

PARTNER PROGRAM PROFILE

EATON LEADS THE WAY TO A LITHIUM-ION FUTURE

The power management company will be the first major UPS manufacturer to offer a global, double conversion 1–3 kVA lithium-ion UPS with the launch of the 9PX lithium-ion UPS.

EATON CONTINUES to pave a path to the future for its partners and customers with lithium-ion uninterruptible power systems. Known for its reliable, efficient, safe, and sustainable power management technologies, Eaton is now rolling out the new 9PX 1–3 kVA lithium-ion UPS with a full portfolio of double conversion units for classical IT and light industrial applications. This follows on the heels of last year's launch of the 5P lithium-ion UPS.

"We're seeing the movement to lithium-ion for the future and we're moving towards that," says Sami Hussaini, product manager for the UPS 9 Series, noting that the 1–3 kVA range is the most in demand from partners and customers. With the expected availability of the 9PX Li-Ion by the first quarter of 2021, Eaton will be the first major UPS manufacturer to offer a global, double conversion 1–3 kVA lithium-ion UPS.

Lithium-ion addresses long-standing customer needs such as longer battery life, increased reliability, lighter weight and smaller footprint, and increased runtime transparency, Hussaini explains. Lithium-ion batteries also have three times faster recharge capabilities,

9PX LITHIUM-ION UPS FEATURES

- ✓ Expanded battery life of 8–10 years
- ✓ 5-year all-inclusive (electronics and battery) warranty
- ✓ 2U UPS models consist of 1500, 2000, and 3000 VA ratings
- ✓ Smaller footprint seen with the 1U EBM for extended runtime

reducing vulnerability and maximizing uptime in the case of power disruptions. "What we see as the No. 1 value for the 9PX Li-Ion is a set-it-and-forget-it UPS." By freeing up IT managers or facilities managers from the maintenance and refresh challenges of a UPS utilizing lead-acid batteries, "it allows them to focus on the IT aspects that really matter," Hussaini says.

Building on the successful and trusted 9 Series UPS family, the 9PX UPS comes in both 2U and 1U rack sizes.

Target markets for the 9PX Li-Ion include at the network edge, in spaces where

it's difficult to service a large fleet of distributed UPS units for battery changes, and for applications where the cost and time of sending a technician on-site far outweigh the cost of lithium-ion. Other use cases include educational and medical campuses as well as data centers where the 9PX is used as the B-side UPS.

For Eaton PowerAdvantage partners, the new 9PX Li-Ion along with the 5P Li-Ion UPS offer new opportunities to lead the conversion on lithium-ion and provide additional tools in their power management portfolio.

"Being the first to market with something that is hot and trending really gets the attention of customers and gives partners a chance to get in the door and talk about a power management story," Hussaini says.

Eaton's plan is to continue to advance its lithium-ion roadmap, with an expanded UPS portfolio in the works for the future.

Eaton PowerAdvantage partners are excited about the upcoming 9PX, Hussaini says, particularly for the ROI it will provide their customers. "When you have that UPS over eight to 10 years, it's going to be an incredible investment."

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