

Connection
we solve IT

APC

Sales Guide for Schneider Electric Software and Services, Featuring APC Products



Life Is On

Schneider
Electric

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Who is Schneider Electric?

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Solution overview

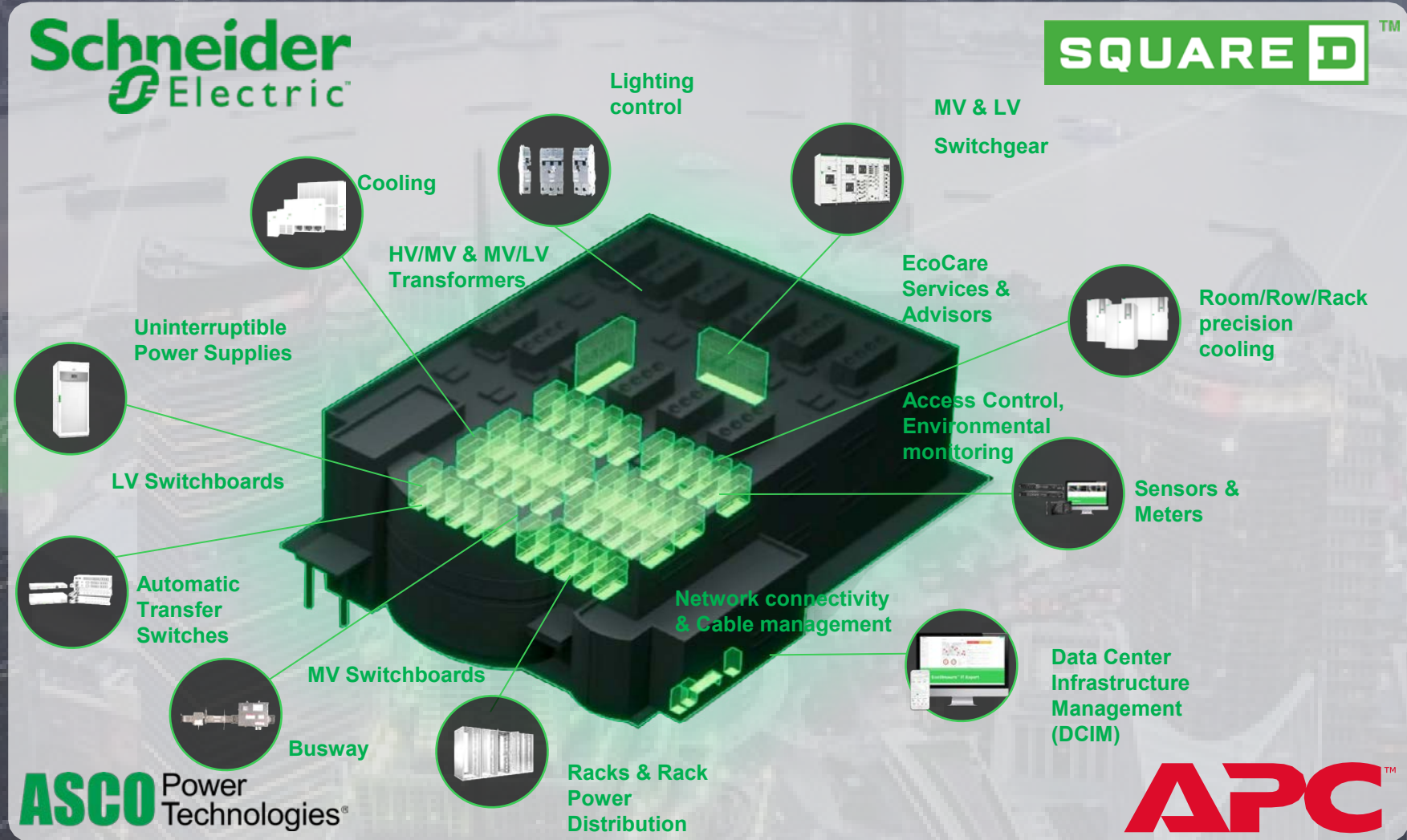
2

Product overview

3



Who is Schneider Electric?



Certainty in a connected world when every minute counts.

