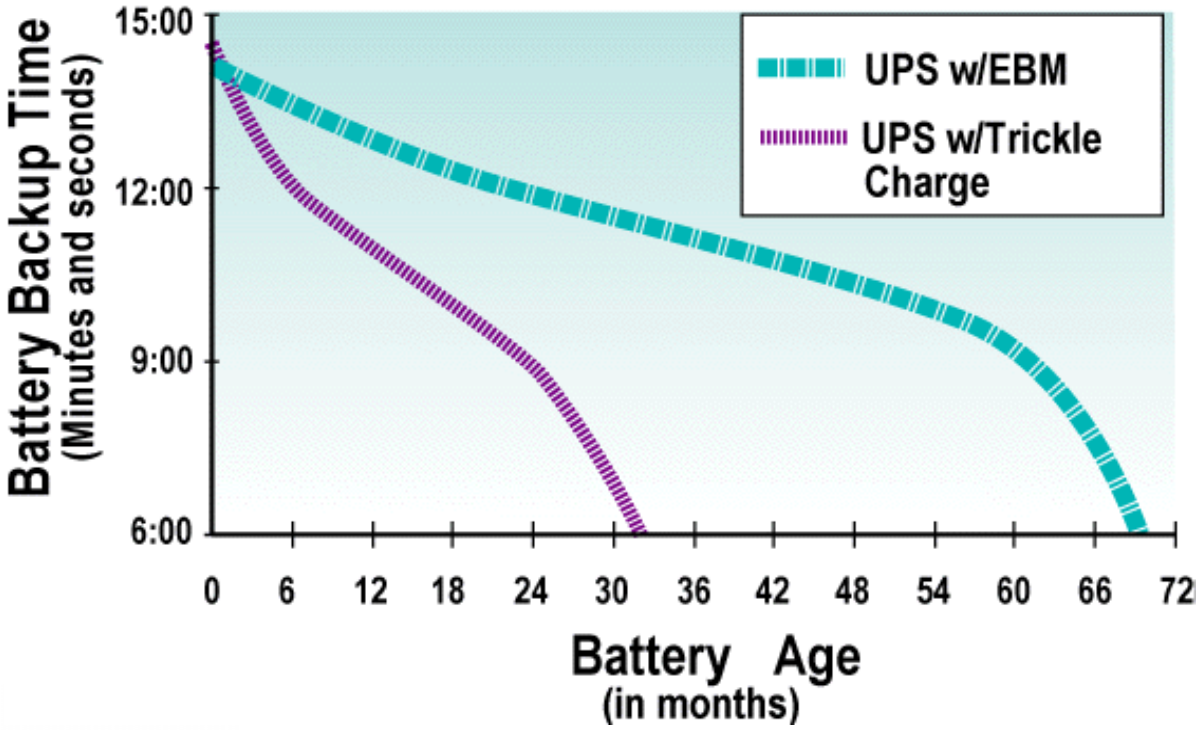
Enhanced Battery Management

- Gives Advanced Warning of a Battery Failure
- Doubles the Life of the Battery



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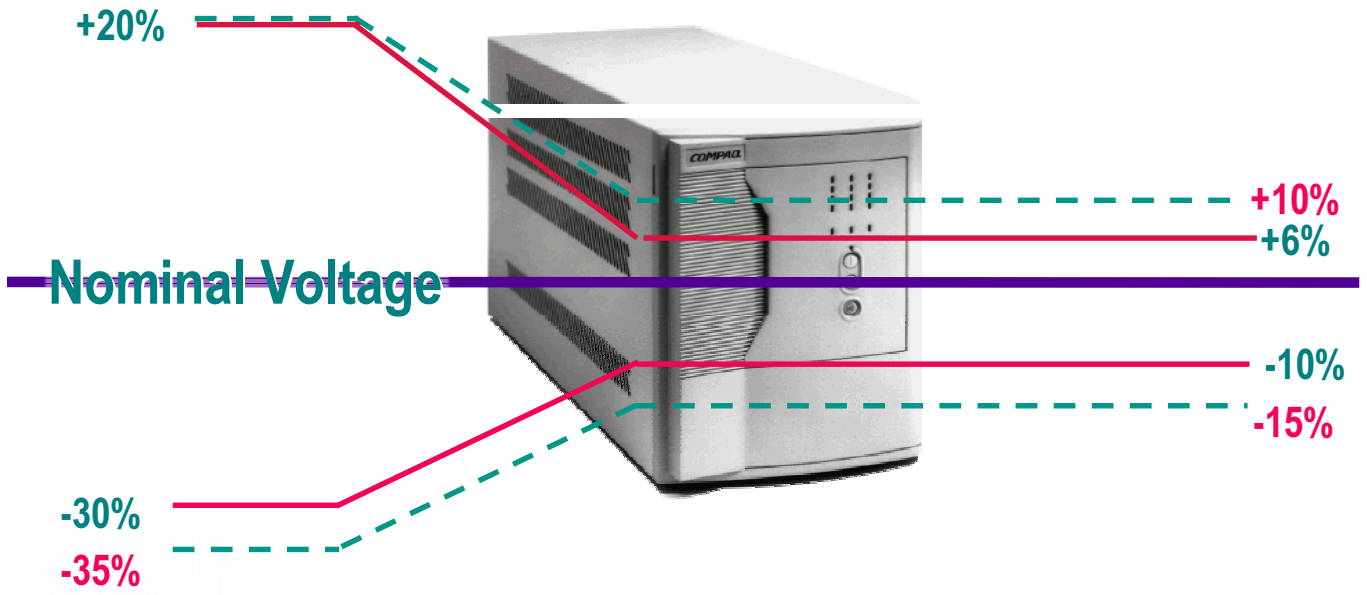
Buck/*Double* Boost - Voltage Regulation Technology

- Wide voltage input range
  - Accommodates severe environments
- Tight voltage output
  - Provides “clean” power to connected equipment
- Regulates voltage without using battery – saving battery life



