

Efficient, Space Saving & Flexible UPS Solution

Liebert APM (30-150Kva)



How to Sell

Financial and space constraints are determining the choice of optimal technology and infrastructure solutions. Liebert APM fulfills both criteria by operating at the top of Industry highest efficiency rating and by enabling power capacity growth without increasing its footprint.

Key features are:

- Scalable UPS protection for growing data centers
- FlexPower assemblies offer capacity growth without increasing footprint
- Operates with the industry's highest efficiency rating - up to 96%
- Fits row-based applications

Questions to Ask

- Are you planning any site extension?
- Are you looking for an energy efficient UPS?
- Do you calculate your datacentre power requirements increases and its related future risk of IT failure?

Benefits to Your Customer

- Flexibility.
- Capacity expansion in 30kW increments using FlexPower assemblies.
- Internal bypass allows FlexPower assemblies to be added or replaced without powering down the connected equipment.
- Offers a large and user-friendly LCD display with operating information in twelve languages.
- Conveniently positioned, easy-to-reach lug holes simplify unit wiring and installation.
- Higher Availability.

- True on-line, double conversion technology corrects for all types of power fluctuations.
- Redundancy features minimize single points of failure.
- Enterprise-quality batteries in an external battery cabinet provides backup time for 120kW unit, and additional runtime for 45kW unit.
- Optional bypass distribution cabinet (BDC) provides wraparound maintenance bypass, so the attached load can keep running during UPS service.
- Lowest Total Cost Of Ownership.
- Buy only what you need for present usage, with the flexibility to add capacity as demand increases.
- Industry's highest reported efficiency rating (up to 96%), with a virtually flat efficiency curve from 50-100% load; efficiency is not load-dependent – translates into significant energy cost savings.
- Fewer batteries mean less maintenance and higher reliability.
- Operates with unity power factor — kW = kVA, providing more real power capacity without power losses.

Benefits to You

Liebert APM owns one of the most advanced double conversion technology and the smartest FlexPower assemblies. This will offer you the chance to provide your Customer one answer valuable also for future deployment. As part of Emerson's Data Centre Infrastructure portfolio, Liebert APM can be easily configured for mission-critical applications and work in team with the other Cooling, Rack, Rack PDUs Emerson's solutions. This means cross-selling and up-selling opportunities or, if you prefer, extra-revenues!