




# UPS Guide

Which UPS does my customer need?



Category	Entry level	Advanced	Premium
<b>Technology</b>	<b>Offline</b>	<b>Line Interactive</b>	<b>Online double conversion</b>
<b>Protection level</b>	Basic power protection for any electrical device	Power protection with added power conditioning to protect sensitive IT equipment	True on-line that delivers continuous, high quality AC Power to connected equipment with no interruptions when transferring to battery mode.
<b>Application examples</b>	Retail epos systems Security cameras Wifi routers Desktop PC's, Hotels	Network Closets, Edge applications Phone systems, Branch offices, Police stations/prisons, Train stations, Hospital equipment (non critical)	<ul style="list-style-type: none"> <li>• Mission Critical Infrastructure</li> <li>• Telecommunications hubs</li> <li>• Trading floors Network workstations and servers</li> <li>• Datacentres</li> <li>• Tele base stations</li> <li>• Event locations</li> </ul>
<b>Ask your customer...</b>	Is reliability important? Is a trusted brand important? Is cost important?	Is reliability important? Is Power conditioning important? Which Form factor do you need? (tower vs rack). Do you need the ability to modularly add runtime? What load are you looking to support?	Is this for a critical infrastructure application? Is 100% power protection your top priority? Would the ability to hot swap batteries be important so you don't need to power down a rack? Would being able to remotely monitor the UPS with free software be helpful? Is high energy efficiency important?
<b>Model name</b>	<p><b>Liebert® PSP</b></p> 	<p><b>Liebert® PSA</b>      <b>Liebert® PSI</b></p> 	<p><b>Liebert® GXT4</b>      <b>Liebert® GXT3</b></p> 





## Tips on upsell / crossel

- Extended 3 Warranty?
- Rail kits for rack UPS mounting?
- Free monitoring Software with Liebert® GXT 4?
- Liebert® LIFE remote monitoring service?
- Commissioning services ?
- Complimentary Edge products. eg Avocent ACS or KVM remote management switch PDU for rack enclosure
- Self assembly InstaRack to house the equipment?
- If they are trading up old UPS they can get a 15% trade-up DISCOUNT off Liebert® GXT4 3-5KVA

