

Delivering Critical Power Protection to the Vertiv Edge

Vertiv is excited to announce the new Liebert GXT4 UPS. Currently available across the full 700 - 10,000 VA model range, this double conversion, true online system expands upon the successful acceptance of the Liebert GXT family in serving the critical needs for robust, high availability on-line UPS protection in a rack or tower configuration.

Configurations

Model	700 VA	1000 VA	1500 VA	2000 VA	3000 VA	5000 VA	6000 VA	10000
230V Rack-Tower	■	■	■	■	■	■	■	■



Key points between the Liebert GXT3 and the new Liebert GXT4 UPS

- **New LCD display** offers user-friendly operation and local monitoring and configuration of operational parameters.
- **700 – 3000 VA models** include two pairs of individually configurable power sockets, which can be programmed for load shedding, to turn OFF when the UPS is in overload, when on battery for a programmable number of minutes, and when a programmable backup time remains. Each can also be programmed to be OFF in order to protect against unauthorized use.
- **New Active ECO Mode feature**, provides power via the bypass path to increase energy efficiency. Available on all models. A spec advantage against competitors who do not offer this feature.
- **New configuration software** allows the configuration file to be saved and uploaded to other models of the same size. Available on all models.
- **Tower stands included as standard**, railkits and webcard bundled in dedicated bundle codes.
- **Simplified SKU structure** for easier quoting and ordering, and all required SKUs for a given configuration bundled into one new SKU.
- **Longer runtimes** thanks to the maximum 6 external battery cabinets.
- **A single SKU for the battery cabinet** compatible with 5-6-10 kVA.
- **Smart packaging** including lifting straps for easier unpackaging and cable strain fixtures to prevent accidental disconnection.

Top 5 Reasons to Buy the Liebert GXT4

1. Get maximum availability in a rack-tower UPS with online, double conversion design that features robust performance.
2. Self-enabled ECO Mode offers higher efficiency.
3. Flexible configurations and options meet almost every need.
4. Intelligent, secure network communications with user friendly LCD interface.
5. Easy to order, easy to install and fast to deploy.

Remember: Liebert GXT4 is ENERGY STAR® qualified from Environmental Protection Agency (EPA)!

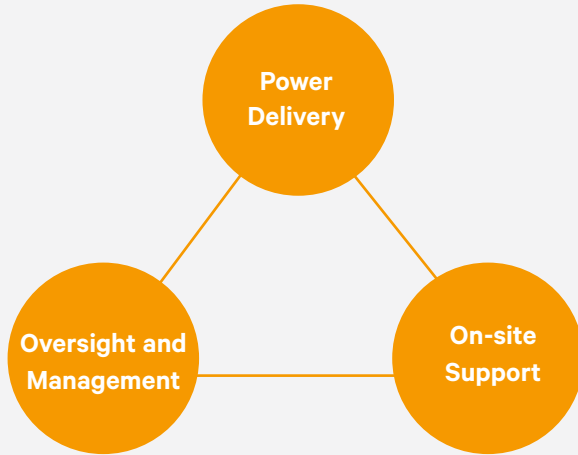
Remember: Liebert GXT3 10 kVA Tower models (GXT3-10000T230 and GXT3-10000T220) are still available for your sales!

Competitive Comparison

Feature UPS product	Liebert GXT4 Micro	Eaton 9130 RM	Eaton EX	APC SmartUPS On-line	Advantage
Ratings	700-300 VA	1000-3000 VA	700-3000 VA	1000-3000 VA	Wide capacity range of rack/tower UPS, five different ratings to better meet any power requirement within the range
Output Power Factor	0.9	0.9	0.9 (derating to 0.8 with battery cabinets)	0.7	High output power factor to allow more loads connected and suitable for switch-mode power supplies used in today's IT equipment
Form factor	Rack/Tower	Rack only	Rack/Tower	Rack/Tower	Tower or rack mounting in a single part number for more flexibility and deploying options even changing along time
Rackmount space (U's height)	2U's	2U's	2U's-3U's	2U's-3U's	Small rackmount space ensures that the UPS does not take up too much room
Audible noise (dBA)	<48 dBA front	<50 dBA at 1 m typical	45 dBA	50-55 dBA depending on rating	Limited audible noise for more comfortable operating environment
Input PF	>0.99	Not disclosed	>0.95	Not disclosed	Fewer harmonics at input and lower input currents
ENERGY STAR®	Yes	No	No	No	ENERGY STAR® qualified UPS models
Active ECO Mode	Yes	Yes	Yes	No	Higher efficiency, thus energy savings (and lower electricity bill) and less heat dissipation
Controllable sockets	Yes	Yes	Yes	No	More flexibility to manage loads and to gain extra runtime

