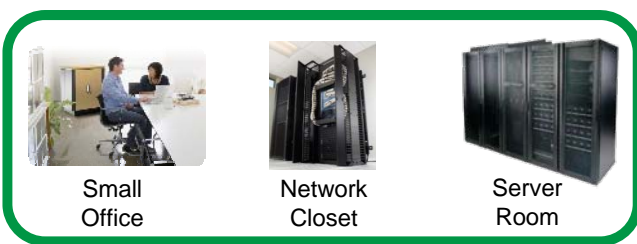





Smart-UPS™ Positioning Guide

Intelligent and efficient network power protection from entry level to scaleable runtime ideal for servers, storage and networking devices

APC by Schneider Electric designs and manufactures a variety of Smart-UPS to address a wide range of needs and budgets. Line interactive models range in size from **420VA to 5kVA** and are equipped with features that address the most common power problems..



	Entry Level SMC Models	Standard SMT Models	Extended Run SMX Models
Ideal for...	 Home and small businesses with entry level servers, point of sale equipment and routers	 IT manager or network administrator with servers, network switches and gateways.	 IT and telecom managers with critical application servers, VoIP gateways and security devices.
Who needs...	An affordable and compatible UPS to protect their equipment and data.	Class leading protection from costly network downtime due to common power disturbances.	A UPS to ride through power outages that may last hours.
Our product is...	An entry level UPS that provides proven reliability for peace of mind	The world's most popular network manageable UPS that is trusted by millions worldwide for reliability and availability	A scalable runtime UPS that provides high availability for critical equipment
Is unlike...	Cheaper stepped sine wave UPSs	Less intelligent UPSs that can not be tailored to the application	More efficient than double conversion UPSs or costly generators
Our product...	Has pure sine wave output	Is the benchmark by which all other UPSs in this category are measured	Accepts up to 10 external battery packs for the longest availability without a generator

How to choose the right Smart-UPS™ model.

Consider the Application

- What type of equipment is being protected?
- What is the equipment's power requirements ? (load, type of receptacles)?
- How long do the devices protected need to run on battery back up if the power were to fail?
- How will the UPS be installed and managed? (in a rack? Remote?)

Use the on-line product selector

www.apc.com/tools/ups_selector/index.cfm

Contact Schneider Electric for Assistance





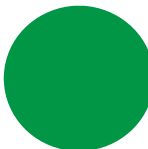
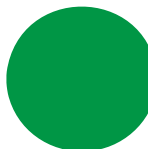
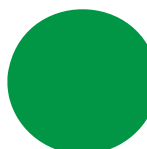
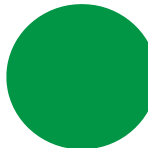
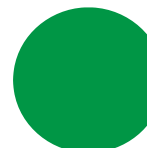
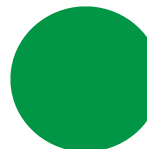
Sales support 877-272-2722
On-line chat and email also available at www.apc.com/site/support/

Key Considerations:

- > UPS and or load size (VA or watts)
- > UPS form (rack, tower or convertible)
- > Runtime required (minutes or hours)
- > Input on-site and receptacles required
- > Graceful shutdown (single server shutdown or multiple net work devices)
- > Accessories (management cards, maintenance bypass, extended warranty, etc)



Smart-UPS™ features at a glance

Models	Entry Level SMC 1000-1500VA	Standard SMT 750-3000VA	Extended Run SMX 750-3000VA
	<p><i>The economical choice for small switches, POS, network workstations and entry level servers.</i></p> 	<p><i>The most popular "server-class" UPS in the world.</i></p> 	<p><i>Scalable runtime high availability – for critical servers, VoIP switches, security.</i></p> 
Key features	Best Price	Best Value	Best Performance
<ul style="list-style-type: none"> > Pure Sine-wave Output > Software for management and OS shutdown > USB and serial communication ports > Highly efficient green operating mode > LCD Display with status LEDs > Automatic voltage regulation (AVR) > Rugged sheet metal construction 			
<ul style="list-style-type: none"> > Extended Range AVR boost and Trim > Configurable LCD Display > Switched outlet group > Rack mount rails included (RM >SKUs) > Smart-Slot for accessories > Predictive battery replacement date > 3 Year-limited warranty 			
<ul style="list-style-type: none"> > Rack/Tower Convertible > Scalable runtime with intelligent packs > Switched Outlet Groups (up to 3) > Emergency power off (EPO) > Models with network cards pre-installed 			

Best Price Minimum acceptable product features and system availability at low pricing
Best Value Balance of product features, system availability and attractive pricing
Best Performance Highest levels of product features and system availability

Available Resources

- www.apc.com
 > www.apc.com/smartups
 > www.apc.com/tools/ups_selector/index.cfm

- White Papers**
 > The different types of UPS systems [WP-1]
 > Effect of UPS on System Availability [WP-24]

- Application Notes**
 > Smart-UPS Communications [AN-181]
 > USB HID implementation in Smart-UPS [AN-178]
 > Modbus Implementation in Smart-ups [AN-176]
 > Switched Outlet Groups [AN-166]
 > Power Protection for Cisco VoIP [AN-50]

