



Eaton 5PX and software prove “virtually” amazing

Location:
Glen Rock, N.J.

Segment:
Data Centers

Problem:
The IT company needed a highly reliable UPS to not only supply to its customers but deploy in its own virtualized environment.

Solution:
Eaton® 5PX, Intelligent Power® Software Suite

Results:
The 5PX UPS and Eaton software enable the company to control and gracefully shut down all virtualized equipment in the event of a power failure.

“What I liked about Eaton from the beginning is their software allows multiple servers to be plugged into the same UPS, with one serving as the controller that can gracefully shut down the other servers ... To do this with other manufacturers’ UPSs, you need to purchase a separate network card.”

David Navara, CEO

Background

Since 1972, Pascack Data Services has been providing companies and government agencies with computer solutions including outsourced IT services; business software; system integration and support; disaster recovery; and various consulting services. The firm has designed and implemented local and wide area networks for organizations ranging from small- and mid-sized companies to businesses with offices across the globe. Pascack has also established desktop support systems for understaffed IT departments, installed Internet-ready accounting and business management software and ensured continued computer operations via on-site training and support.

Challenge

As an IT expert, Pascack Data Services understands how critical a reliable power protection solution is to ensure uptime and high availability.

“The consequences of unexpected downtime would be severe to our business,” acknowledges David Navara, the company’s CEO. “If any machine goes down and it’s not done gracefully, it could destroy disk drives, memory component and the entire machine. I’ve seen that happen.”

That’s why Pascack relies on the integrity of the Eaton line of uninterruptible power systems (UPSs) — not only to protect customers’ critical equipment, but its own operations, as well. Over the years, the company has installed numerous Eaton units throughout its facility, and also supplies the line to customers as in the capacity of an Eaton reseller.



Powering Business Worldwide

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So last fall, when Pascack sought a solution to safeguard its entire VMware® infrastructure — which includes multiple servers and storage area networks (SANs) — Eaton was the clear choice. The firm desired a highly reliable UPS offering extended runtime, power management capabilities, high efficiency and a superior warranty.

Solution

Pascack quickly zeroed in on the Eaton 5PX, which provides advanced power conditioning and unparalleled battery backup for network closets and small data centers. The model not only delivers an industry-leading efficiency rating of up to 99 percent, but also protects more devices by providing 28 percent more wattage than traditional UPSs.

Having purchased three 2200 VA units, Pascack opted to bolster runtime by adding extended battery modules to each.

“They are protecting the entire infrastructure,” Navara says of the UPSs. “They have always performed when we needed them to,” he adds, noting that the facility has endured a number of beatings from Mother Nature over the past year.

The 5PX units are equipped with Eaton’s exclusive ABM® technology, which increases battery service life by 50 percent. ABM uses an advanced, three-stage charging technique and closely monitors battery health to provide advanced notification when batteries are close to needing replacement.

Another benefit that the 5PX offered Pascack was plug-and-play capability. “The unit did not require any special electrical hookup,” Navara confirms.

One of the advantages Navara values most about the solution is Eaton’s Intelligent Power Software Suite, which provides all of the tools needed to monitor and manage power devices across the network, even in a virtualized environment. This innovative software solution combines the most critical applications to ensure system uptime and data integrity by offering not only power monitoring and management, but also graceful shutdown during an extended power outage. Both software programs in the suite, Intelligent Power Manager and Intelligent Power Protector, can be downloaded free of charge.

Having integrated the suite with the 5PX units, Pascack gained compatibility with its VMware platform. “When the UPS has an issue, it shuts down all the virtual and physical machines,” Navara says.

The software also seamlessly integrates with the vCenter™ dashboard, enabling users to move and control virtual machines during a power failure.

“What I liked about Eaton from the beginning is their software allows multiple servers to be plugged into the same UPS, with one serving as the controller that can gracefully shut down the other servers,” he explains. “To do this with other manufacturers’ UPSs, you need to purchase a separate network card.” Noting that many of Pascack’s customers are small businesses, Navara adds, “A network card can be a third of the price of the UPS. That just isn’t a cost-effective solution for many clients.”

Attractive pricing is another advantage that Pascack enjoys with Eaton. “They offer good pricing, for the purchase of our own units and as a reseller for our customers,” he says.

Yet another key factor for Pascack was the 5PX’s three-year warranty, which covers both the unit and the batteries — something no other manufacturer in the industry offers. “It’s very important to be able to provide our customers with that warranty,” Navara reveals. “I always want a three-year minimum coverage on equipment.”

Results

With the three 5PX units in place, Pascack Data Services is able to focus on delivering essential IT services to its customers, rather than worrying about the integrity of its own equipment. The firm is now able to:

- Ensure the high availability and uptime of its network
- Gain graceful shutdown of computers and virtual machines during an extended outage
- Extend runtime with the addition of EBM’s
- Rest easy with a three-year warranty covering the unit and batteries



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COR201CSS
February 2012

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