APC and Schneider solutions include:



Battery backup power



IT physical infrastructure



Services to keep IT connected




Solution overview


Schneider Electric's comprehensive, vendor neutral DCIM solution, EcoStruxure™ IT, ensures business continuity by enabling secure monitoring, management, insights, planning, and modeling whether from a single IT rack to hyper-scale IT, on premises, in the cloud, and at the edge.


EcoStruxure IT enables resilient, secure and sustainable IT infrastructures.

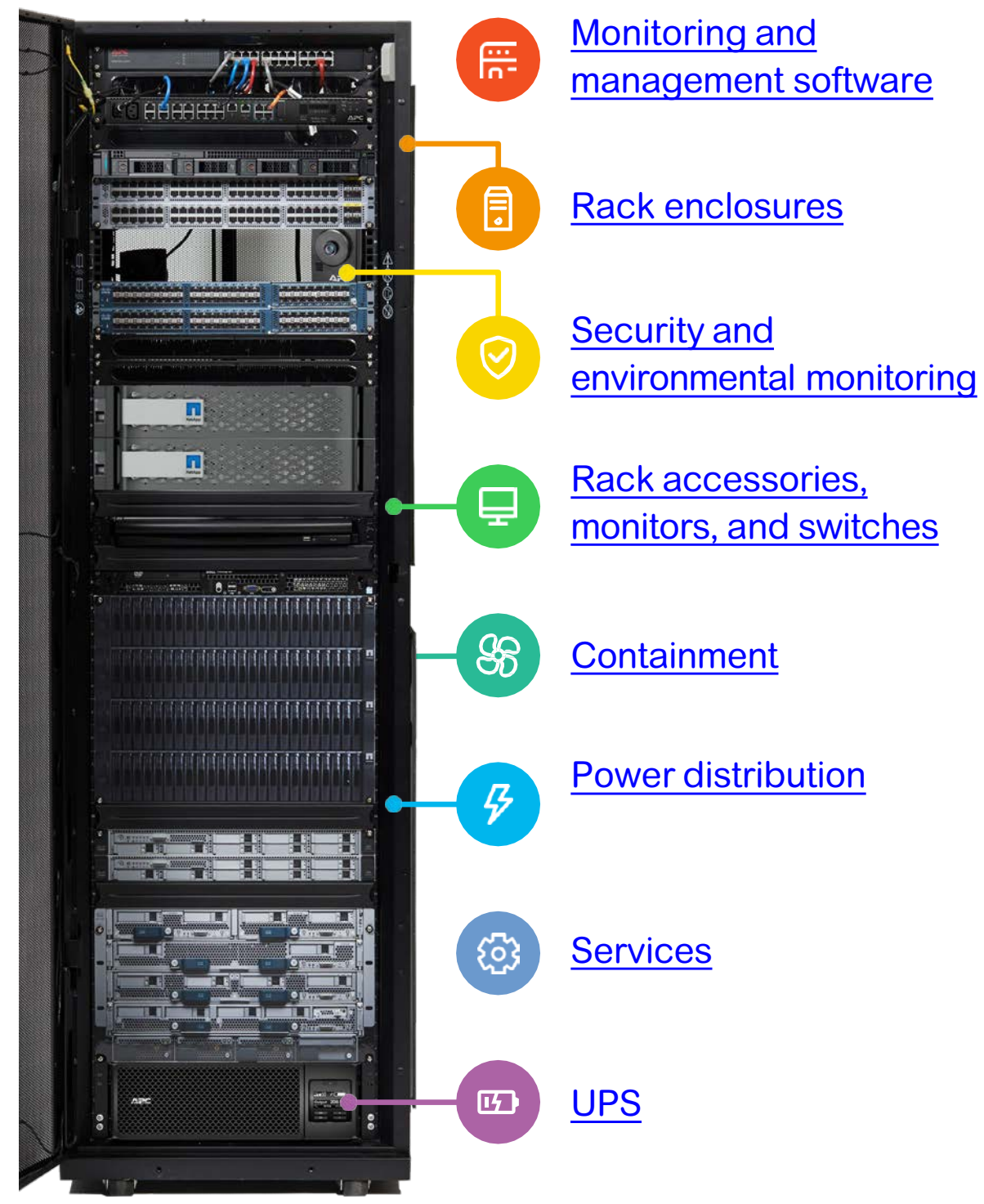
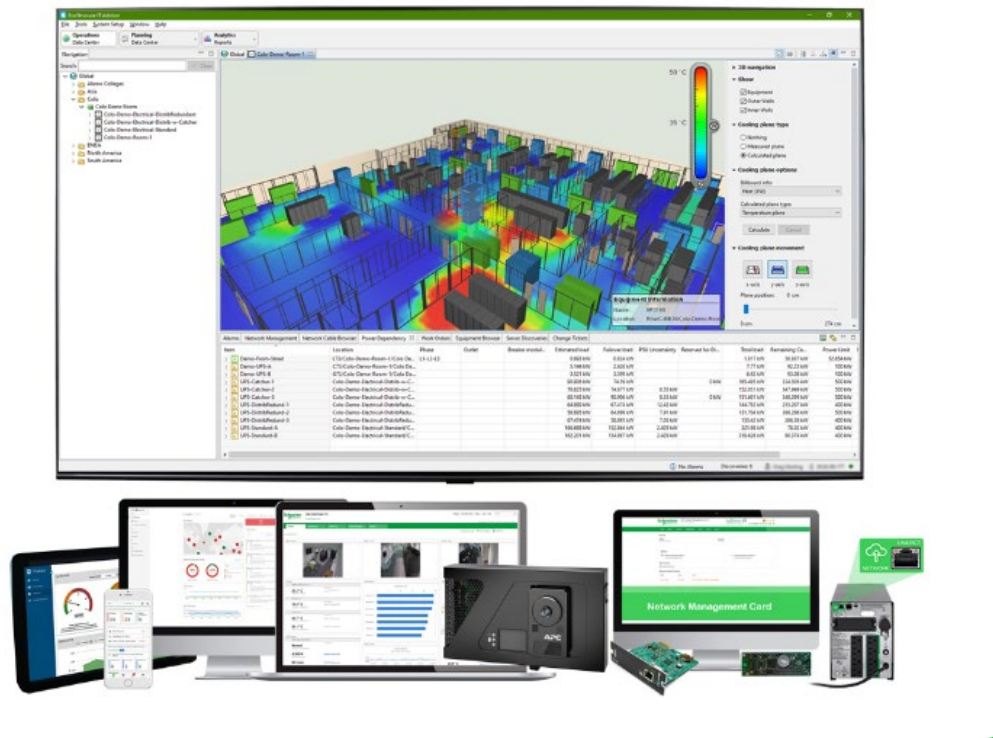


