



Gillmore Security Relies Upon Eaton 9155 UPS

Product:

Eaton® 9155 UPS

Location:

Cleveland, Ohio

Market Served:

Security systems

"(The 9155) certainly fits a lot of power into the space,"

- Andrew Petroski, technical director

Background

Since 1971, Gillmore Security Systems has been committed to protecting the homes and buildings of residential and commercial customers throughout Northeast Ohio. Whether guarding against intruders, carbon monoxide or fires, homeowners rely on Gillmore Security for quality service and peace of mind.

Likewise, Gillmore Security's commercial clients have come to expect the highest level of consultation, installation, training, monitoring and service for the range of security solutions offered. Providing access control, intrusion detection, fire systems, digital video systems, environmental monitoring and back-up systems, the company has earned a reputation over the past three decades by successfully protecting businesses of all sizes.

Challenge

Because Gillmore Security's primary goal is to keep its 5,500 residential and business customers safe, the company must first ensure the ongoing security and reliability of its critical equipment and monitoring devices. As such, it requires an uninterruptible power system (UPS) capable of protecting the servers, alarm receivers, terminals and communications equipment within its central monitoring station against potentially dangerous and damaging power anomalies.

"It's a highly critical environment," notes Andrew Petroski, technical director for Gillmore Security.

Although the company relies on a generator to provide continuous uptime during extended power outages, the unit takes approximately two minutes to get fully up and running. "We needed a UPS that could buffer us for that time period," explains Petroski. "Or, in the event the generator failed to start, give us plenty of time to get a replacement generator."

Solution

A Gillmore Security found all of the capabilities it was seeking in the Eaton 9155 UPS. Having purchased two 8 kVA units last year – which protect all of the company's equipment on two separate circuits – Petroski reports, "They work great!"

The technical director was initially drawn to the Eaton brand based on a positive experience with his previous UPS from Best Power, a legacy Eaton brand.

The double-conversion design of the 9155 completely isolates equipment from utility power to protect against all nine of the most common power problems, including outages, sags, surges, spikes, brownouts, line noise, frequency variation, switching transients and harmonic distortion.

At the same time, a high 0.9 output power factor delivers more power than the vast majority of competitors' models, enabling the 9155 to power more equipment than other UPSs of equivalent VA rating. "This actually gave us more room for future growth," notes Petroski.



Powering Business Worldwide

Furthermore, the high efficiency rating of the 9155 – 90 percent across all load ranges – reduces utility costs and helps the unit run cooler, which in turn extends component life. Additionally, the model's low input current distortion of <5% THD allows maximum transfer of power between the power source and protected load, while making the UPS exceptionally compatible with auxiliary generators, a key factor in meeting Gillmore Security's application needs.

The company is also enjoying long battery life for its units, compliments of Eaton's exclusive ABM® technology, which significantly increases battery service life compared to conventional trickle-charging. ABM uses an innovative, three-stage charging technique that offers prolonged rest periods between charge phases, as well as temperature-compensated charging to optimize recharge time. Gillmore Security also opted to bolster its available runtime by adding extended battery modules (EBMs) to the 9155 units, which now deliver six hours of uptime in the event of a prolonged outage and/or generator malfunction. "It gives us plenty of time to find a replacement generator," Petroski points out.

With the 9155, Gillmore Security also has the option of using Powerware Hot Sync® technology to parallel up to three equivalent UPS modules for extra capacity or redundancy, ensuring that critical systems are always protected. Parallel configurations can provide up to N+2 redundancy, with no inter-module communication wiring needed. This patented load-sharing control distributes the load equally and ensures that loads remain fully protected even if a paralleled UPS is unavailable.

Above and beyond the numerous features and benefits afforded by the 9155, Petroski discovered yet another appealing factor. "The price was also very good for what we were getting, compared to competitive offerings," he notes.

Implementation

When it came to installing the two units, Petroski was equally impressed, noting that the process occurred seamlessly. "It was very easy," he confirms.

Indeed, the 9155's space-saving, attractive tower design offers a small footprint that supports more location options, fast and easy installation, and lower deployment costs, while preserving more space for future expansion.

Noting that the Gillmore Security's previous UPS solution consumed more space – especially considering the unit's cumbersome battery banks – Petroski appreciates the compact design of the 9155. "It certainly fits a lot of power into the space," he acknowledges. Even more, the petite frame was appreciated when the company needed to relocate the UPSs. "They were very easy to move," he reports.

Furthermore, "The units look very impressive when we have customers come through!" Petroski reveals.

Results

Just as Gillmore Security excels at providing peace of mind for its customers, the 9155 units instill the same sense of confidence within the company. "It's nice to know they're there, so I don't have to worry about power problems," Petroski says. "If we didn't have them, we'd be in big trouble."

Another constant that the technical director can count on since installing the units? "I sleep a lot better at night!" he says with a laugh. In addition to warding off insomnia, the 9155 solution allows Gillmore Security to:

- Ensure continuous uptime and high availability for its critical monitoring equipment, which in turns helps keeps its 5,500 customers safe
- Deliver sufficient backup time for its generator to kick on, or – in the event of a generator failure – provide ample time to obtain a replacement unit
- Expand its power protection as needed, with the ability to grow into the high power factor 9155 units



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