

### **HBN APC Product Portfolio**



Back UPS 600 VA – 2200VA (Inbuilt & External Battery)

Home PC & Entertainment Modem / Router



BX600I-IN BX1100I-IN



BX600C-IN BX1100C-IN



BR1000G-IN BR1500G-IN



BX1000UXI BX2000UXI



BVX1200LI-IN BVX1600LI-IN, BVX2200LI-IN

Smart UPS Line Interactive 750 VA – 3000 VA (Inbuilt & External Battery)

SOHO, PC and Server Elevator , Home Theater AV Music System



SUA 7501-IND, SUA10001-IND, SUA15001-IND SUA22001-IND, SUA30001-IND



SUA1000UXI, SUA2000UXI, SUA3000UXI

Smart UPS Online 1000 VA – 20.000 VA

Branch Automation Edge Compute, ATM, Server X-Ray, Path labs

(Inbuilt & External Battery)



SRC1KI-IN/INX SRV1KL-IN/INX, SRV2KL-IN SRV3KL-IN



SRV2KRIL-IN, SRV3KRIL-IN/INX SRV5KRIL-IN, SRV6KRIL-IN/INX, SRV10KRIL-IN



SURT15KUXIG-IN/INX SURT20KUXIG-IN



SRV1KUXI-IN/INX SRV10KUXI-INX SRV15KUXI-IN, SRV20KUXI-IN



SRVL3KRI-IN, SRVL3KRIL-IN

Symmetra LX Modular UPS 4 kVA Scalable to 16 kVA (N+1)

Server IT Load, Hub Room



SYA4K8I, SYA4K8RMI, SYA8K16I, SYA8K16IXR, SYA8K16RMI, SYSA8K8I, SYA8k8RMI SYA12K16I, SYA12K16IXR, SYA12K16RMI, SYA16K16I, SYA16K16IXR, SYA16K16RMI

# **HBN LIB UPS: Models and Ratings**







### Easy UPS On-Line Lithium-ion 230 V, India: SRVL Series

#### SRVI Series SKU Details:

Description	PTO Parent SKU
APC Easy UPS On-Line Li-Ion SRVL RT 1000VA 230V India	SRVL1KRI-IN
APC Easy UPS On-Line Li-Ion SRVL RT 2000VA 230V India	SRVL2KRI-IN
APC Easy UPS On-Line Li-Ion SRVL RT 3000VA 230V India	SRVL3KRI-IN
APC Easy UPS On-Line Li-Ion SRVL RT Ext. Runtime 3000VA 230V, India	SRVL3KRIL-IN (PM: SRVLPM3KRIL+ BM: SRVL48RMBP2U)



#### **Standard Warranty:**

1,2,3 KVA internal Battery model: Standard 3 Years, Extendable to 5 Years.

3KVA UPS module with External Battery pack: Standard 3 Years, Extendable to 5 Years.

Lithium-Ion Battery Pack has default 5 Years Warranty.



### **Regulatory Compliances:**

UPS: IEC 62040-1, IS 16242 (Part 1), BIS

Battery Pack: IEC 62040-1, IEC 62619, UN 38.3, CE, UKCA Electronic circuits and software controls in the battery pack are evaluated as per IEC 60730-1

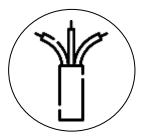


# **HBN LIB UPS: Key Features**



Energy Rich Lithium-ion batteries

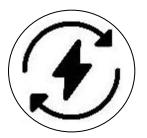
2-3x the battery life vs Lead Acid (VRLA) batteries; 2-3X faster recharge time



**Hardwire Connections** 

2 and 3KVA has integrated fully rated hardwire connections for output to provide Customers with flexibility to configure external PDUs.





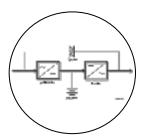
#### **Higher Backup**

Lithium-Ion Batteries have 3x the energy density of a comparable VRLA battery, thus providing 3-4x more backup for the same form factor.



#### **Integrated Battery Management**

System comes by default. BMS monitors, controls, optimises the battery usage and life, ensuring safety, reliability and continued operations.



#### True online doubleconversion on-line

Ensures reliable power to essential loads and safeguards from brownouts, line noise, voltage transients and power outages.

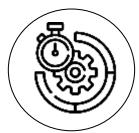


#### Versatile design with Rack/ Towerconvertible

Provides flexibility to change from a rack to tower installation using default accessories.