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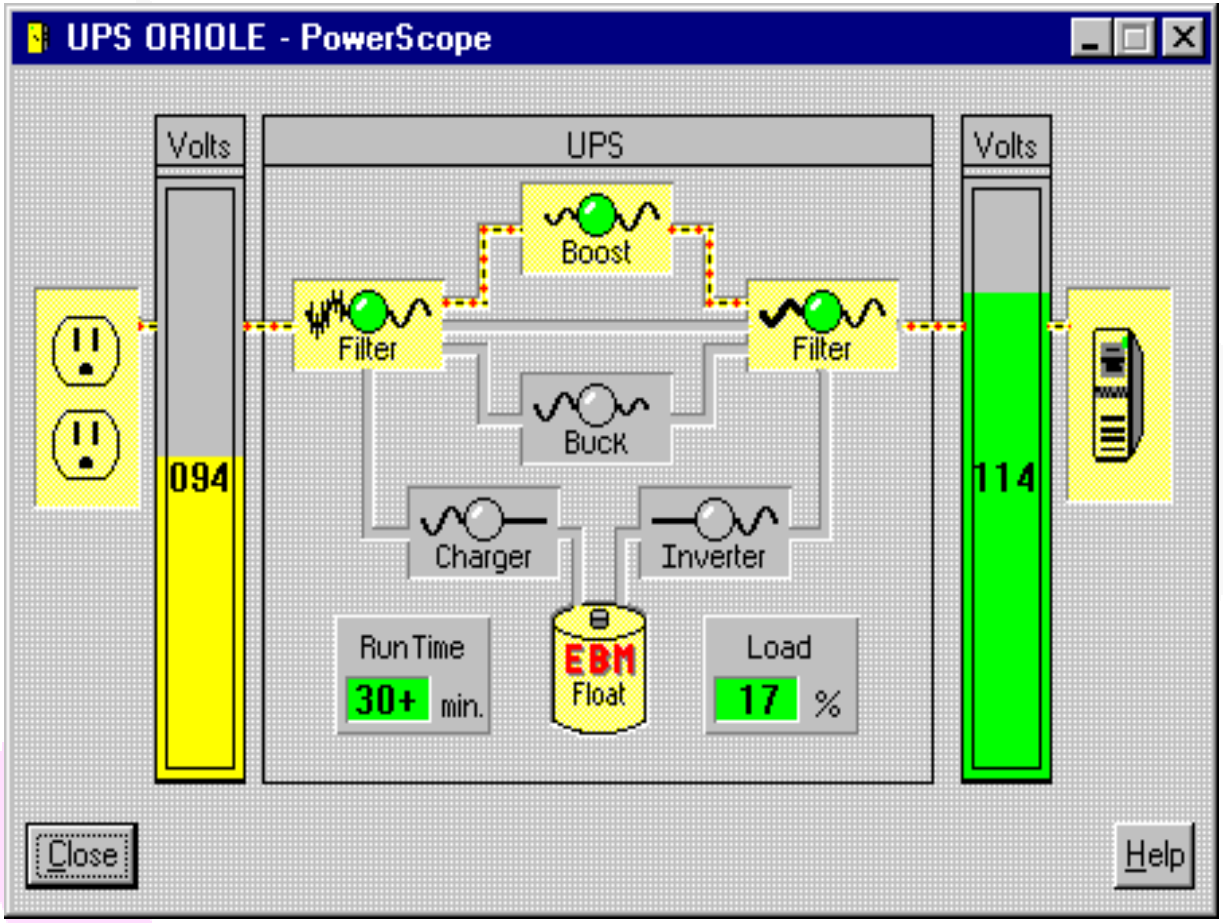

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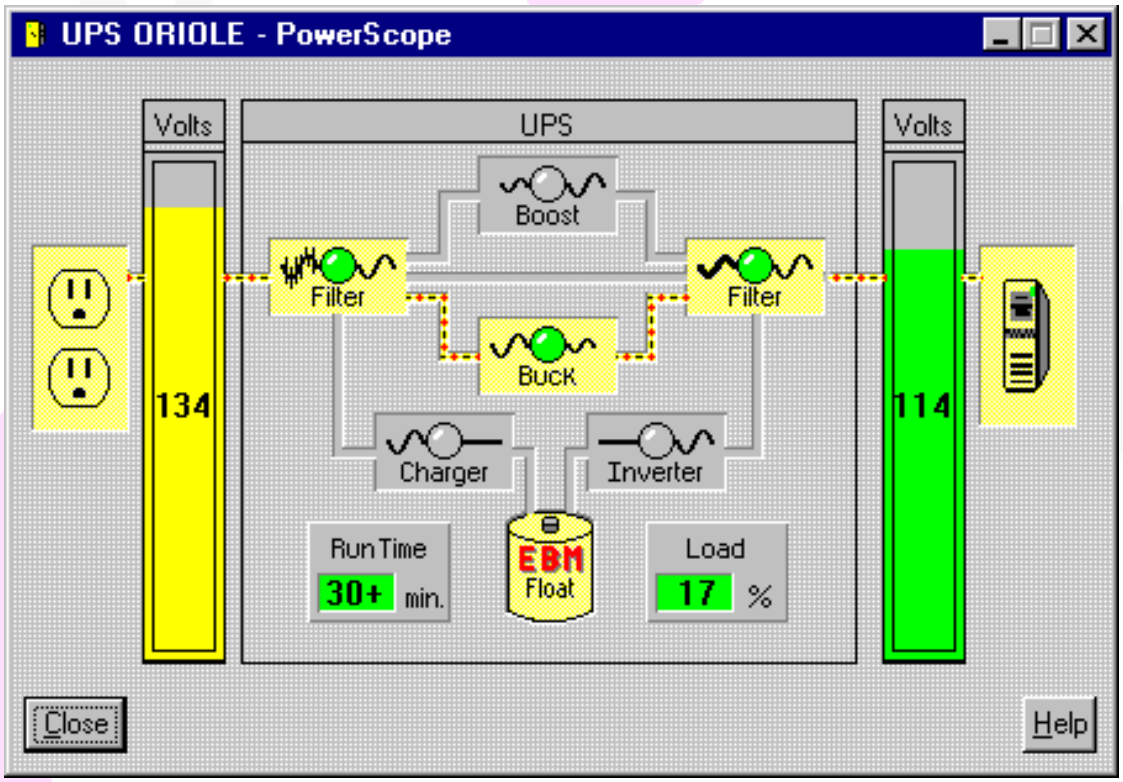

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Slim Rack Mount or Tower Designs

- Industry leader
- Smallest size for the power
  2U and 3U form factors
- Preserve valuable rack space