Solution overview *(continued)*

 We have products.

 We have software.

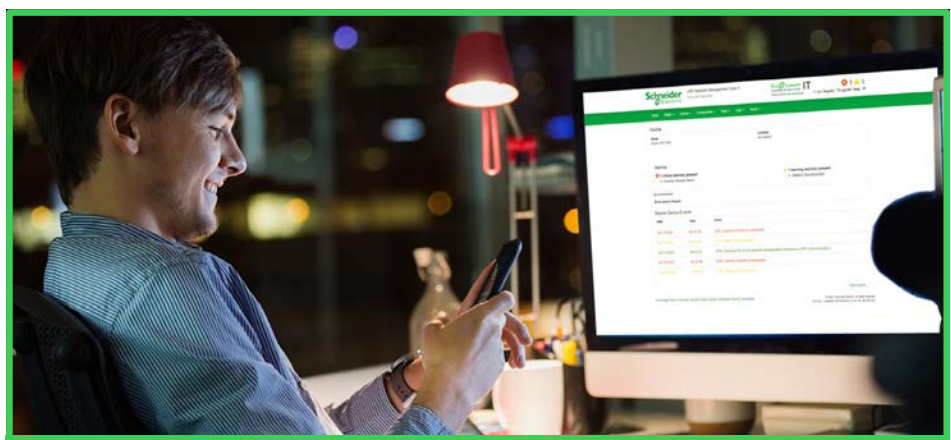
 We have the complete solution.