High Power Factor More real output power in watts 0.9 PF (1, 2, 3 kVA)



#### **High Efficiency**

Up to 90% efficiency in online double conversion mode and up to 96% in ECO mode.





### **HBN Luminous Product Portfolio**



Line-interactive

**Double Conversion On-Line** 

### **LB Series**

- Line Interactive UPS range
- Standard Backup
- Range 600-1000VA



**LD Series** 

**Double Conversion Online** 

Standard & Long Backup

Range 1 – 20kVA



### **LD-T Series**

- Galvanic Isolation
- Range 1 20kVA



### **LB-XL Series**

- Line Interactive UPS range
- **Long Charger Capacity**
- Range 1-2kVA



- **Double Conversion Online**



### **LD-Pro Series**

- **Double Conversion Online**
- Long Backup
- Range 1 10kVA







# Luminous LD Pro Series Ratings

# LD PRO UPS Series



LD1000-Pro, LD2000-Pro, LD3000-Pro

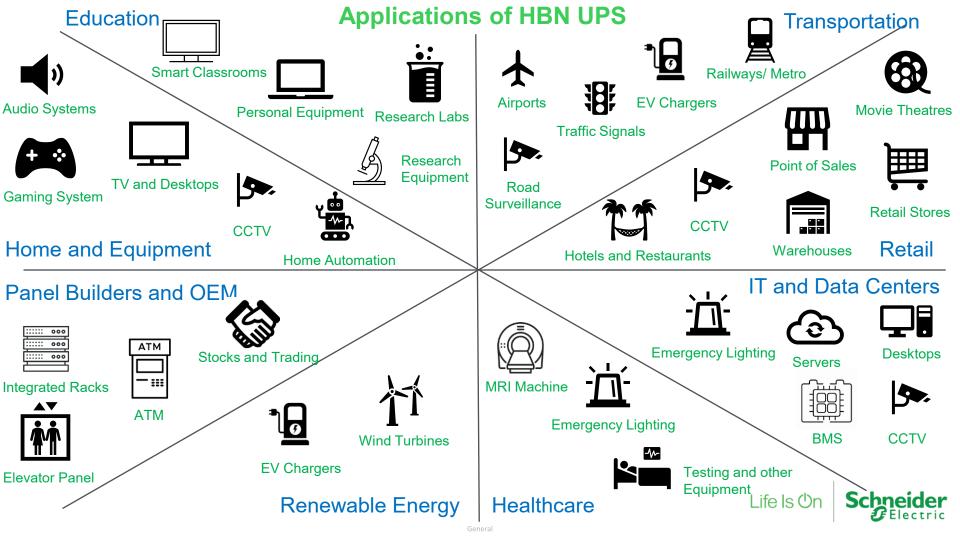
- 1000VA /900W, 2000VA/1800W, 3000VA-2700W
- Efficiency 88%, 90%, 90%
- EPO switch
- I/P connection IEC C14, Hardwire 25A, Hardwire 25A
- O/P Connection Hardwire
- SNMP, RS232



LD6000-Pro, LD10000-Pro

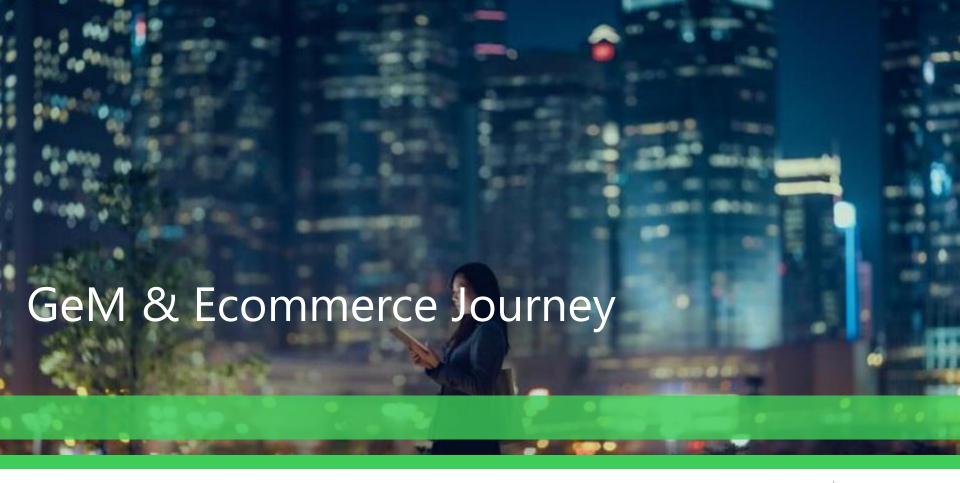
- 6000VA /6000W, 10000VA/10000W
- Efficiency 94%
- EPO switch
- I/P connection TB-50A, TB-63A
- O/P Connection TB
- Parallel up to 3 units
- SNMP, RS232













