

Why sell Eaton UPS over APC

### **1. Margin**

Eaton is much less widely distributed than APC, (meaning less people are selling Eaton products) which means there is more margin to be made by the reseller.

### **2. Longer Lasting Batteries**

ABM (Advanced Battery Management).

Eaton batteries last a lot longer than an equivalent product without ABM. APC customers often become frustrated with having to swap the batteries after only 1-2 years.

### **3. Battery Testing**

APC Battery test: to test the battery, the UPS transfers load to the battery. If the batteries are OK, the test proceeds OK. If the batteries are dead, the UPS drops the load!

Eaton battery test is different, in that it transfers "some" of the load to the battery and tests how it's going. This way we never drop the load in a battery test situation.

### **4. MIB**

APC uses proprietary SNMP protocol which means that if you want to use SNMP with any OEM kit, like Avaya's Communication Manager, you need to load the SNMP "MIB" (protocol) onto the Avaya server. This is forbidden by a lot of manufacturers, including Avaya. Eaton have a proprietary MIB, but Eaton also use the industry standard MIB which means that Eaton can automatically alarm through OEM software. The Powerware MIB provides a lot more detail on UPS status and conditions, but the industry standard MIB has more than enough info for most people.