Feature UPS product	Liebert GXT4 Small	Eaton 9PX	Eaton 9SX	APC SmartUPS On-line	Advantage
Ratings (single-phase)	5-10 kVA	5-11 kVA	5-11 kVA	5-20 kVA	Wide capacity range of rack/tower UPS, three different ratings to better meet any power requirement within the
Output Power Factor	0.8-0.9	0.9	0.9	0.8-1.0	High output power factor to allow more loads connected and suitable for switch-mode power supplies used in today's IT equipment
Form factor	Rack/Tower	Rack/Tower	Rack/Tower	Rack/Tower	Tower or rack mounting in a single part number for more flexibility and deploying options even changing along time
Rackmount space (U's height for UPS and batteries)	5U's-6U's	3U's-6U's	3U's-6U's	6U's (12U's for 20 kVA)	Small rackmount space ensures that the UPS does not take up too much room
Audible noise (dBA)	<50 dBA front	<<45-50 dBA	<45-50 dBA	<55 dBA	Limited audible noise for more comfortable operating environment
Integrated Distribution Output & Maintenance bypass	Yes	No	No	No	Integrated distribution output for easier connection of loads and integrated maintenance bypass for maintenance with no extra expense
Input THDI	THDi <3%	THDi <5%	THDi <5%	THDi <7%	Fewer harmonics at input and lower input currents
Depth	581 mm	685-700 mm	685-700 mm	719-736 mm	Compact design. Shorter depth ensures compatibility with short racks
Parallelability redundancy	up to 2+1 (10kVA)	Up to 1+1	No	No	Capability to grow according to need, both in parallel or redundant configuration.
LCD Display	Yes	Yes	Yes	Yes	Better user interface and intelligent operation
ENERGY STAR®	Yes	No	No	No	ENERGY STAR® qualified products

Winning Sales Advantage



**Improve your customer's availability.
Solve remote site service obstacles.
Earn greater commissions.**

Primary Positioning Advantage:

Best results can be provided, while differentiating from competition, using a total solution approach that combines these key elements.

1. Liebert GXT4 UPS.
2. Oversight and management benefits found in our
3. monitoring, appliances and software.

The Liebert GXT4 UPS base value remains as:

Best protection available for mission-critical IT applications, with the ability to provide highly configurable options.

Finding Target Customers:

- Network edge applications within Enterprise organizations (point of access/network closets)
- Small/Medium-size organizations as protecting primary IT systems or edge of their networks
- Remote/secondary/backup facilities

Locate and penetrate HQ/Field

Operations having responsibilities for:

- Financial branches
- Medical branches
- Retail stores/distribution hubs



Efficient and Lowest TCO UPS

Maximizes both capital and operational efficiency



Flexible Design and Advanced Technology

Multiple battery and distribution options backward compatible with the Liebert GXT3 UPS



Intuitive, Intelligent Operation

Intuitive color LCD control screen with multiple configuration options



Designed for Easy Service and Warranty

Hot-swappable batteries and best warranty in the business, providing ultimate peace of mind



Flexible Monitoring & Management Options

Monitoring and shutdown software add flexibility to each installation

Don't Forget the Cross Sell and Up Sell!

Ample opportunities for additional sales and customer satisfaction can be obtained by presenting, discussing and quoting:

- Warranty extensions for Liebert GXT4 Micro units (selected countries)
- Extended Batteries
- Liebert MicroPOD™/Bypass
- LIFE™ for preventive maintenance and remote diagnostic, improving load availability (Liebert GXT4 Small)
- Rack PDUs
- Racks
- Monitoring (Liebert® MultiLink® extra licenses, MODBUS/485 cards, SNMP/Webcards, Nform, ...) and DCIM Solutions
- Thermal Management Solutions (Liebert® CRV™)