

4 POINT CALL SCRIPT

for the Liebert® GXT4™ UPS



As one of our UPS resellers, we want to make you aware of a how you can differentiate your Online UPS sales with the Energy Star qualified Liebert GXT4 range while also offering you a strong margin on the sale.

Have you literally 4 minutes for me to give you the 4 key reasons?

1 EXTENDED WRAPAROUND BYPASS

The Liebert GXT4, 5/6/10 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, GXT4 5/6/10 kVA 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.

2 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.

The only requirement we have is that models being traded in have a similar kVA rating than the models being traded up.

3 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.

In addition, Liebert GXT4 includes free shutdown software MultiLink® for graceful OS shutdown of the IT load connected nearby the UPS.

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 most big brand competitors.

I appreciate each customer's requirements are different and the list of other benefits of the product would be too exhaustive to discuss with you, so I'll send you a brief follow on e-mail which includes links to what I've told you plus an easy to navigate product page to see the full picture.

Would you like a more in depth sales or technical walk through?