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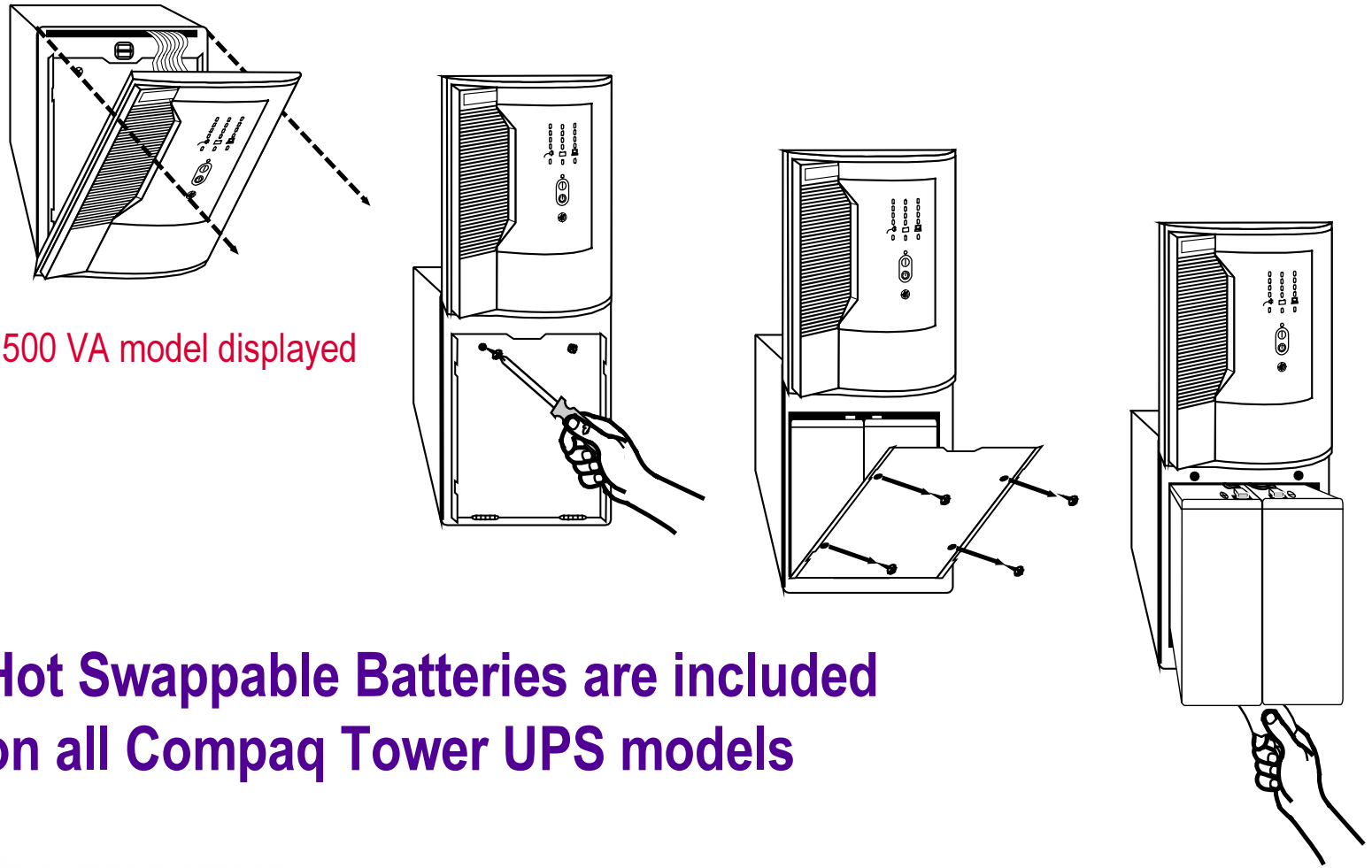
Hot Swappable Batteries



1000/1500 VA model displayed

- **Hot Swappable Batteries are included on all Compaq Tower UPS models**

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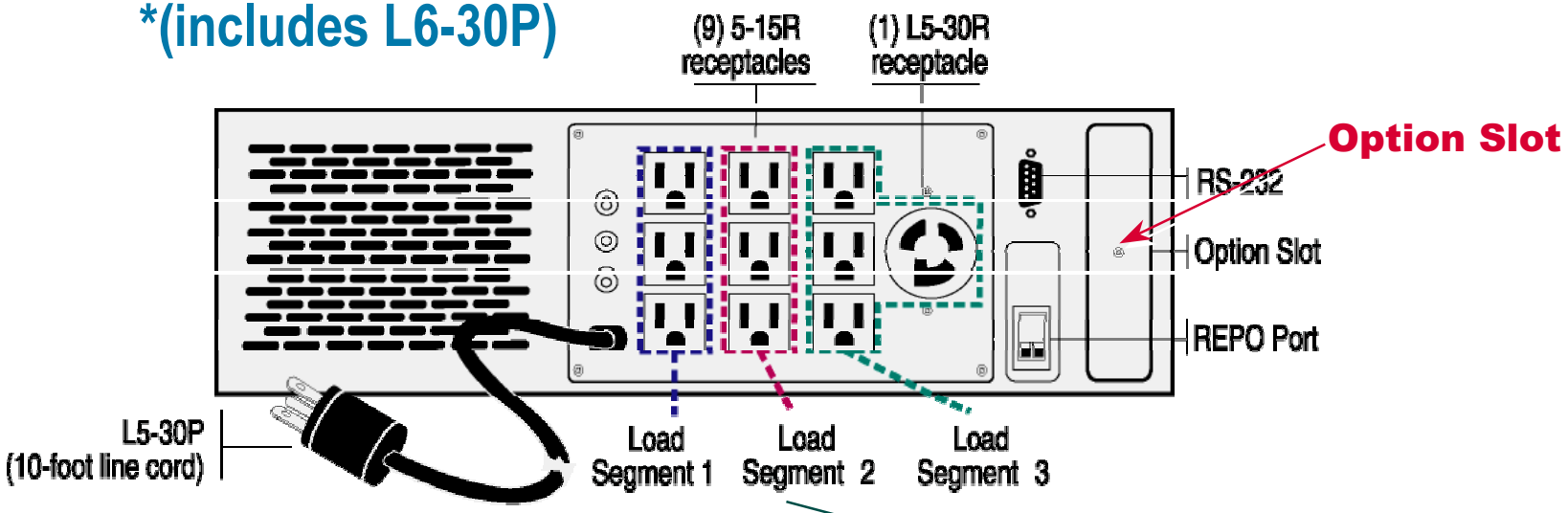
Low Voltage Rack UPS Connectors

Model R3000
Model R3000j*
***(includes L6-30P)**



Managed Power Control allows individual control of load segments

UPS PREVENT DOWNS

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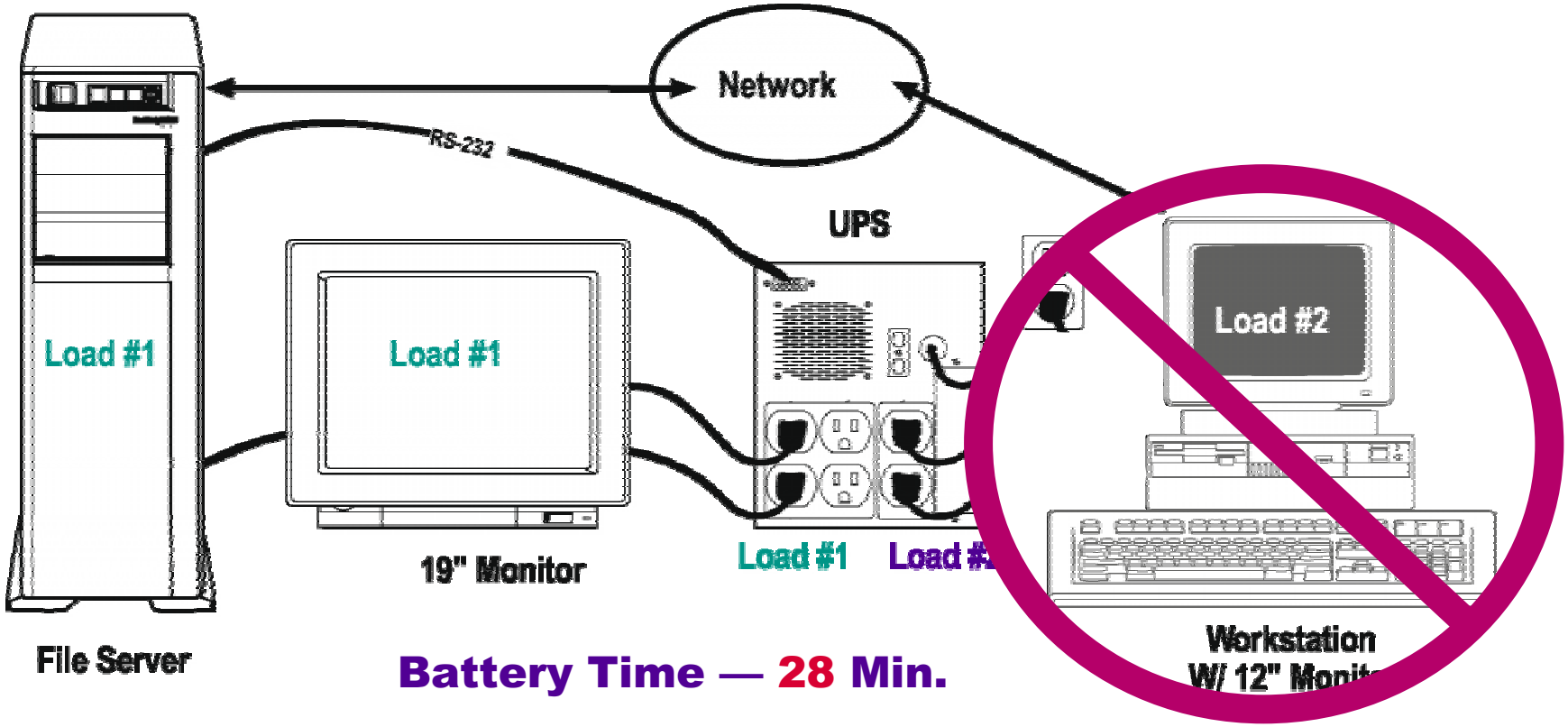
Longer Back-up Time with Load Segment Control