# **APC GeM Categories**

SI. No.	Category	Brand/ OEM)
1	Line Interactive UPS with AVR (V2)	APC
2	Online UPS (V2)	APC
3	Online UPS Modular Type	APC
4	Smart Rack (V2)	APC
5	Networking / Server Rack Data Centre Rack Transfer	APC
6	Switch	APC



Schneider Electric General

# **APC HBN GeM Product Portfolio**

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SUA1000UXI, SUA2000UXI, SUA3000UXI

Smart UPS Online 1000 VA – 10,000 VA (Inbuilt & External Battery)

Branch Automation Edge Compute, ATM, Server X-Ray, Path labs



SRC1KI-IN, SRC1KUXI-INX SRC1KUXIX850



SRV1KL-INX



SRV6KL-INX+SRV240RBP-INX SRV10KUXI-INX



SURT15KUXIG-INX



SRV1KUXI-INX, SRV3KUXI-INX

On-Line Transformer less UPS 3000 VA – 6000 VA (External Battery)



LD3000-INX (Tower) LD6000-INX (Tower)

# **APC 3Phase & Smart Rack GeM Product Portfolio**

Online UPS Modular Type GVS Series 150 KVA

Data Centre, Edge Computing, Industrial Applications, Healthca Facilities, Telecommunications, Commercial Buildings, Hospital Airport



**GVS Series** 



Smart Rack R Series 15U, 24U and 42U with 500, 1000, 2000 Watts Cooling Capacity

Edge Computing, Server and Network, Telecommunications, Industrial Automation, Retail & Branch Offices



Smart Rack R Series



Smart Rack C Series 43U with 3000 Watts Cooling Capacity

Edge Computing, Server and Network, Telecommunications, Industrial Automation, Retail & Branch Offices



Smart Rack C Series

Row Data Centre from 10 kW to 80 kW cooling load with 1-2-3-4-5-6-7-8 Rack

Design based solution, can be modified as per customer requirement.



Row Data Centre

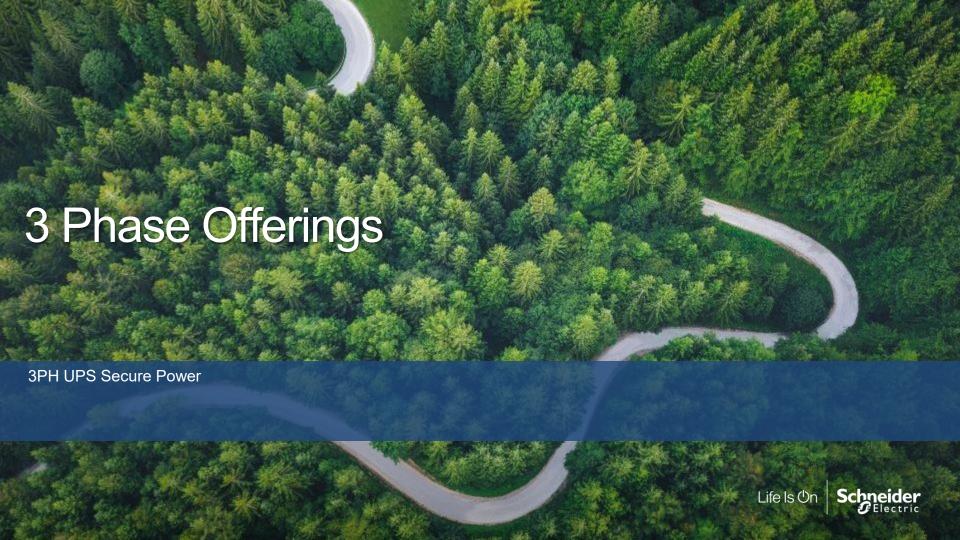
# **APC Upcoming 3Phase GeM Product**





Schneider Electric Gener

# Life Is On Schneider



## Three Phase Product Range





**Galaxy VL** (200-500 kW) Modular/Scalable



**Galaxy VX** (500-1500 kW)



**Galaxy VXL** (500-1250 kW)

Modular /Scalable



**Luminous 3Ph UPS** (30 & 40kVA)

Monolithic



Easy UPS 3S (15-40 kVA)

