

# Why Buy Compaq Power Management Products?

Compaq has developed a full range of power management products that protect and manage computer systems ranging from individual workstations to distributed enterprises. Compaq offers a wide range of Uninterruptible Power Systems (UPSs) from 500 VA to 6000 VA in both tower and rack form factors. The bundled Compaq Power Management Software continuously manages and monitors Compaq UPSs.



## Competitive Advantages:

### Ultimate, Long-Term Battery Reliability with Compaq Enhanced Battery Management

Batteries that are constantly trickle-charged reach the end of their useful life in less than half the time of those charged using advanced techniques such as Compaq Enhanced Battery Management technology. Compaq understands that the battery reliability of your UPS is essential to ensuring network server protection. Compaq Enhanced Battery Management, standard with all Compaq UPSs 700 VA and above, incorporates an advanced battery three-stage charging technique that doubles battery service life, optimizes battery recharge time, and provides up to a 60-day advanced notification of the end of useful battery life. This innovative technology is comprised of three components:

#### >Double Battery Service Life with Intelligent Battery Charging

All UPS batteries need charging. Extended charging, however, significantly shortens battery life. The Compaq UPS utilizes a three-stage charging process that ultimately doubles battery service life. First, the Compaq UPS rapidly charges the battery to 90 percent. A constant voltage (float charge) continues until the battery reaches full capacity. The charger is then turned off and the Compaq UPS goes into a rest mode, enabling the battery to be preserved for future power failures. Most manufacturers use a trickle-charging method (a constant voltage feeding a low current to the battery) which dries the electrolyte and corrodes the plates, reducing potential battery life by up to 50 percent.

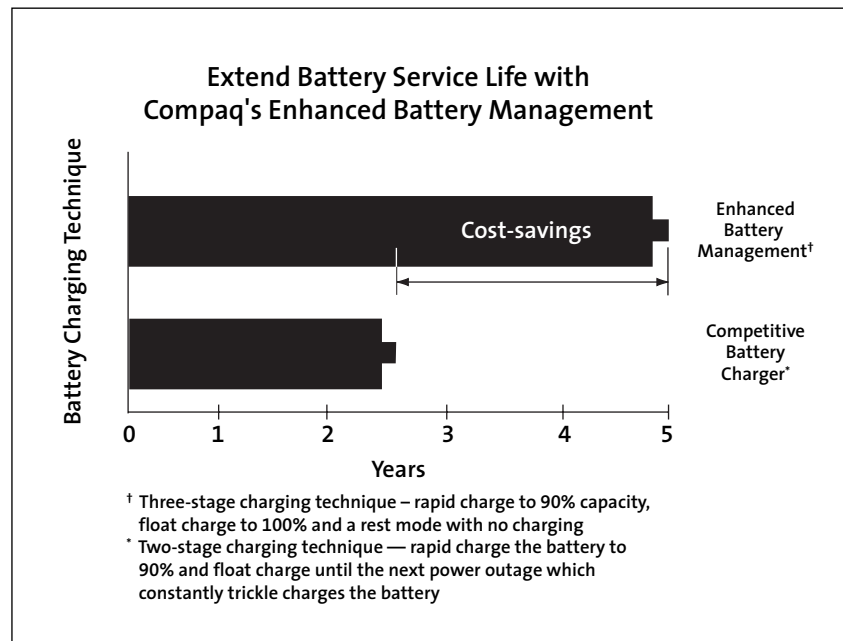
# Why Buy Compaq Power Management Products? (cont.)

## >Advance Notification of Battery Replacement with Sophisticated Monitoring Techniques

All batteries will eventually fail. Because UPS batteries are valve-regulated, sealed, lead-acid cells, there has not been a practical way to provide users with advance notification of battery failure. The only way to determine that batteries needed replacing was to wait until the power failed, taking the servers and computers down with it. Compaq's Enhanced Battery Management is the only technology available that reliably provides advance notification prior to battery failure. The Compaq UPS microprocessor tracks the charge and discharge characteristics of the battery. These characteristics are compared to an ideal battery state, indicating to the user, well in advance, when battery replacement is necessary.

## >Minimize Battery Use with Superior Voltage Regulation

Most manufacturers' UPSs correct input voltage variations as low as -25 percent, but transfer to battery when a surge or a sag needs to be filtered in the system. This type of voltage regulation shortens the battery service life of the UPS. Innovative Buck/Double Boost voltage regulation ensures consistent input voltage to the load by automatically "bucking" it if it is too high, or "boosting" it if it is too low. Voltage variations as low as -35 percent or as high as +20 percent of nominal voltage are corrected — without transferring to battery. This reduces the number of charge/recharge cycles, thereby prolonging the life of the Compaq UPS battery.



# Why Buy Compaq Power Management Products? (cont.)

## **Intelligent Manageability with Compaq Power Management Software**

Compaq Power Management Software allows for diagnostics, monitoring, user notification, and — when necessary during an extended blackout — unattended, prioritized shutdown of multiple servers and client workstations. For ultimate intelligent manageability, the Compaq UPS has been designed to schedule startups and shutdowns of connected equipment and control separate receptacle groups (load segments).

## **Preserve Valuable Rack Space with the Compaq Zero U/1 U Power Distribution Unit**

Designed to fit into a Compaq rack environment, the Compaq Power Distribution Unit provides managed power distribution and surge protection via up to 12 circuit-breaker and fuse-protected AC receptacles. The unique sidewall-mount design of the Compaq Power Distribution Unit preserves valuable rack space for more critical servers and systems.

## **Compaq Quality**

Having built its reputation on providing the highest quality products, the Compaq hardware qualification process is the toughest in the industry. Extensive evaluation, testing, and product improvement guarantee the highest level of system protection, electrical performance, product construction, and compatibility.

## **Superior UPS Warranty**

To back up the wide range of features offered with our UPSs, Compaq provides a three-year limited warranty, as well as an additional \$25,000 Computer Load Protection Guarantee. The Pre-Failure Battery Warranty ensures that when Compaq Power Management Software notifies customers that the battery may fail, the battery or UPS is replaced free of charge under the warranty — reducing the total cost of ownership and system downtime.