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## **Eaton Extends Power Range of Market Leading 93PM UPS**

*Modular and Scalable Range Enables Data Centres to ‘Pay as you Grow’*

**ESPOO, Finland June 29, 2017-** Power management company Eaton today announced it is extending the 93PM range of three-phase Uninterruptible Power Supplies (UPS) across a larger power range from 30 to 500 kVA. The Eaton 93PM is designed to maintain a steady, uninterrupted, clean power supply and targeted at data centre, IT and commercial building applications. The extended range is in response to a shift in industry demand for more power rating options and a modular approach to data centre power management that enables customers to reduce energy costs and increase their system flexibility. The range will be available in the Europe, Middle East and Africa (EMEA) region from July 2017.

The UPS market has been moving away from its traditional approach of big UPSs and towards a modular, scalable design where the customer can choose exactly what power rating they need at day one and incrementally increase it in line with business demand. This is a more flexible and efficient approach to power management. The modular design of the 93PM allows UPS capacity to be increased at any time, simply by adding power modules to the existing UPS. Capacity can be increased in steps of 50 kVA, whilst still providing full bypass capacity from day one.

“There are two clear drivers in data centre and power technology – total cost of ownership and highest possible availability,” said Teppo Henttonen, Marketing Manager, Critical Power Solutions at Eaton. “As customers look to increase system efficiency and reduce energy

costs, being able to increase power capacity incrementally is important in enabling this. Resiliency will remain the focus of Eaton's UPS design, but we want also to enable smarter management of mission critical applications.”

The 93PM range is designed to keep critical infrastructure running at all times, providing 100% uptime. The 93PM includes a number of features to ensure the highest possible resiliency for mission critical applications, including: Hot Sync, Eaton's patented technology for load sharing between UPSs, which eliminates any single point of failure in a parallel operating UPS system; and Advanced Battery Management (ABM), which enables intelligent charging and increases battery life.

To further increase resilience and safety of the system, the Eaton 93PM design makes the electrical installation and deployment easier and safer as it has pre-designed, pre-tested and pre-installed integrated safety components. This eliminates the need to design them into the upstream power distribution panel, removing risk for the system designer and customer and reducing the total cost of installation.

The 93PM range is built on leading technologies enabling efficiency levels of up to 97% in double-conversion mode; replacing an older generation UPS with the 93PM would see a payback time within two to three years. Two key technologies for even higher energy savings and faster payback time are the Energy Saver System (ESS), which is the fastest-reacting energy saver architecture available, and can reach up to 99% efficiency, and the Variable Module Management System (VMMS) that helps to achieve optimal double conversion efficiency even when UPS load levels are low.

Management of the 93PM is via an LCD touchscreen display that provides essential status information at a glance in both graphical and numerical formats. It also supports Eaton's Intelligent Power Management (IPM) software, which is used for monitoring and managing the UPS as an integral part of the power and IT infrastructure. The web-based interface allows monitoring of multiple UPSs and other power equipment. In virtualized data centres, the IPM can be linked to existing virtualization management systems, and allows users to easily configure policy-based automation for power events, such as load shedding or controlled shut down. Eliminating the need for human intervention increases the resilience of the data centre.

-ENDS-

## **Notes to editors**

To learn more about Eaton's 93PM UPS range, visit [www.Eaton.eu/93PM](http://www.Eaton.eu/93PM). For more information about Eaton Intelligent Power Manager software, visit [Eaton.eu/IntelligentPower](http://Eaton.eu/IntelligentPower). To learn more about Eaton's power quality products and services, visit [Eaton.eu/powerquality](http://Eaton.eu/powerquality).

Eaton's electrical business is a global leader with expertise in power distribution and circuit protection; backup power protection; control and automation; lighting and security; structural solutions and wiring devices; solutions for harsh and hazardous environments; and engineering services. Eaton is positioned through its global solutions to answer today's most critical electrical power management challenges.

## **About Eaton**

Eaton is a power management company with 2016 sales of \$19.7 billion. We provide energy-efficient solutions that help our customers effectively manage electrical, hydraulic and mechanical power more efficiently, safely and sustainably. Eaton is dedicated to improving the quality of life and the environment through the use of power management technologies and services. Eaton has approximately 95,000 employees and sells products to customers in more than 175 countries. For more information, visit [www.eaton.eu](http://www.eaton.eu).

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