Battery Time — 28 Min.

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Power Packed Performance

With the New Compaq R6000 UPS

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Compaq R6000 Innovations

- Support more critical equipment in rack with efficient space-saving design (6U /10.5 inches)
- More accurate load determination as a unity rated UPS (6000 VA/6000 W) to support more equipment
- Greater system uptime with Extended Runtime Modules (ERMs)
- Enhanced system flexibility with a High to Low Transformer and support for Compaq UPS option cards
- Field upgradeable via firmware flash
  - For new enhancements or service issues (Comm board only)

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More Benefits of the Compaq R6000

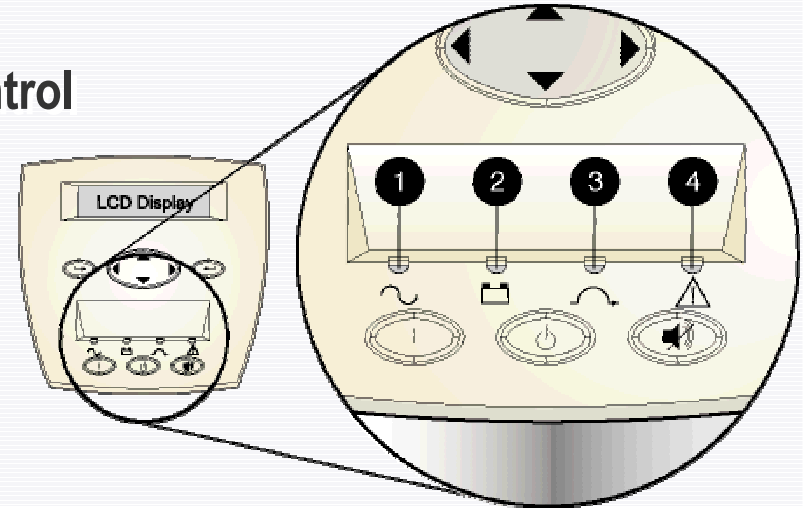
- Enterprise-wide intelligent manageability
  - Five independently controlled load segments
  - Bundled Compaq Power Management Software
    - CPM: v 1.5 & LanSafe/FailSafe III v 4.06
- Ultimate, long-term battery reliability with Compaq Enhanced Battery Management
- Ease of serviceability with Hot Swappable Batteries
- Backed by a limited three year warranty and $25,000 load protection guarantee and Compaq's Pre-Failure Warranty

UPS PREVENT DOWNS

COMPAQ

Easy -to-use Front Panel LED/LCD Display

- **LEDS:**
  - 1) Solid GREEN- normal / blinking GREEN - standby
  - 2) Flashing YELLOW- R6000 is on battery power
  - 3) Solid YELLOW - bypass mode
  - 4) RED alarm; warning of existing or potential problems
- **LCD:**
  - Detail System Status and Control



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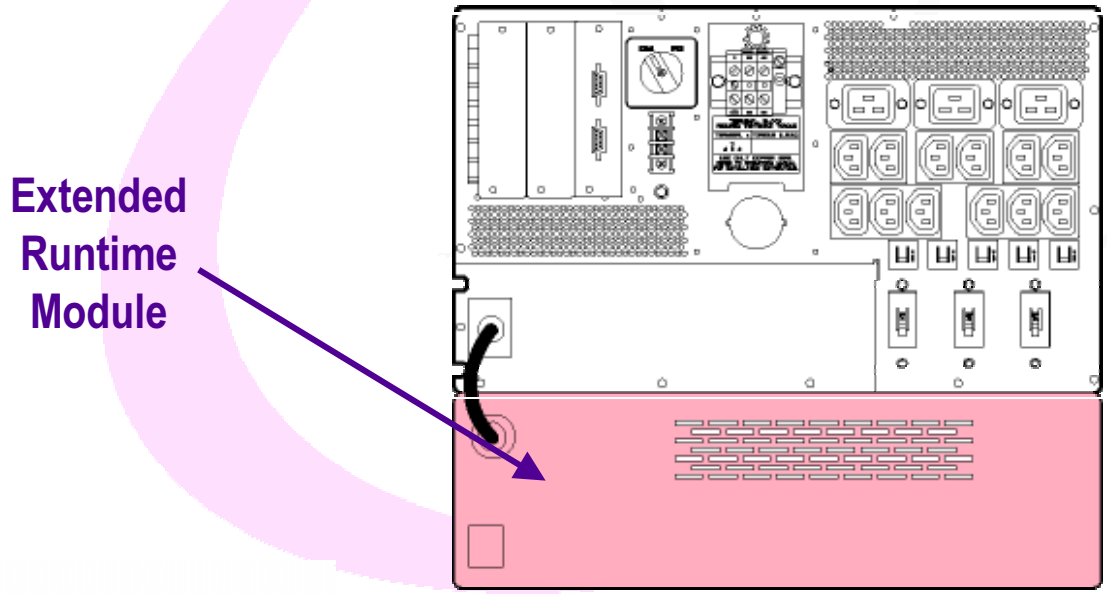
Increase System Uptime

- Compaq's Extended Runtime Modules
  - Rack mounted battery modules that occupy 3U (5.25 inches) of rack space
  - Two Extended Runtime Modules extend overall battery runtime to a total of 30 minutes