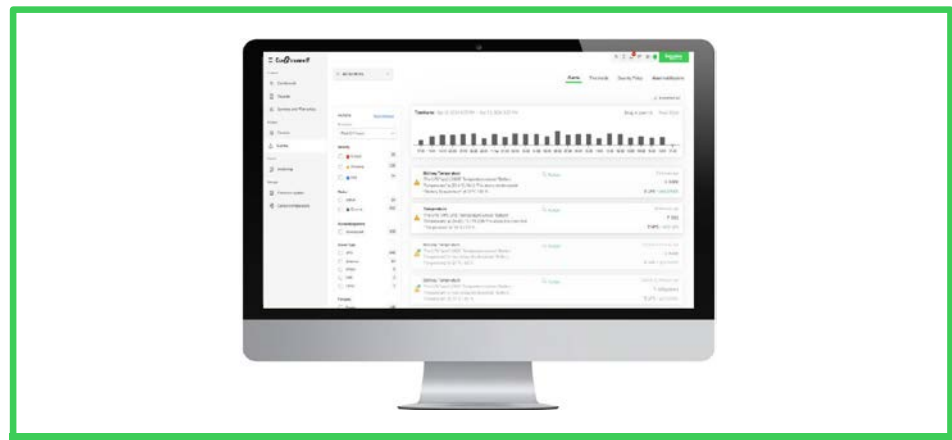
Product overview

Click on a product image below to view the **product overview**.

Monitoring and Management



Network Management Card



IT Expert and Data Center Expert



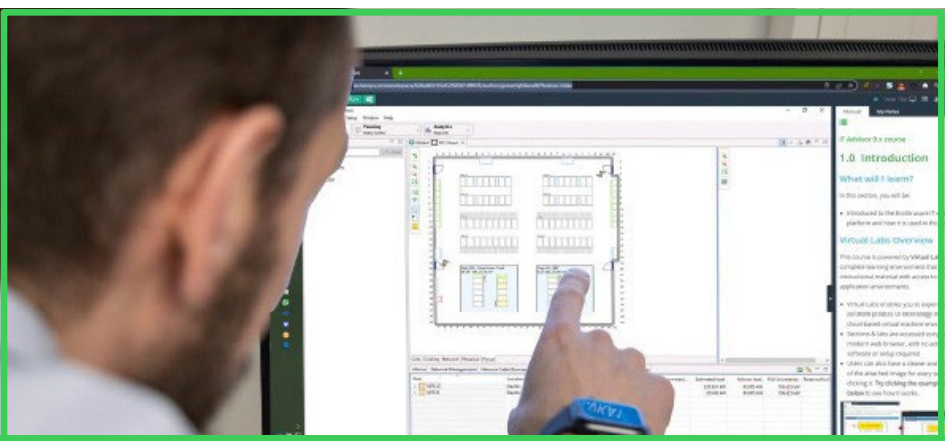
SmartConnect

Environmental and Security



NetBotz™

Planning and Modeling



IT Advisor

Business Continuity



PowerChute™ Serial Shutdown



PowerChute™ Network Shutdown

Network Management Card



Overview

Enables **secure remote monitoring and control** of power infrastructure by connecting it directly to the network.

Benefits

 Monitoring and alarming

 Preventative management

 Security reinforcement

Questions to ask

- How many IT power and cooling units do you have today?
- Do you monitor the health of these devices?
- What do you use for remote monitoring? What type of data do you have access to?
- What is the impact of downtime in your organization?
- How do you make your IT infrastructure more cybersecurity?
- When was your last cybersecurity incident?

Customer-facing documents

- [NMC3 brochure](#)
- [IEC certification blog](#)
- [IEC certificate](#)
- [FAQ](#)

Product videos



[NMC overview](#)



[New Secure NMC System overview](#)

Product selectors and tools

- [Secure NMC System Tool how to use video](#)
- [Compatibility Chart](#)

Cross-selling opportunities

- **Hardware:** Smart-UPS™, Galaxy VX, NetShelter™ Rack PDUs
- **Software:** PowerChute Network Shutdown, IT Expert, Data Center Expert

Need more info? Visit the product page [here](#).

PowerChute Serial Shutdown




Overview

PowerChute Serial Shutdown is a **UPS management** software that enables **graceful system shutdown** and energy management capabilities for desktops, servers, and workstations.


Keep your critical home, office, or small or medium business protected and prepared for unexpected power disturbances.

