Bringing value to colocation data centers

How Eaton's offerings keep your systems powered for less—and your customers happy

No matter how big or small your colocation facility, uptime and revenue are likely on your list of top priorities. The two are closely related and make a big impact on how you choose power management solutions. If you can't ensure that your facility will be up and running 24/7, then you're going to have a hard time recruiting and keeping customers. (Customers turn to colocation providers for scale and expertise. Plus, you can keep their IT systems up and running more efficiently than they can.)

You need to be able to deploy equipment quickly as your tenants—and power needs—grow. You also want a partner that understands your challenges and can make relevant recommendations; equipment that's efficient, so you can pass along those savings or channel them into more rack space; and the backing of a service organization that can respond in as fast as two hours.

Eaton's power management solutions offer those benefits and more by helping you save time, save money and reduce risk.

F·A·T·N

Powering Business Worldwide

How Eaton helps you
save time

- End-of-row, in-row and gray space power management solutions allow for flexible deployment and configuration
- Intelligent rack distribution options offer advanced power management and precision control
- Seamless integration with existing management platforms
- Centralized management so you can monitor and manage power on the same console as IT equipment
- Prefabricated solutions get you to market faster since they're based on pre-configured designs and arrive system tested

How Eaton helps you
save money

- Eaton's Energy Saver System (ESS) enables you to operate at 99 percent UPS efficiency without sacrificing uptime
- Compact footprint solutions conserve valuable floor space, giving you more room for revenue-generating tenants
- Scalable, modular products let you add more power capacity when you need it, reducing costs and future growth risks
- Eliminate the need for external loads—and the energy they require—with easy capacity tests
- Using a single vendor with a comprehensive offering reduces project costs and minimizes operating costs in the future

How Eaton helps you
reduce risk

- Global support 24/7 for product and software installations, start-up, preventive maintenance, and remote monitoring and management means you can make 100 percent uptime a reality
- Internal redundancy and increased runtime in our UPSs improve business continuity, while also saving you money
- LCD screens provide easier access to device status information
- Load profiling helps you know when to add extra power modules before you get into an overload situation
- Safety is always first—in our designs, day-to-day equipment operation and approach to service

How Eaton helps you
integrate hassle-free

- Power management software provides the additional layer of integration and validation required to support your customers' needs
- Through partnerships with top IT vendors, our products integrate with power management and connectivity software, making it easier to virtualize your environment
- Integration with Cisco UCS server management, for example, provides power-capping abilities, allowing users to set server power consumption limits during extended power outages and extending backup runtime

Eaton's comprehensive portfolio

Integrated data center products and services

Rack power distribution units
Get precision control through separate user logins, outlet-level metering with billing grade accuracy, color-coded outlet sections for load balancing and outlet-level switching

Airflow management
Includes chimneys to separate hot exhaust air and cold supply air and blanking panels to reduce hot air re-circulation to equipment inlets

Uninterruptible power supplies
We have options that fit in line or next to standard-depth racks and with compact footprints, internal redundancy and LCD screens that show status information

Racks, enclosures, cages and cable management
Our open-frame racks, enclosures and cages can be customized to meet your needs and either include built-in cable management or can easily integrate with a variety of cable managers and trays

Floor-based power distribution units
Available in front-access only or front-and-rear-access designs with top and bottom cabling, saving space and offering a scalable architecture as your facility grows

Service
Designed to improve costs, uptime, reliability, power quality and safety, our UPS services are provided by a network of trained service consultants and technical experts who are available 24/7

Power management software
From a single interface, monitor, manage and control power devices on your network; remotely shut down virtual machines and host servers; and extend battery runtime by load shedding (consolidating virtual machines)

Inherent redundancy

Surveys have revealed that UPSs are often under-loaded—frequently at less than 50 percent. To capitalize on this trend and create even greater reliability, you can configure the 9395 with inherent—or built-in—redundancy. Traditional UPS manufacturers can't deliver this additional availability without adding a more costly second UPS module.

Inherent redundancy option: When at or below 50 percent capacity, the 9395's uninterruptible power modules (UPMs) automatically act as N+1 redundant systems.

UPM #1   UPM #2

9395 550 kVA

Prefabricated power solutions

Eaton's prefabricated power solutions combine several products to support shorter lead times, faster deployment and reduced risk during design and implementation. And since they're pre-configured setups that are each tested as a system before deployment, you get consistent, repeatable designs that can be mirrored across multi-phase and multi-location sites. Learn more at **Eaton.com/prefab**.

Calculate your UPS efficiency

Compare efficiency data and calculate annual savings with Eaton's ESS for 93PM, 9390 and 9395 UPSs using our efficiency calculator. This easy-to-use tool illustrates how Eaton® UPSs perform with their load profile, showing financial and energy savings as well as annual costs compared to other UPSs. You can also save your report as a PDF. Check it out at **Eaton.com/ESS.**

$20,400
TOTAL ANNUAL POWER savings
of a **9395** 1100 kVA UPS with ESS at **FULL** load vs. a competitor's 1000 kVA system

Costs calculated at industry average of $0.10 per KWH.

$25,500
TOTAL ANNUAL POWER & COOLING savings
of a **9395** 1100 kVA UPS with ESS at **HALF** load vs. a competitor's 1000 kVA system

To learn more about Eaton's solutions for colocation facilities, visit:
Eaton.com/pq/mtdc