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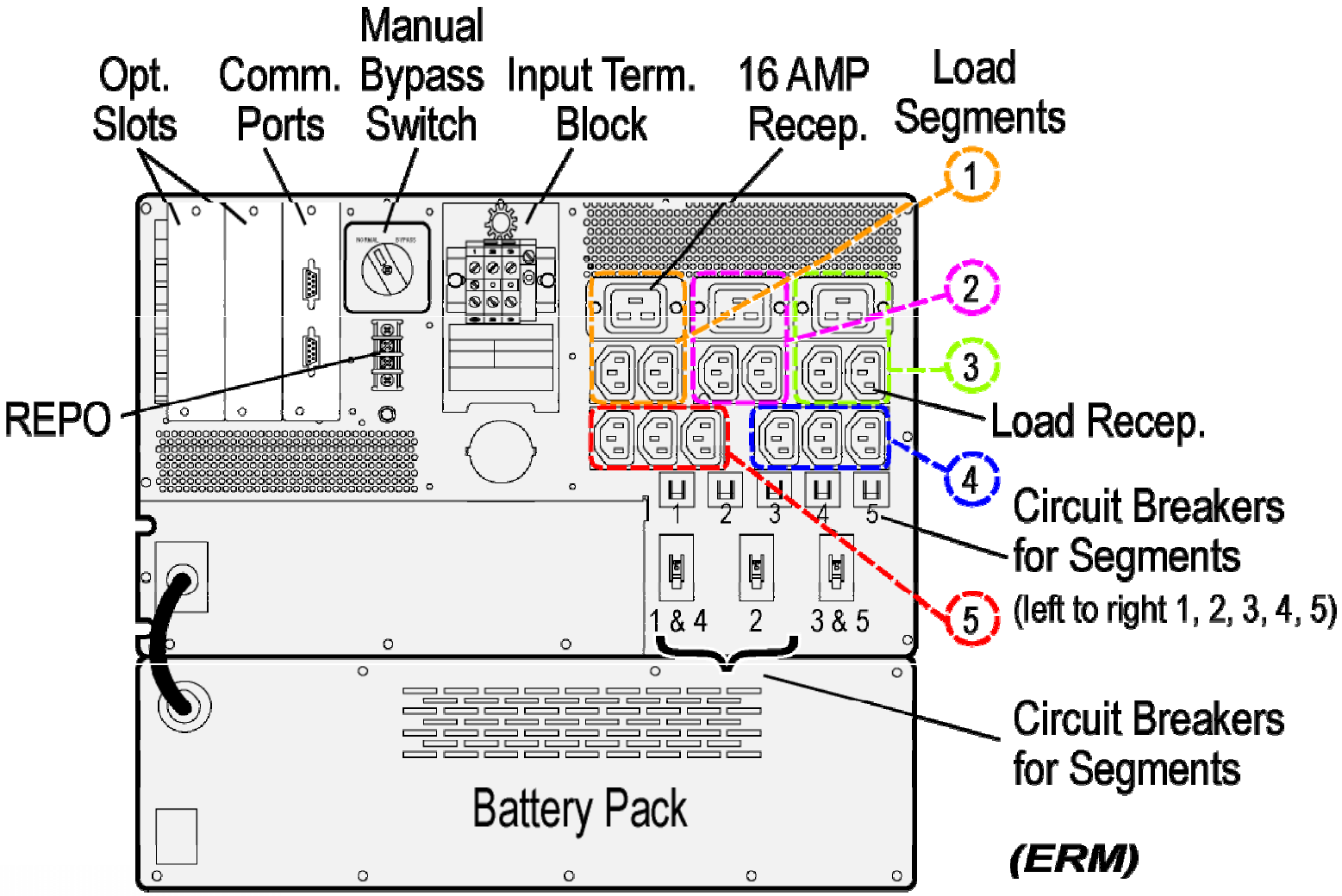
Back Panel



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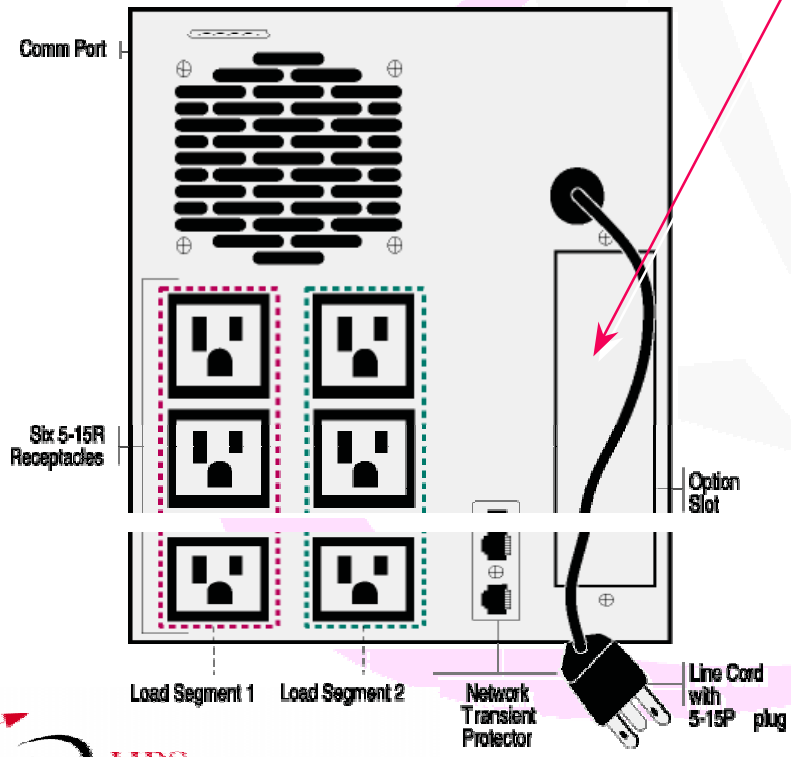
Enhanced UPS Functionality with UPS Option Cards

- Available UPS Option Cards provide enhanced communication, increased power protection, and flexibility



Easy installation of Compaq UPS Cards via option slot on the back of the UPS

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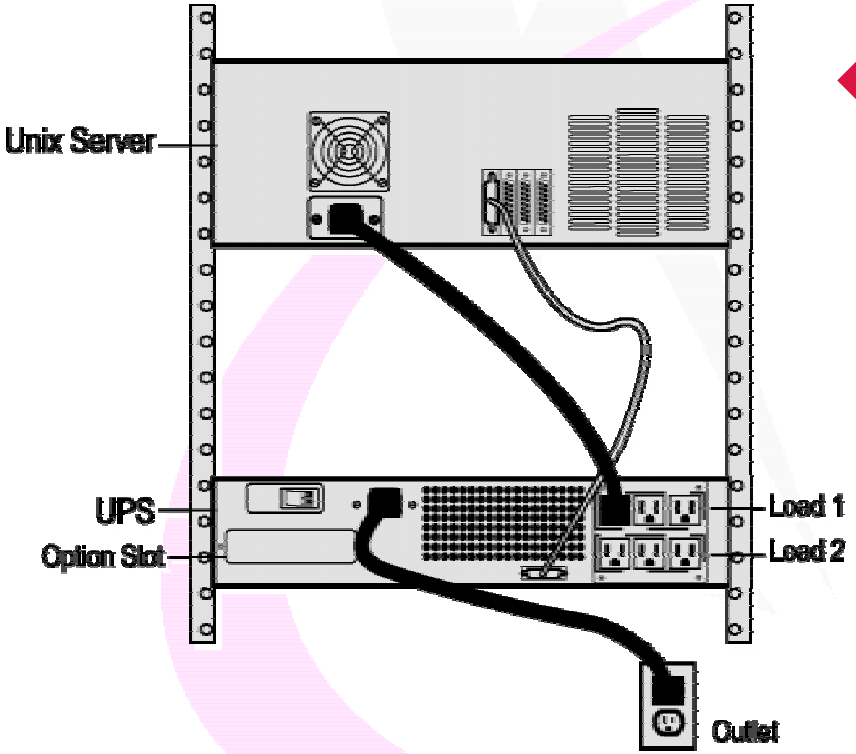
Multi-Server UPS Card



