



Eaton 9155 keeps pace with energy efficiency company

Product:

Eaton® 9155 UPS

Location:

Atlanta, Ga.

Market Served:

Energy

"Another reason I liked Eaton over APC was the expandability ... The 10 kVA from APC maxed out at 10 kVA, but the 9155 is upgradeable to 15 kVA."

- Scott Joubert, senior IT administrator

Background

Servidyne is a company that has been around since Babe Ruth was slugging homeruns and Calvin Coolidge sat in the Oval Office. Although the name and the primary focus of the company have changed over the years, its mission has remained the same: to meet the ever-changing needs of companies that own and operate buildings.

Established in 1925, Servidyne provides comprehensive energy efficiency solutions including commercial energy audits, CMMS implementation, sustainability programs, and other products and services designed to significantly enhance the operating and financial performance of existing buildings.

Servidyne enables customers to cut energy consumption and realize immediate cost savings, while reducing greenhouse gas emissions and improving the comfort and satisfaction of building occupants. The company serves a broad range of global markets, including corporate, commercial office, hospitality, gaming, retail, industrial, distribution, healthcare, government and education.

Challenge

Keeping critical equipment operating—and business functions flowing—in the face of dubious power quality is a constant challenge for Servidyne.

"The power is kind of dirty here," acknowledges Scott Joubert, senior IT administrator for the Atlanta-based company. "Because of this, we have to condition the electricity before it reaches our servers."

As a result, when considering an uninterruptible power system (UPS), Servidyne sought an online model that could provide continuous, clean power to its connected equipment. The highest level of reliability was also paramount to the company. "If we didn't have a reliable UPS and we had a power outage, all of our systems would be down, including email, file and application servers, as well as our phone system," Joubert notes. "Our business would stop."

A very positive experience with its existing a legacy Powerware® 9150 UPS prompted Servidyne to once again migrate toward the Eaton brand in September of 2009, when the company opted to upgrade its power protection solution. "It was very reliable and was still running fine when we replaced it," Joubert reveals, noting that the organization decided to upgrade to a new model rather than renew its extended maintenance contract.

Despite its satisfaction with the Eaton brand name, Servidyne completed its due diligence by also researching other manufacturers' UPSs, including APC. But when comparing price and functionality, the Eaton 9155 emerged as the clear winner.

"The amount of protection it provided and its features for the price were superior," reveals Joubert.



Powering Business Worldwide

Solution

Available in 8, 10, 12 and 15 kVA models, the 9155's online design supplies continuous, clean power to the connected load while protecting against all nine of the most common power problems, including outages, sags, surges, spikes, brownouts, line noise, frequency variation, switching transients and harmonic distortion.

"The most important reason we chose the 9155 is the fact that it is very reliable," Joubert says.

In addition to high availability, the unit offers a 0.9 output power factor, which delivers more power than the vast majority of competitors' models and enables the 9155 to power more equipment than other UPSs of equivalent VA rating.

"Power is probably the most important system that I manage," Joubert explains, "because obviously, without electricity there is nothing. The new model has been as good as our previous one, and we're getting more bang for the buck."



Indeed, thanks to the 9155's scalability options, Servidyne can expand its solution as its equipment needs grow. Having purchased a 10 kVA UPS—which met the company's immediate power protection needs—the organization is able to easily scale the solution in the future by performing a simple firmware upgrade.

"Another reason I liked Eaton over APC was the expandability," Joubert confirms. "The 10 kVA from APC maxed out at 10 kVA, but the 9155 is upgradeable to 15 kVA."

Furthermore, because the innovative design of the 9155 offers high efficiency across all load ranges, it plays perfectly into the company's focus on energy efficiency. In addition to lowering utility costs, the unit's 90 percent efficiency rating allows it to run cooler, thereby extending component life.

Servidyne also valued the ability to enhance reliability by adding a maintenance bypass module to the 9155, enabling UPS maintenance or service without shutting down the load.

The 9155's ABM® technology also augments reliability by doubling battery service life over competitive models, which use conventional trickle-charging. ABM, on the other hand, relies on an innovative, three-stage charging technique that offers prolonged rest periods between charge phases, as well as temperature-compensated charging to optimize recharge time.

Complementing Servidyne's power protection solution is a ConnectUPS Web/SNMP device, which enables convenient monitoring and management of the UPS with a standard Web browser, while simultaneously providing graceful shutdown for multiple computer systems over the network.

The company also stays ahead of any potential threat to its system by using Eaton's eNotify, which provides real-time monitoring of more than 100 UPS and battery alarms. The service delivers monthly reports to Joubert, which detail UPS status and information on voltages, loads, temperature and humidity.

"I really like it," he says of the eNotify service. "Because it's a small, two-person department here, to have Eaton kind of take care of it for me is really nice."

Implementation

The 9155 was easily deployed within Servidyne's server room, in large part due to its space-saving design that measures just 12 inches wide and 33 inches deep including the batteries—half the size of most other units on the market today. The unit's small footprint supports more location options and provides fast and simple installation while lowering deployment costs and preserving space for other equipment needs.

An Eaton field technician performed the startup of the unit. "He checked everything, and it all went very smoothly," Joubert recalls.

Results

With the 9155 in place, Servidyne is now able to:

- Achieve the highest level of reliability to keep critical systems up and running
- Shield sensitive equipment against dirty power conditions
- Expand its power protection solution as equipment needs grow
- Keep apprised of all power conditions with eNotify monitoring

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