Monolithic



**Easy UPS 3M** (60-200 kVA)

**Fault Tolerant** 



Easy UPS 3L (250-600 kVA) **Fault Tolerant** 



Live Swap



Easy UPS 3-**Phase Modular** (50-250 kW + 1)Modular/Scalable



Easy UPS 3M **Advance** (100-250 kW) Modular /

Scalable



Easy 3M **Advanced** With Transformer Modular

Life Is On

Schneider Electric

## Easy 3M Advanced Ups with Isolation Transformer

- UPS Ratings: 50kVA, 100 kVA, & 150 kVA
- Unity Power factor KVA = KW @ 40 Deg C.
- Built-in transformer, flexibility to connect either at input or output..
- · Modular Design.
- 50Kw Power Module in 3U size.
- 94% over all Ups Efficiency.
- Dual Redundant Controller.
- Modular Static Switch: 250Kva.
- VRLA & LIB Compatible.
- Cable entry 50 kVA Bottom, 100 kVA & 150 kVA Both Top and Bottom available
- 50 kVA: 600 mm (W) x 1980 mm (H) x 990 mm (D)
- 100 & 150 kVA: 800 mm (W) x 1980 mm (H) x 990 mm (D)





### **Overview**



Luminous UPS 3-Phase 30-40kVA — part of the Luminous UPS 3-phase range—is a highly efficient, monolithic, compact UPS with rack & tower convertible that delivers high performance for small size server rooms, network closets as well as critical infrastructure in commercial and industrial facilities.

It is packed with high-value features, including:

- Compact footprint, which allows for more space for IT equipment and revenue
- Up to 95.5% efficiency in normal Double Conversion operating mode to improve TCO
- Rack & Tower convertible, which provides agility / flexibility to adopt any installation requirement
  - Parallel capability for 4 UPS for Redundancy or Capacity
- Access to vital critical power information through SNMP connectivity
- The ability to simplify the deployment process with the UPS that is easy to select, easy to configure, easy to start up, and easy to use and service

  Life is On Schneide

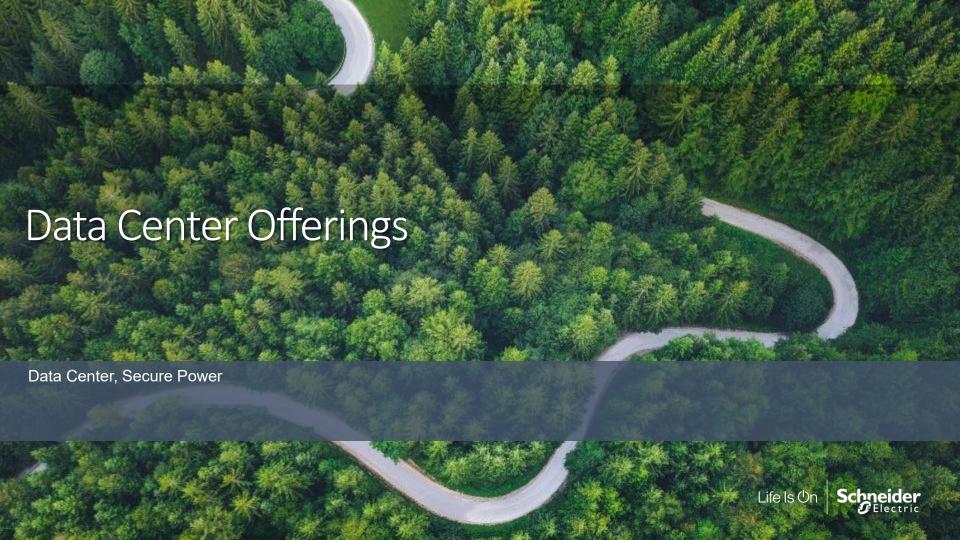
### **Key Features and Benefits**

- kVA = kW, Unity PF UPS, at 40 Degree C
- Available in 2 ratings LD30KH-Pro 30KVA / LD40KH-Pro 40KVA 3:3 Out Design
- Wide Input Voltage Range (305-477V with 100% load)
- Rack and Tower Convertible
- User Replaceable Dust Filter to operate in harsh environments.
- Compact Footprint 3U (Rack)
- Lighter Weight of 33 kg for easy handling
- Input Power Factor > 0.99
- Double Conversion Efficiency > 95.5% & > 99% In ECO Mode
- Parallel upto 4 Nos