Benefits


 Unattended, graceful shutdown

 Energy reporting

 Power protection

 No dedicated hardware required

 Minimizes downtime

 Data and event logging

Questions to ask

- What's your backup plan if there is a power outage? What is the consequence if there is no plan?
- Is downtime or risk of data loss an issue?
- Do you have a business continuity strategy?
- Would you like tools to help you understand your CO2 and energy consumption to enable better efficiency?

Customer-facing documents

[Brochure](#) 


[FAQ](#) 

Product videos



[PowerChute Serial Shutdown Installation video](#)

Product selectors and tools

[Getting started with your Back-UPS](#) 

[Getting started with your Smart-UPS](#) 

Cross-selling opportunities

- **Hardware:** Back-UPS, Smart-UPS
- **Software:** PowerChute Network Shutdown, SmartConnect, IT Expert, Data Center Expert

Need more info? Visit the [PowerChute Serial Shutdown page](#).

PowerChute Network Shutdown



Overview

PowerChute Network Shutdown is a **UPS management** software that works in conjunction with the Schneider Electric UPS Network Management Card to protect your hyperconverged and virtual infrastructure.

In the event of a power outage, PowerChute can **gracefully shutdown** your virtual machines, and the pre-configured start-up sequence ensures they power back on.

Integrates with and protects VMWare ESXi, vSAN, Dell VxRail, Nutanix, HPE SimpliVity, Cisco HyperFlex.



Benefits

- Unattended, graceful shutdown
- Power protection
- Automated startup
- No dedicated hardware required
- Minimizes downtime
- Redundant UPS support
- Integration with key HCI manufacturers

Questions to ask

- What's your backup plan if there is a power outage? What is the consequence if there is no plan?
- Is downtime or risk of data loss an issue?
- Do you have a business continuity strategy?
- How do you support your critical hyperconverged IT infrastructure?

Customer-facing documents

- [Brochure](#)
- [FAQ](#)

Product videos

[PCNS overview](#)

Product selectors and tools

- [PCNS how to configure for VMware video](#)
- [PCNS how to configure for Dell VxRail](#)

Cross-selling opportunities

- **Hardware:** Smart-UPS
- **Software:** Network Management Cards, SmartConnect, IT Expert, Data Center Expert

Need more info? Visit the [PowerChute Network Shutdown page](#).

SmartConnect



Overview


SmartConnect **cloud** service provides **remote power monitoring**, email notifications, and firmware upgrades for your APC Smart-UPS so you can stay up-to-date on your power infrastructure. Get cloud-connected via the built-in SmartConnect Ethernet Port and select the right plan for visibility and flexibility wherever you go. Features vary with terms of use.



Benefits

 Monitoring and alarming

 Security reinforcement

 Wherever-you-go visibility

Questions to ask

- How many Smart-UPS units do you have today?
- Do you regularly monitor their health?
- Would you be interested in a software application that monitors and provides remote outlet group reboot protection for on-site routers and servers?

Customer-facing documents



[EcoStruxure IT SmartConnect Brochure](#) ⇨

Product videos



[EcoStruxure IT SmartConnect with APC Cloud-Enabled Smart-UPS](#)

Product selectors and tools

[SmartConnect Web Portal](#) ⇨

[Learn how to set up your Connected APC Smart-UPS](#) ⇨

Need more info? Visit the [SmartConnect page](#).

Cross-selling opportunities

- **Hardware:** Smart-UPS and Smart-UPS Ultra
Check out the best sellers:
 Smart-UPS Ultra: [SRTL3KRM1UC](#)
 Smart-UPS: [SMT1500RM2UC](#)
 Smart-UPS: [SMT1500C](#)
- **Software:** IT Expert

IT Expert · Data Center Expert



Overview

On-premise or cloud-based **vendor-neutral monitoring** of power and cooling IT infrastructure with Data Center Expert and IT Expert.

Benefits

- Monitoring and alarming
- Preventative management
- Security reinforcement
- Device mass configuration

Questions to ask

- How many locations do you manage?
- On average, how many unplanned events do you have per month?
- How much power do you consume at your edge sites?

