



APC

Backup your growth with Smart-UPS

Ingram Micro and Schneider Electric
partner to drive partner revenues for
APC products from Schneider Electric

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Always have a backup

In an increasingly uncertain world, having a backup is always a good idea.

For most businesses today, the focus is squarely on their operational, commercial and customer data. And, whether they're backing up that data to cloud or on-premise systems, all recognise the vital importance of a fall back should their networks be compromised. But there's another, much more fundamental, backup that absolutely cannot be ignored – Uninterruptible Power Supply.



Backup your growth with Smart-UPS

Without a UPS, offices, retail outlets, schools and more will face significant disruption should the power go off. If you're supporting hospitals, data centres, banks, shopping malls, distribution centres or manufacturing facilities, the consequences of a major outage can be even more severe.

The power goes off more than you'd think. Check out live outage maps for the UK's electricity generators and you'll find hundreds of businesses and residential customers are without power at any one time. What's more, in October 2022, the UK's National Grid warned of the possibility of power cuts across the country during peak times as the energy crisis deepens and gas supplies run low.

It's not just planned or unplanned outages that can cause problems. Brownouts – a drop in voltage – caused by high electricity demand, major weather events or problems in the electrical grid can damage sensitive IT and OT technology. The same can happen if the voltage goes the other way and power surges. According to one report, power surges cost US homes and businesses between \$5-6 billion a year.

But with a solid backup, these issues go away when organisations are fully protected by UPS.



What is UPS and why does it matter?

As power supplies become more unstable due to the energy crisis – and with renewable solutions not yet able to provide the consistency that businesses require – organisations across the sector spectrum are increasingly exploring the case for adopting UPS as standard. The reason is clear: coming off the back of an already disruptive two years (due to the COVID-19 pandemic), they simply cannot afford more interruptions to business as usual.

The basic function of UPS is to protect and deliver power to critical electrical equipment and to keep the equipment running in the event of a power outage or surge until the grid is restored or back-up power generators are ready to power the load.

In cases when a secondary power source (such as a generator) is not available, the UPS provides enough backup time to shut down the critical equipment without losing sensitive data. In most cases, some backup batteries are used. Depending on the UPS size and required backup time, these batteries are installed either internally or externally to the UPS.

In short, they keep your business going when the power goes off.

A UPS can protect against a variety of power issues, including:

- Power outage – blackout is an electric power loss in a given area or section of a power grid. It could affect a single building or an entire city, depending on the extent of the damage or cause of the outage.
- Sag & Brownout are both under-voltage conditions; the longer duration of brownout can cause incorrect performance in electrical equipment, like dimming of lights or rebooting of computers.
- Over Voltage is an increase of supply voltage to a level higher than the design limits of the electrical equipment and thereby cause equipment damage.
- Frequency variation is typically caused by load variations on the public network and can affect electromagnetic loads like motor applications.
- Harmonics Distortions are common voltage and current variations and are mainly caused by electrical equipment in buildings having nonlinear loads.
- Transients or Surges are a sudden rise in voltage for a very short duration, caused by either lightning strikes on transmission lines or from switching components in the building.

The APC advantage

APC is a world leader in UPS. And APC Smart-UPS are the ultimate network protectors – trusted by millions of IT professionals around the globe. When it comes to protecting equipment and critical data, APC is the intelligent choice. Covering all network devices – from servers and point-of-sale systems to routers and switches – Smart-UPS gives your customers confidence that their businesses won't be impacted by power problems.

If your customer is managing multiple sites, you can make it easy with remote site monitoring from EcoStruxure IT Expert and Smart-UPS with APC SmartConnect. Coming as standard on most Smart-UPS, APC SmartConnect enables secure, vendor-neutral monitoring of multiple customer sites. And gives partners the opportunity to develop additional service-based revenue streams.

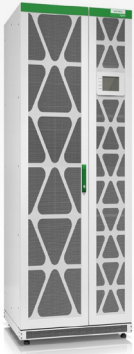


Backup your growth with Smart-UPS

The APC Smart-UPS line up

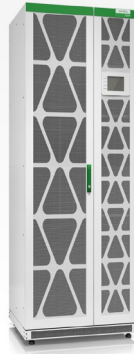
Entry-level models

Delivering cost-effective protection for small and medium-sized businesses.



Standard models

Ideal for business servers, storage and network devices.



Extended run models

Powering critical servers, security and communication systems through outages that last hours.



[See the complete range >](#)



Four reasons to choose APC Smart-UPS



Adaptable

- Adjustable voltage sensitivity ensures the UPS is adapted for optimal performance in multiple specific power environments or generator applications.
- Adjustable voltage-transfer points maximise useful battery life by widening the input voltage window or tightening the output voltage regulation.



Highly available

- Management and precision charging maximises battery performance, life and reliability.
- Automatic, periodic battery self-testing detects when batteries need to be changed to avoid disruption.
- Power conditioning protects connected loads from surges, spikes, lightning and other power disturbances.
- Temperature-compensated battery charging prolongs battery life by regulating the charge voltage according to battery temperature.