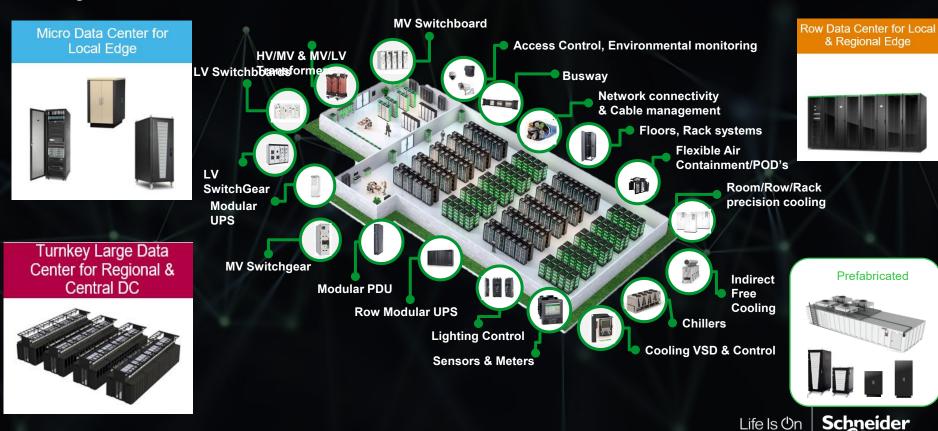




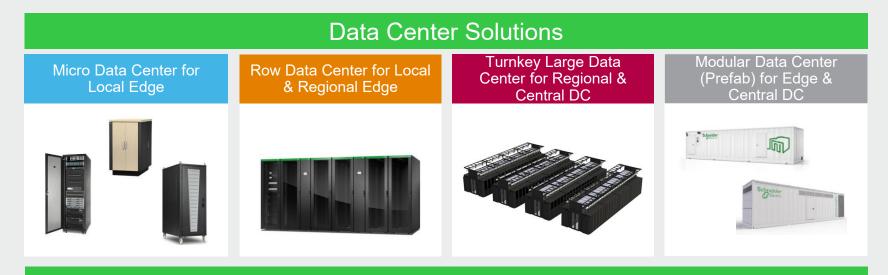


# Why Choose SE as your solution partner?

For our large portfolio of connectable data center solutions spans from rack to row to room to building.



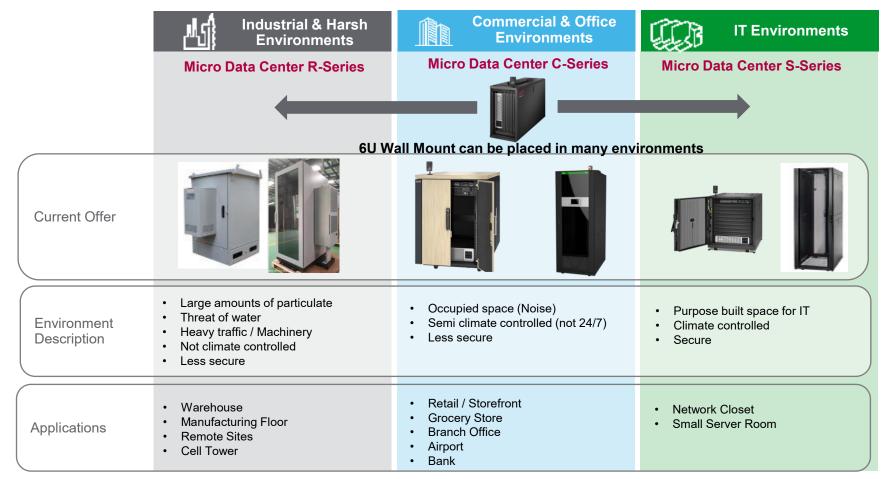
# Our portfolio of Data Center solutions is evolving with ...Market Needs Simplifying and aligning our solutions to the new Hybrid IT world



Manageable, configurable, fast and flexible for IT deployments from the Cloud to the Edge