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Entry level	Rating (VA/W)	Runtime	Vertiv Part nr.	Input plugs	Output plugs	Form factor	Dimensions and weight	Vertiv Advantages over APC SmartUPS	How we beat the competition	
<b>Liebert® PSP</b> 	500VA 300W	11	PSP500MT3-230U	C14/10A		Tower	215x87x251 3.9kg	up to 50% more power; EPO; cold start; 2.4 kg less weight	Vertiv's 35% share of Datacentre power protection market shows product reliability. Customer service to you and your customers A margin rich products for you. Lighter weight product and up to 50% more power* Free Link shutdown software Multi-Link	
	650VA 390W	8	PSP650MT3-230U	C14/10A		Tower	215x87x251 3.9kg	up to 20% more power; EPO; cold start; 2.1 kg less weight		
<b>Liebert® PSA</b> 	500VA 300W	12	PSA500MT3-230U	C14/10A		Tower	171x95x356 5.4kg	EPO; cold start; 1.1kg less weight		
	650VA 390W	8,5	PSA650MT3-230U	C14/10A		Tower	171x95x356 5.9kg	up to 20% more power; EPO; cold start; 0,6kg less weight		
	1000VA 600W	12	PSA1000MT3-230U	C14/10A		Tower	234x147x360 9.5kg	up to 12% more power; EPO; cold start; 1,2kg less weightup		
	1500VA 900W	10,5	PSA1500MT3-230U	C14/10A		Tower	234x147x360 11.6kg	to 25% more power; EPO; cold start; 1,1kg less weight		
<b>Liebert® PSI</b> 	750VA 675W	11	PS750RT3-230	C14/10A		Tower/Rack	2U 88x440x490.5 25kg	35% more active power; PF 0.9; EPO; R/T; 2.2 kg less weight		Railkit for rack mounting included as standard. More active power means more equipment can be connected to equivalent competitors' UPS Margin rich to you Hotswappable batteries Free shutdown software Multi- Link customer service to you and your customers
	1000VA 900W	12	PS1000RT3-230	C14/10A		Tower/Rack	2U 88x440x490.5 28kg	30% more active power; PF 0.9; EPO; R/T; 8kg less weight		
	1500VA 1350W	9	PS1500RT3-230	C14/10A		Tower/Rack	2U 88x440x490.5 28kg	30% more active power; PF 0.9; EPO; R/T; 7.4kg less weight		
	2200VA 1980W	11	PS2200RT3-230	C20/16A		Tower/Rack	2U 88x440x700.5 42kg	Rack/Tower; EPO; 8,3kg less weight		
	3000VA 2700W	9	PS3000RT3-230	C20/16A		Tower/Rack	2U 88x440x700.5 46kg	Rack/Tower; EPO; 6,3kg less weight		
<b>Liebert® PSI-XR</b> 	1000VA 900W	15	PS1000RT3-230XR	C14/10A		Tower/Rack	2U 88x440x490.5 25kg	10% more active power; PF 0.9; EPO; Rack/TowerC 10%		
	1500VA 1350W	13	PS1500RT3-230XR	C14/10A		Tower/Rack	2U 88x440x490.5 28kg	more active power; PF 0.9; EPO; Rack/TowerC		
	2200VA 1980W	14	PS2200RT3-230XR	C20/16A		Tower/Rack	2U 88x440x700.5 42kg	EPO; Rack/Tower		
	3000VA 2700W	13	PS3000RT3-230XR	C20/16A		Tower/Rack	2U 88x440x700.5 46kg	EPO; Rack/Tower		
<b>Liebert® GXT4</b> 	700VA 630W	24	GXT4-700RT230E	IEC320-C14		Tower/Rack	85x430x408 18.2Kg	no rating in APC	Customer service to you and your customers Extended Wraparound Bypass free Trellis Power Insight Monitoring Software 5% Trade-up offer (3-5kVA) controllable sockets for load prioritization and higher runtime Active Eco-Mode Life service	
	1000VA 900W	14	GXT4-1000RT230E	IEC320-C14		Tower/Rack	85x430x408 18.2Kg	more output power, PF=0.9, controllable sockets, no EPO, higher acoustic noise, no ENERGY STAR®, no LCD		
	1500VA 1350W	13	GXT4-1500RT230E	IEC320-C14		Tower/Rack	85x430x497 24.8Kg	no rating in APC		
	2000VA 1800W	11	GXT4-2000RT230E	IEC320-C20		Tower/Rack	85x430x497 25.5Kg	more output power, PF=0.9, controllable sockets, no EPO, higher acoustic noise, no ENERGY STAR®, no LCD		
	<b>Liebert® GXT3</b> 	3000VA 2700W	11	GXT4-3000RT230E	IEC320-C20		Tower/Rack	85x430x602 32.4Kg		more output power, PF=0.9, controllable sockets, no EPO, higher acoustic noise, no ENERGY STAR®, no LCD
		5000VA 4000W	21	GXT4-5000RT230E	Hardwired	Hardwire + 	Tower/Rack	217x430x574 60Kg		Deeper (>600 mm), integrated POD and breaker, ENERGY STAR®, higher acoustic noise, no LIFE™
		6000VA 4800W	17	GXT 4-6000RT230E	Hardwired	Hardwire + 	Tower/Rack	217x430x574 60Kg		Deeper (>600 mm), integrated POD and breaker, ENERGY STAR®, higher acoustic noise, no LIFE™
	10000VA 9000W	11	GXT4-10000RT230E	Hardwired	Hardwire + 	Tower/Rack	261x430x581 70Kg	Deeper (>600 mm), integrated POD and maintenance bypass, ENERGY STAR®, higher acoustic noise, no LIFE™, no parallel		