

CyberPower[®]

Case study

POWERING GOVERNMENT

Smart App Sinewave
& Online UPS Systems



A PROTECTION PORTFOLIO



CyberPower Smart App Sinewave and Online UPS Systems with Remote Management Cards and PowerPanel® Business power management software

CyberPower's power protection solutions include Uninterruptible Power Supply (UPS) Systems, Maintenance Bypass Switches, and Surge Protectors, which are designed to meet the growing demands of federal, state, and local government applications. From project scoping to professional commissioning and service, CyberPower can deliver a complete power protection solution.

Solution Summary

Location: A federal government agency with several locations across the United States.

Opportunity: Provide comprehensive power protection solutions for decentralized IT operations with remote management capabilities.

CyberPower Solution:

- The CyberPower 1500VA, 3000VA, and 5000 VA UPS Systems protect mission-critical IT equipment from potential data loss, costly business interruptions due to power events, and feature remote functionality for centralized power management.
- PowerPanel® Business Software provides the right tools for monitoring and managing the UPS system.

Results: CyberPower and the reseller exceeded the agency's expectations, earning a contract for three more years.

CyberPower®

About CyberPower

Founded in 1997, CyberPower designs, manufactures, and delivers award-winning power protection solutions, including uninterruptible power supply (UPS) systems, power distribution units (PDUs), surge protectors, mobile charging devices, connectivity, and power management software to customers worldwide.

KEEPING GOVERNMENT RUNNING SMOOTHLY

POWER PROTECTION FOR DECENTRALIZED OPERATIONS



SITUATION: A NEED FOR RELIABLE POWER PROTECTION NATIONWIDE

A federal government agency with operations throughout the country needed power protection equipment in hundreds of locations. To effectively monitor and manage the power across so many locations, remote management capabilities was critical. Also, as a government agency, the solution-provider had to be compliant with the Trade Agreements Act (TAA).

WHAT IS THE TRADE AGREEMENTS ACT (TAA)?

The Trade Agreements Act (TAA) of 1979 establishes a preference for US and designated countries for government contracts. It prioritizes products “wholly the growth, product or manufacture” of the US or approved countries. The TAA Act is intended to promote products made in the United States or in countries with free trade agreements. For more information on the TAA, visit vsc.gsa.gov/drupal/index.php/node/138

TASK: QUICKLY CREATE A TAA-COMPLIANT POWER PROTECTION PLAN

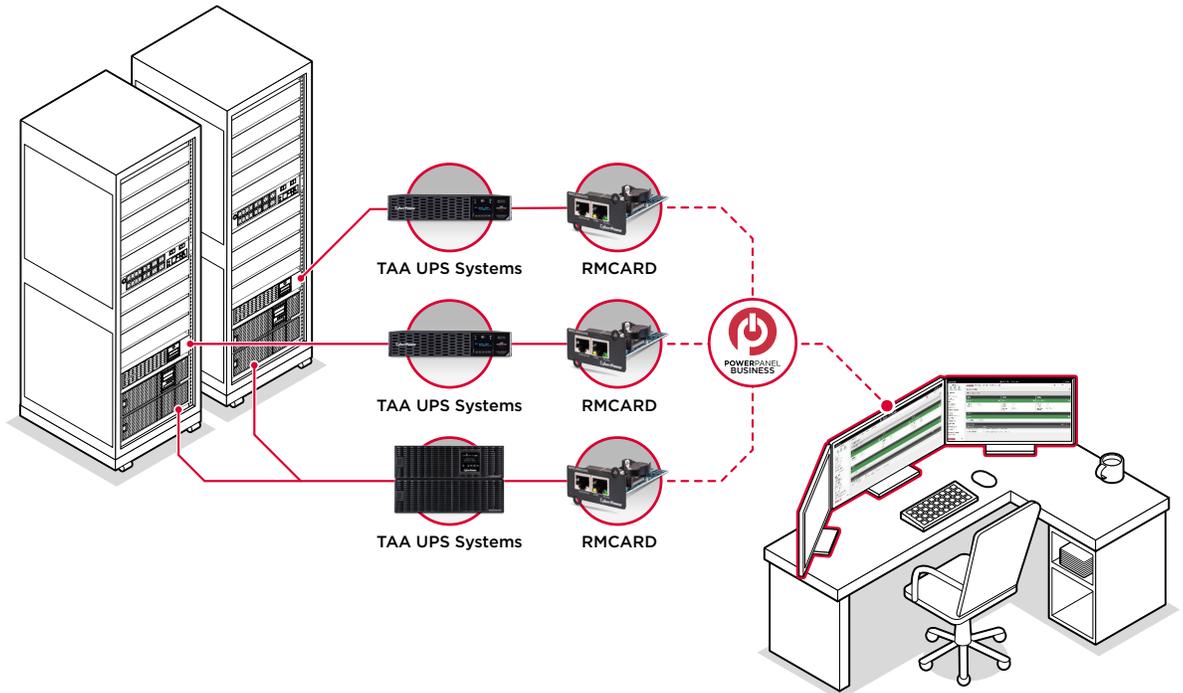
For capital projects, most U.S. federal agencies require vendors to meet TAA specifications, and this project was no different. Few power vendors offered TAA-compliant power protection equipment, making CyberPower a viable option as a provider. The agency had a limited budget and tight timeline as the project had an ambitious three-month implementation schedule.