- **Application:**
  - Adding an NT Server

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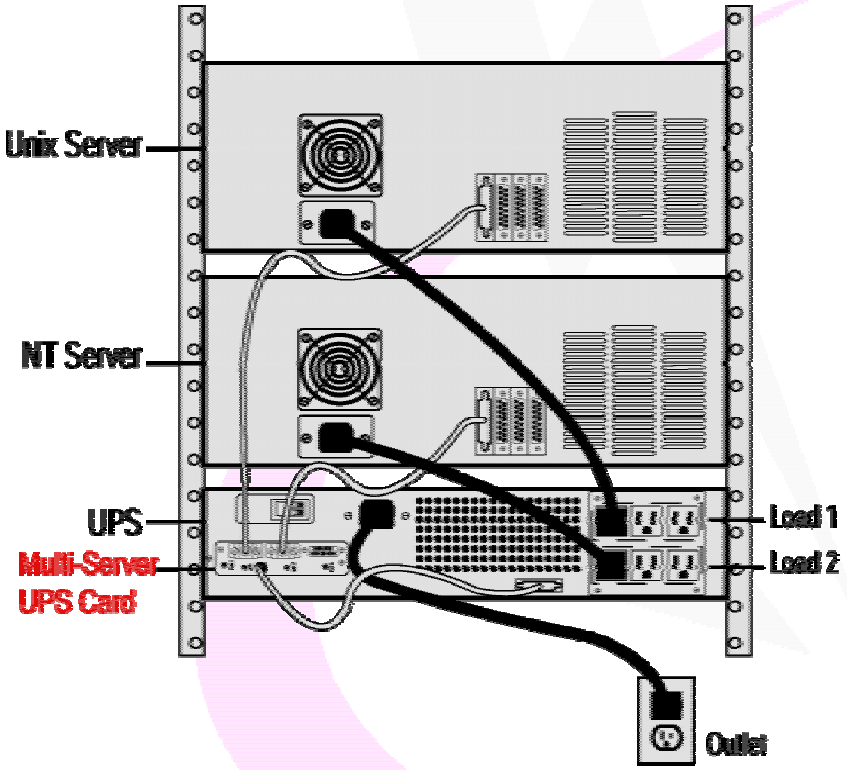
Multi-Server UPS Card



- **Solution:**
  - Install Compaq's Multi-Server UPS Card
- **Benefit:**
  - Flexibility of direct communication and management of multiple platforms/ servers with one UPS
  - Lowered Total Cost of Ownership by eliminating the need to purchase additional UPSs

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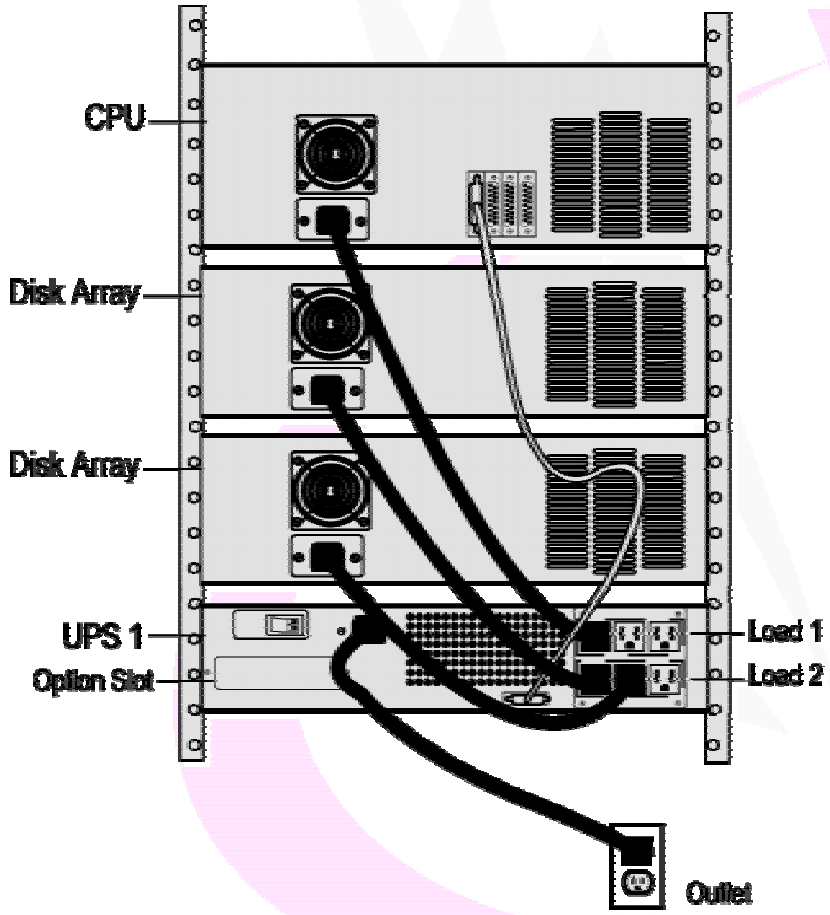
Scalable UPS Card