Customer-facing documents

- [IT Expert brochure](#) →
- [Data Center Expert brochure](#) →

Specific to:

- Cloud-based:**
 - Wherever-you-go visibility
 - AI-driven insights
 - Sustainability metrics
- On-prem:**
 - Integrated data storage
 - NetBotz physical monitoring
 - Private network

Product videos



[IT Expert overview](#)



[Data Center Expert overview](#)

Product selectors and tools

- IT Expert:** [Free trial](#) → [Try demo](#) → [How-to videos](#) →
- Data Center Expert:** [Free trial](#) → [How-to videos](#) →

Cross-selling opportunities

- **Hardware:** APC Smart-UPS, PDU, UPS cooling, NetBotz, Network Management Card, and third-party power and cooling infrastructure
- **Software:** NetBotz, IT Advisor, EcoStruxure IT custom solutions and integrations

Need more info? Visit the [IT Expert page](#) or the [Data Center Expert page](#).

NetBotz



Overview

Designed to protect your IT infrastructure against **environmental** threats and unauthorized access risks that can cause unexpected downtime.

Physical security is cybersecurity.

EcoStruxure IT Data Center Expert enables you to quickly scale and connect multiple NetBotz solutions together.

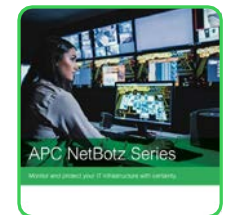
Benefits

- Temperature and humidity monitoring
- Surveillance and recording
- Leak and fire hazard prevention downtime
- Monitoring and management with Data Center Expert
- Access control

Questions to ask

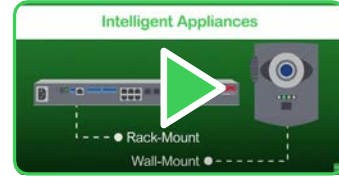
- How many edge and remote sites do you have?
- How many people support those sites?
- Do you know who last accessed the IT cabinets in your data centers? What they did?
- Have you had unexpected issues that have been related to a physical issue?
- Do you have an environment SLA with your colocation provider?

Customer-facing documents



[NetBotz brochure](#) →

Product videos



[NetBotz overview](#)

Product selectors and tools

- [NetBotz in action](#) →
- [NBRK0250A 3D Model](#) →
- [NBRK0750 3D Model](#) →
- [NBWL0755 3D Model](#) →

Cross-selling opportunities

- Can be sold on its own, vendor-neutral 19" rack-mounting or wall-mounting
- **Hardware:** NetShelter Racks, NetBotz Sensors, and NetShelter Rack PDUs
 - **Software:** Data Center Expert, IT Expert, IT Advisor, IT Advisor Cooling Optimize

Need more info? Visit the [NetBotz page](#).

IT Advisor



Overview

Make the most of every square meter and kW by using EcoStruxure IT Advisor for your data center management.

IT Advisor enables data center managers to achieve operational excellence through **modeling**, essentially a **digital twin** of their data center, along with **asset tracking, capacity optimization**, and colocation-specific capabilities.

Benefits

- Comparison analytics with insights and trends
- Efficient operations
- Optimize temperatures and asset lifespan
- Sustainability reporting
- Reduce power consumption
- Limit risk of downtime

Questions to ask

- How do you currently manage your data center and what tools are you using?
- How do you determine where you are placing your next server?
- What will happen to your data center environment if there is a power outage? Can you simulate this event?
- Do you have sustainability goals this year?
- How much power are you losing to “zombie servers” in your data center environments?
- How are you optimizing your power and cooling?
- What is your asset management plan? How do you manage your rack mount inventory?
- How do you gain visibility into your colocation environments? If you are a colocation provider, how are you providing your tenants access to their environments?

Customer-facing documents

- [IT Advisor brochure](#)
- [eLearning brochure](#)

Product videos

[IT Advisor overview](#)

Product selectors and tools

- [How to: Asset provisioning with IT Advisor](#)
- [How to: Optimize Cooling for Colocation](#)
- [EcoStruxure IT Advisor: Cooling Optimize](#)
- [Request a demo](#)
- [How to: Sustainability metrics with IT Advisor](#)

Cross-selling opportunities

- **Hardware:** NetBotz Sensors, UPS, PDU, Rack PDUs
- **Software:** Data Center Expert, IT Expert, IT Advisor Cooling Optimize, EcoStruxure IT custom solutions and integrations

Need more info? Visit the [IT Advisor page](#).



Contact your Connection Account Team for more information.
1.800.800.0014 ■ www.connection.com/APC

Life Is On



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