Four reasons to choose APC Smart-UPS

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Easy to manage

- Audible alarms provide notification of changing utility power and UPS conditions.
- LED status indicators ensure users can quickly understand unit and power status through visual indicators.
- Smart-UPS provides remote power management options over the network for ease of control.

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Safe

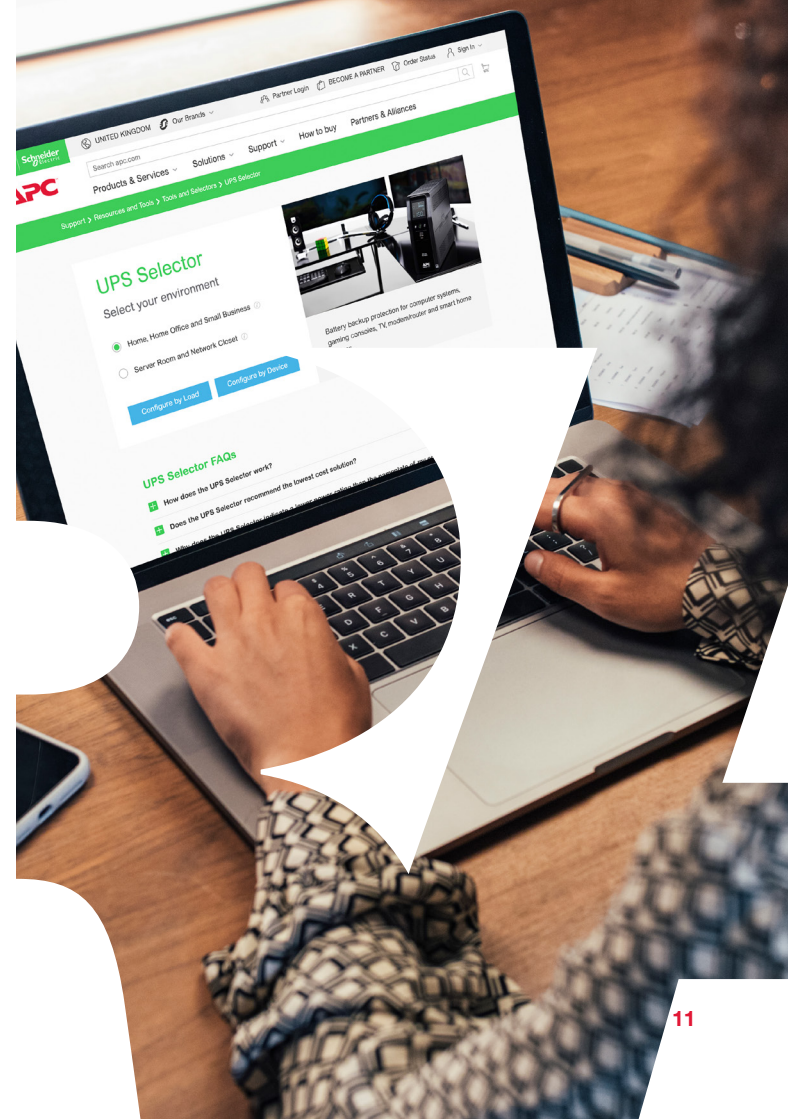
- Safety-agency approved ensures UPS devices have been tested and approved to work safely with the connected service provider equipment and within the specified environment.

Backup your growth with Smart-UPS

UPS selector

Unsure of which ACP Smart-UPS solution will match your client's needs? APC's UPS Selector has you covered. Through a series of short questions, this easy to use tool will determine the power draw of the equipment then, leveraging an extensive database of actual power measurements for equipment and peripherals, will recommend the best option.

To find the right UPS to protect your customers' servers, switches, routers and networking devices in distributed IT and edge environments, get started here.



Backup your growth with Smart-UPS



Simple financing to support your sale

It's never been easier to offer the Smart-UPS solutions your customers need, in the way they need them...with Ingram Micro.

For many years now, Ingram Micro has been investing in the services needed to help partners maximise sales success in fast changing environments. As the channel continues to move towards as-a-service, recurring revenue models, we've been working hard to ensure that we can provide the support you need to drive revenue, increase your buying power and optimise your cashflow.

It's no different here. Partners can take advantage of flexible finance solutions to give your customers the commercial model that suits their specific needs. And because the value-add of the Ingram Micro Finance proposition is so clear, it will secure your APC Smart-UPS sale that much faster.

Backup your growth with Smart-UPS



We can also help you deliver all the benefits of UPS-as-a-service. Here, hardware and services are combined in a single solution to make delivering UPS hassle-free for you and simple for your customers.

[Find out more >](#)



Join the partnership program

Ready to diversify your business, attract new customers and capture new market opportunities with APC's products, services and programs? You're ready for the new mySchneider (APC) IT Partner Program.



[Check it out >](#)