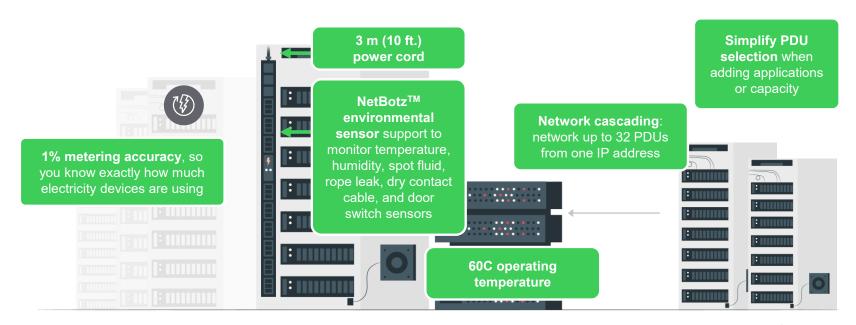
## EcoStruxure Micro Data Center - A complete portfolio for all Edge environments & sizes





# Add Certainty to Your Data Center – 11K Series

The NetShelter Rack PDU Advanced (11K Series) helps you fit more power in each rack to help you keep up with current demands and plan for the future. But there's more...







# Add Certainty to Your Data Center



Alternating phase and color-coded outlets simplify installation, cable management, and load balancing



Intelligent power management options:

- Metered
- Switched
- Switched with Metered-by-Outlet

Up to 48 outlets on a single PDU



4-in-1 combo outlet design acts as any of these outlet types: C13, C15, C19, & C21

50% of the outlets on each PDU are 4-in-1 outlets



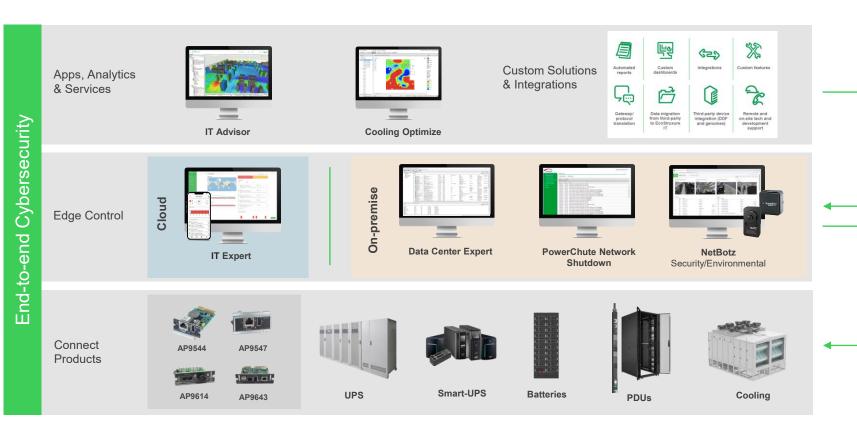


# Life Is On Schneider



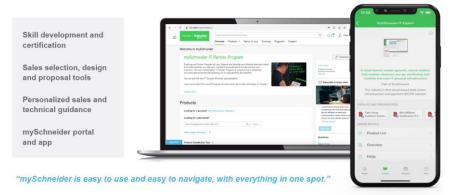


### **EcoStruxure IT**



### **Partner Program**

### The robust mySchneider IT Partner Program provides you with the tools for success.



# How to access new Software Advanced Commercial and Technical training in mySchneider

- 1. Log in at se.com/mySchneider.
- 2. Go to 'Topics for you' and click on the 'EcoStruxure IT DCIM Solutions' card.
- 3. You will be redirected to a landing page where you can learn all about our DCIM solutions.
- 4. Under the new training section click on 'Take the training'.
- 5. Click on 'Open curriculum' to start the training.

## Why the urgency to sell software solutions?

- Increase recurring revenue
- Hardware margins are declining while software margins may exceed 80%.
- The DCIM market is growing at a CAGR of 11.9%.
- Increase customer intimacy
- Traditional and new competitors are now selling solutions.
- We have the advantage now as the market leader.



#### **Certification Benefits – Partner locator for differentiation**

### Access a wide range of benefits

As part of the EcoXpert Partner Program you can access a broad scope of advantages

Discover the many benefits designed to help your business increase profitability, while providing you with the best-in-class support, enablement, and experience.

The EcoXpert Partner Program will allow you to develop new business models, diversify, and stay competitive in the market, with the help of such key benefits as:



Price protection and discounts for registere



Access to industry-leading design configurators and selectors



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# Thank you

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