POWER TO THE PEOPLE

ACTION: A POWER PROTECTION SOLUTION WITH REMOTE MANAGEMENT

Working with a reseller partner who specialized in government agencies, CyberPower conducted a comprehensive power audit and identified several opportunities for process improvements. Armed with this information, CyberPower crafted a TAA-compliant power protection solution that featured Smart App Sinewave and Online UPS systems outfitted with remote management cards and software.

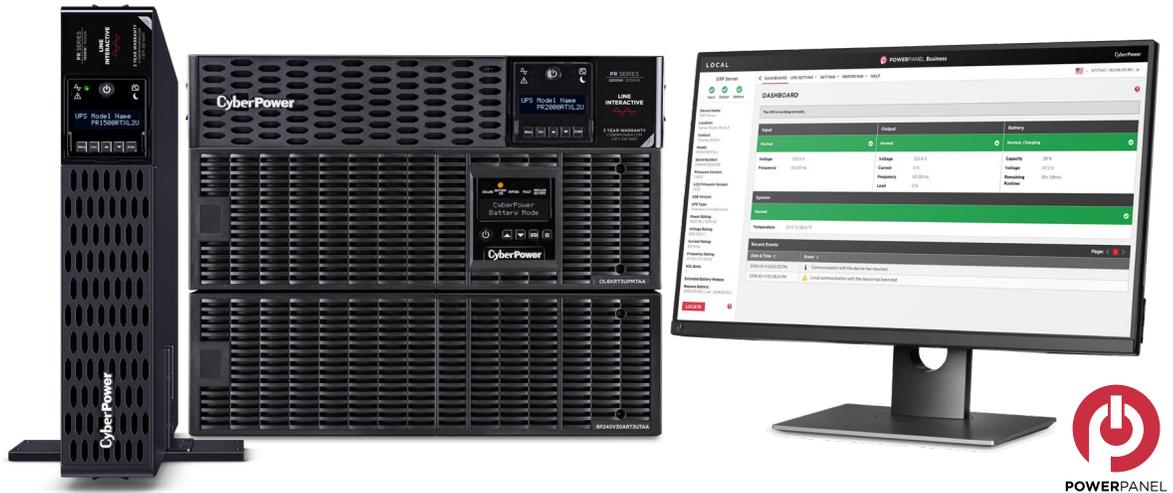
Once the bid was awarded, CyberPower tracked shipments and coordinated communication among all parties to ensure a smooth delivery and installation for all locations.



RESULT: CYBERPOWER DELIVERED A POWERFUL SOLUTION

CyberPower fulfilled its promise to provide a reliable, TAA-compliant power protection solution and earned a contract extension for three more years.

PRODUCTS WITH STAYING POWER



CyberPower Smart App Sinewave and Online UPS Systems with Remote Management Cards and PowerPanel[®] Business power management software

From basic to advanced power protection for all levels of government, CyberPower is your ultimate ally in power. To learn more, contact a CyberPower sales associate or visit www.cyberpowersystems.com/solutions/government/

CYBER SNAP SHOT

- Who?** A federal government agency with locations across the United States.
- What was learned?** CyberPower was able to provide a comprehensive power protection solution for a decentralized government IT operation.
- Why it matters?** Remote power management capability is critical to ensure government operations keep running smoothly and efficiently.

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