- **Application:**
  - Growing Business with needs to add server capacity

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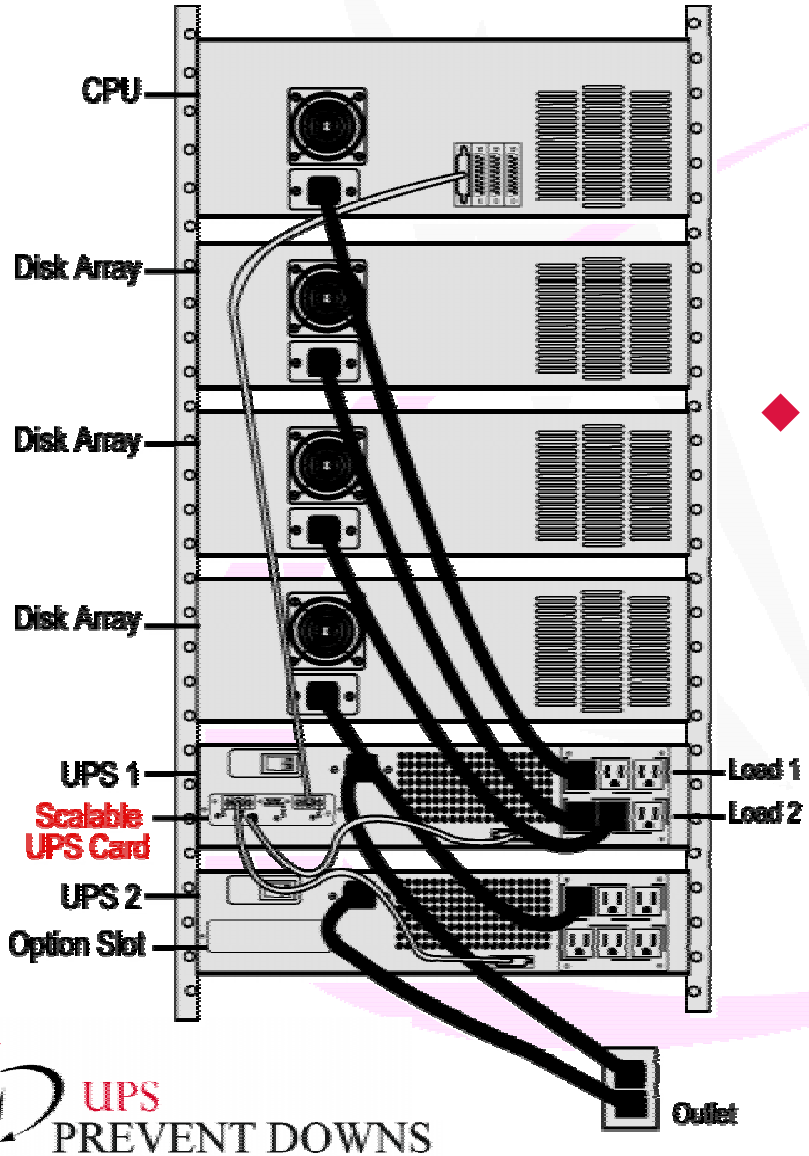
Scalable UPS Card



- **Solution:**
  - Install Compaq's Scalable UPS Card
  - Add another (smaller capacity) Compaq UPS
- **Benefit:**
  - Scalability of your UPS
    - Increases server runtime by managing and distributing connected servers/ server options across multiple UPSs
  - Protecting your original UPS investment by eliminating the need to purchase larger capacity UPSs

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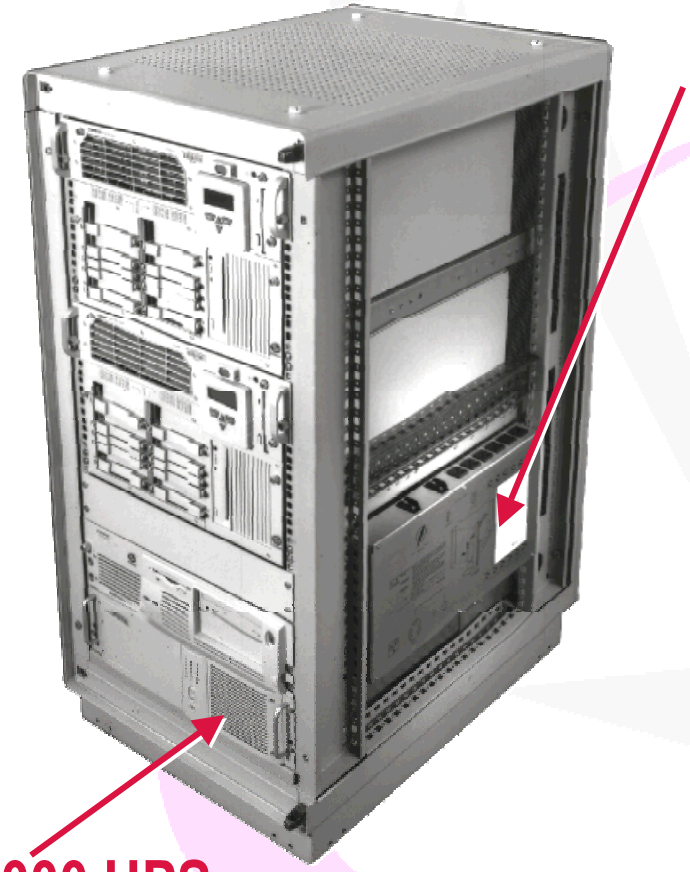
COMPAQ

Power Distribution Unit



R3000 UPS

- Features/Benefits:
  - Unique Sidewall Mount (Zero U) Easy installation into Compaq 42U and 22U rack cabinets
  - Twelve AC receptacles for increased power distribution for elevated power requirements in rack environments
  - Circuit Breaker Protection for connected equipment
  - Surge/Spike Protection
- Available in Low Voltage and High Voltage Models

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COMPAQ

Compaq Power Management Software

- Management & configuration of prioritized shutdown of independent load segments
- Regulated shutdown and startup by load segments to extend runtime
- Simultaneous monitoring and control of servers, routers, hubs & workstations
- Power log for analysis
- Software included with every Compaq UPS

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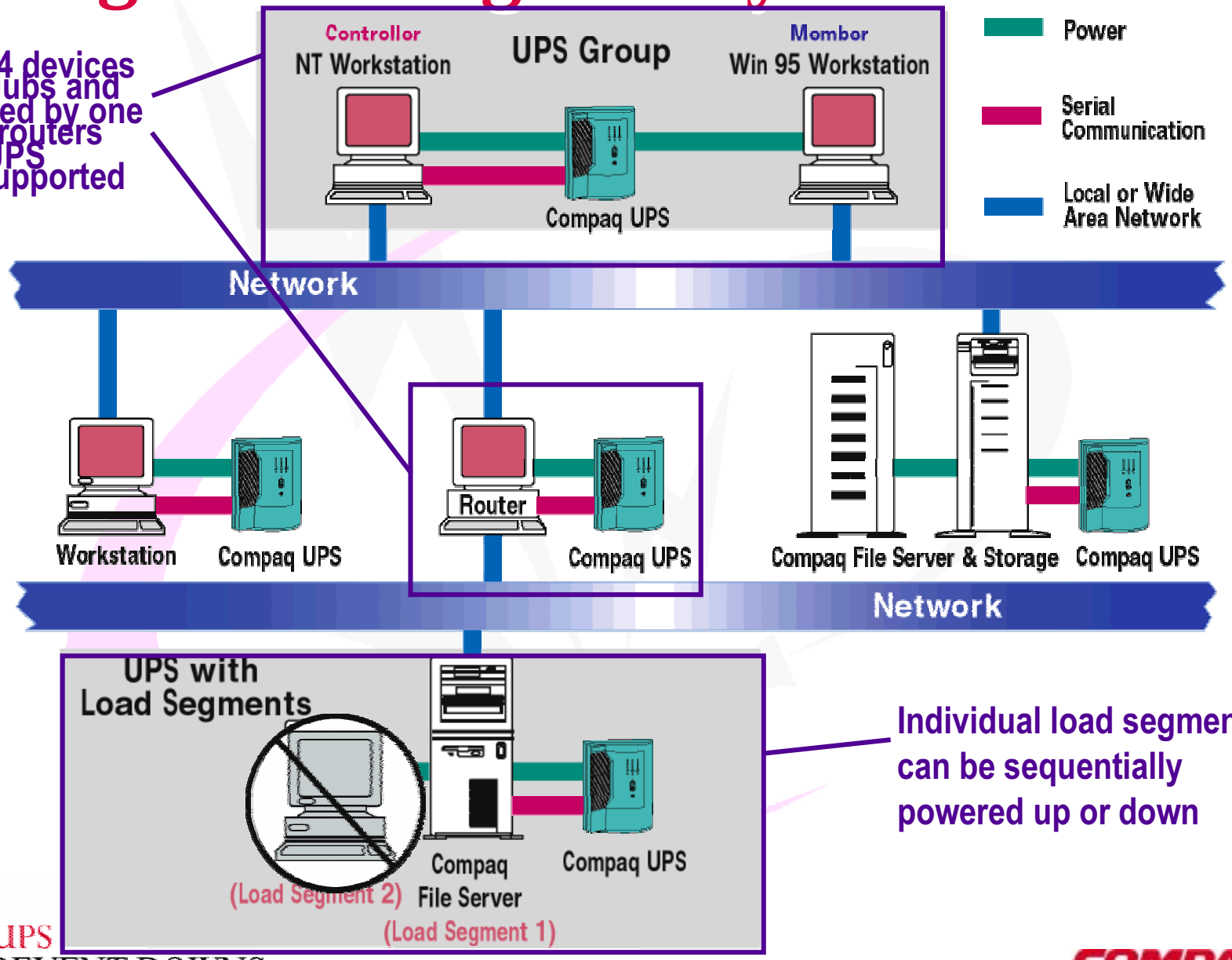
Intelligent Manageability

