

UPGRADE TO A NEW LIEBERT® APS™ UPS



OVERVIEW

Years ago, you acquired a state-of-the-art Liebert® UPS to protect your critical systems.

As with any technology, aging brings the risk of reduced reliability.

Now it's time to evaluate a UPS replacement.

Consider the Liebert APS UPS, a modular approach to improve the efficiency, flexibility, visibility and reliability of your operations.

Reasons to Upgrade to a Liebert® APS™ UPS

- Designed for your needs total cost savings available now
- Lower the support costs
- Increase your power capacity
- Utilize robust environmental sensors
- Improve the reliability and serviceability
- Leverage a rack or floor deployment
- Improve the network communications and intelligence
- Enable LIFE™ Services to increase uptime

FEATURES	LIEBERT APS™ UPS VS OLDER LIEBERT UPS
Output Power Factor	Higher Power Factor provides greater output power capacity using fewer power modules
Network Communications	Improved Web User interface, plus enable Environmental Sensors and LIFE™ Services
Remote Monitoring, Exclusive LIFE Services	Prevent problems before they arise, obtain proactive performance reports
AC-AC Efficiency	Lower operating cost saves money
Extra Charging Capability	Optional charger modules will maintain faster recharge times for extended battery times
Output Distribution	Flexible options, integrated, external or within Maintenance Bypass. Multiple receptacle outlet configurations

Lower Risk

Your UPS investment was designed to protect your critical systems and business. Given the years of run time and battery discharge/recharge, we recommend you consider a Liebert APS replacement UPS. You will improve availability and lower your costs.

Average cost of unplanned downtime has increased 12% 2013-2016.

Source:
Ponemon Institute Study 2016

Improve Cost Control

With a new Liebert® APS, you'll save money from lower energy costs and lower support expenses. Plus, you get the added value of remote monitoring, a 5 year protection plan and the ability to use local environmental sensors that can connect directly to the UPS (temperature, humidity, leak detection, physical access and more).

Escape from the aging power system. Stop capacity misalignments. It all adds up to getting new, better power protection minimal cost.

Consider Advantages

- New Liebert APS UPS provides higher reliability with less chance of failure
- Two year warranty saves maintenance and support expense
- 5 year Power Assurance protection plan (includes start up, onsite service, parts, labor, PM)
- Eliminate wasted labor, travel and false truck rolls
- LIFE™ Services provides remote service and support
- Lower energy costs
- End of Life rebates (depending on current models)

**Less Risk, More Control,
Lower Costs.**

FAQs About the UPS Replacement Program

Q: Do I really need a new UPS?

A: UPS systems from 3 to 20kVA, like all systems, have a useful lifespan. After 10+years, performance and reliability should be evaluated, especially when protecting critical applications.

Q: Can we afford a new UPS now?

A: If your current UPS is aging, it could be more susceptible to failures (be it batteries or electronics). With the rising cost of downtime, avoiding just one failure could pay for a new UPS. (See Ponemon Institute report on downtime costs.)

Q: My management needs more justification. What other savings are available?

A: Consider the operating savings. A new Liebert APS UPS is designed to offer better efficiency, which will translate into lower energy costs. And with a new UPS, your new warranty will save on maintenance costs for 24 months.

Q: Are there additional incentives to upgrade now?

A: If you have an older UPS that is in the "End of Life" stage, you may qualify for special rebates. Ask your local business partner for the details on your potential savings.

Q: Will installing a new UPS be difficult?

A: Our experienced technicians can make the transition smooth and pain-free. Your local business partner will coordinate with your team and ours to support the delivery and installation.

Q: We expect our power loads to exceed 20kVA in the future, what should we do?

A: There are many Liebert UPS solutions available to meet your needs. Talk to your local business partner about flexible, efficient and intelligent solutions in your target capacity range.

Get a free site evaluation and estimate

Visit VertivCo.com/GoAPS to request a local power expert to contact you. They can answer your questions and provide a quick, smooth path to improve your power systems.

Continue to trust the leader in critical power protection Vertiv™ was formally Emerson Network Power.

REPLACE AND IMPROVE

