

DIFFERENTIATE YOUR ONLINE UPS

offering with Liebert® GXT4™



Dear,

I hope you found our conversation on the Liebert GXT4, (online double conversion) UPS useful in terms of how it can differentiate your current offerings to your customers.



To summarise, here are 4 good reasons to sell Liebert GXT4!

Reason 1: Maintenance bypass and hot-swappable batteries as standard

- The Liebert GXT, 5/6/10 kVA offers as standard, a detachable POD including the maintenance bypass (optional in many other competitors offering). This helps in customer service providing an added value during operation, and cost saving during the purchase stage.
- Moreover Liebert GXT4 5/6/10 kVA has the ability to hot swap batteries without the need to power down the rack. This mitigates risk and saves time for your customers and importantly is an optional extra, at cost with competitors offering so it is a key differentiator for you.

Reason 2: Free Monitoring Software

With *Trellis*™ Power Insight now offered as a free [downloadable](#) monitoring software, in addition to a summary view of all devices, your customer also gets on screen alarm notifications and can view alarm thresholds. You will not find this free software with competitor models.

Reason 3: 15% Trade Up Offer

Customers who want to trade-up to Liebert GXT4 5/10 kVA now can avail of a generous 15% trade-up [discount](#).

Reason 4: Cost and Profit Competitive

Compare against any other major UPS manufacturer and you see no barrier to sale from a cost standpoint.

In addition, the margin to you is more generous than other big brand competitors.

I appreciate each customer's requirements are different and the list of benefits of the product would be too exhaustive to discuss with you, so I include an easy to navigate [product page](#) to see the full picture.

We would be happy to give you a more in depth technical and or sales walk through.

Please do get in touch.