Up to 64 devices supported by one UPS

Hubs and routers supported



Individual load segments can be sequentially powered up or down

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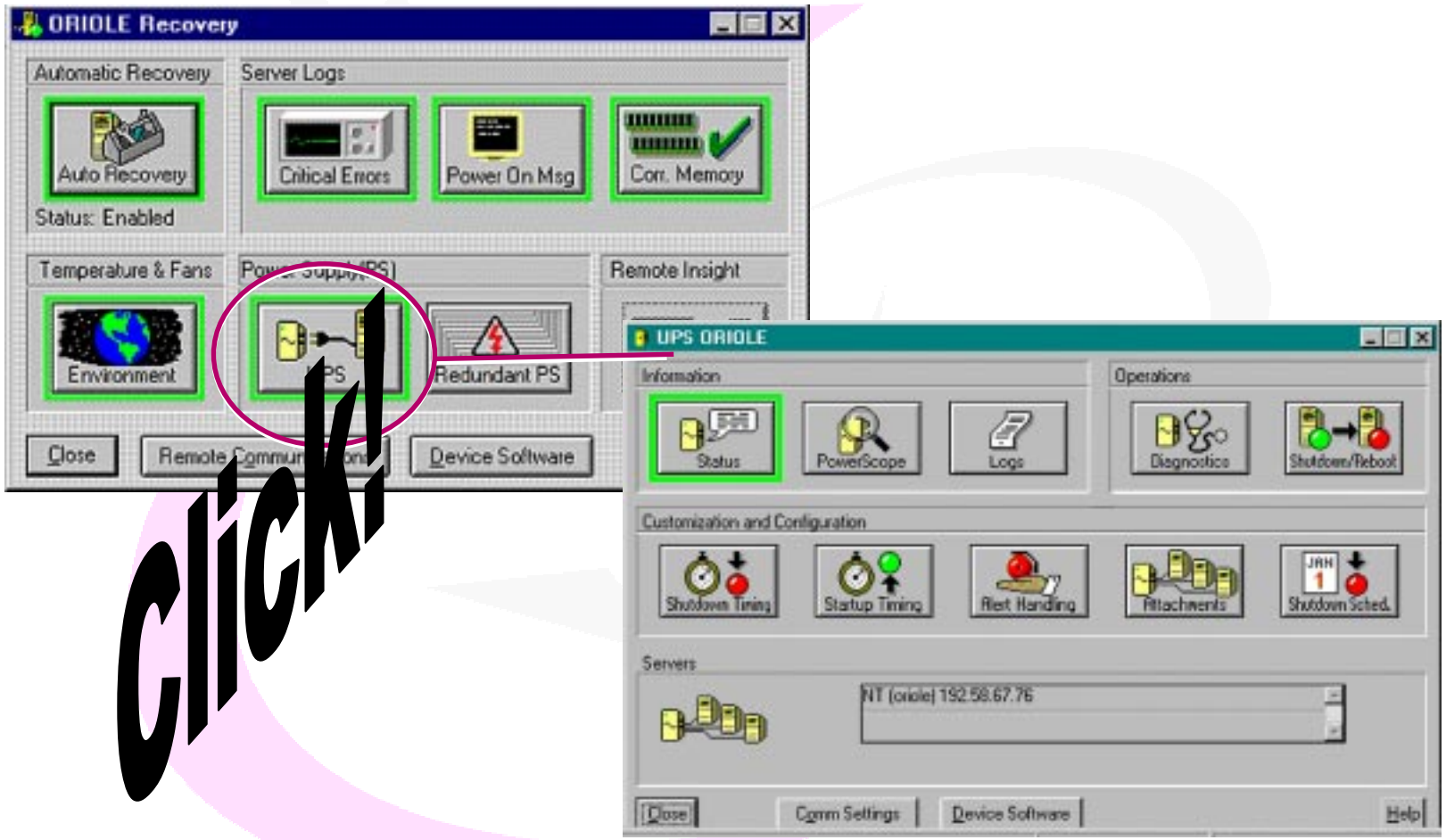
Accessing Compaq Power Management Software via Compaq Insight Manager



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Available on the Compaq Power Management Software CD

- Compaq Power Management Software
  - Windows NT, OS/2 NetWare, SCO Unix, UnixWare
- LanSafe III

  Windows 95, Windows 3.x, Windows NT, Novell NetWare, Novell ManageWise, IBM OS/2 Warp with IBM LANServer or MS LAN Manager, SCO OpenServer, Interactive UNIX, SunOS, HP-UX w/OpenView, IBM AIX w/NetView, UnixWare, AT&T Unix, DEC Unix, and Macintosh

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Compaq Power Management Software

for Compaq Insight Manager V1.2 versus APC's PowerExtend and PowerChute plus V5.0.1

Feature	Compaq Power Management Software	APC's Power Extend/Power Chute *plus*
Supports all Compaq Insight Manager platforms — Windows NT, Novell NetWare, Unixware, SCO Unix, and OS/2	YES	Windows NT & Netware only
Cross-network functionality	YES	NO
Co-developed with the Compaq Insight Manager team	YES	NO
Users install directly from one package —Compaq SmartStart	YES	NO
Compaq Insight Manager icons change color to indicate a UPS alert	YES	NO
Unattended, prioritized shutdown of all network devices, saving all work in progress.	YES	Servers only
Remote monitoring of all network devices	YES	Servers only
Network-wide testing of all UPSs on the network	YES	NO
Supports up to 64 network devices with a single UPS group	YES	NO

UPS PREVENT DOWNS

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Investment Protection

Guarantee access to your data!

Add a Compaq UPS to your server, workstation, desktop, networking and storage devices

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