

Global Power Protection and Availability Solutions

Protect data
wherever
it's created,
transmitted
or stored

APC[®]

Legendary Reliability[™]

APC, the power behind every good facility

Founded in 1981, American Power Conversion (NASDAQ: APCC) is a leading provider of global, end-to-end power protection products and services, which include surge suppressors, uninterruptible power supplies (UPS), power conditioning equipment, related software, and professional and consulting services for Nonstop Networking. APC's comprehensive solutions, which are designed for both home and corporate environments, improve the manageability, availability and performance of sensitive electronic, network, communications and industrial equipment of all sizes.

In the power protection industry, APC differentiates itself in several ways:

- **Global one-stop solutions** - APC

provides convenient worldwide access to "best-of-breed" power protection and management solutions for desktops through datacentres to the enterprise



- **Financial strength**

- APC's consistent revenue and earnings performance makes APC an attractive partner in the IT industry

- **Efficient manufacturing** - With manufacturing facilities in each of the major geographies in which it operates, APC is able to provide high quality products in a timely fashion to its customers worldwide



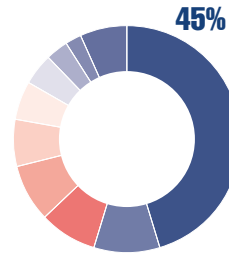
- **Innovative product offerings** -

APC's hardware is designed to address "real" customer needs

- **Sophisticated power management software** -

APC's in-house software team develops power management software that supports the industry's leading operating systems and server management platforms, in addition to offering Web management capabilities.

Power problems are the largest cause of data loss



CLOCKWISE:
 Power Failure/
 Surge: 45.3%
 Storm Damage: 9.4%
 Fire or Explosion: 8.2%
 Hardware/Software Error: 8.2%
 Flood & Water Damage: 6.7%

Earthquake: 5.5%
 Network Outage: 4.5%
 Human Error/Sabotage: 3.2%
 HVAC Failure: 2.3%
 Other 6.7%
 Source: Contingency Planning

How to choose the right power protection solution for your application

APC has become the world's largest supplier of computer power protection equipment by focussing on a narrow application: yours.

We offer the cost-efficiencies and peace of mind of buying protection from the largest supplier (in fact we protect more computers and networks than all other brands combined).

Before you choose power protection you should answer two simple questions...

1. What equipment do I need to protect?
2. What paths to and from that equipment need protection?

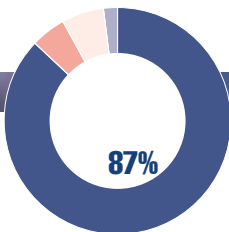
All sensitive electronic devices, whether used in the smallest home or the largest office are susceptible to the hazards of bad power.

Consider what happens when the power goes out. At home, you may need to reset every clock and your VCR. In a datacentre and network environment, you will need to reset every server, hub, router and troubleshoot the problems caused by the crash – all the way down to the workstation level. APC power protection in the form of an Uninterruptible Power Supply (UPS) with power management software and accessories saves you those headaches and eliminates the problem of lost or corrupt data.

For example, total datacentre protection means protecting remote internetworking equipment, remote servers, workstations, all the datalines communicating between these parts, and the valuable peripherals dispersed throughout the WAN.

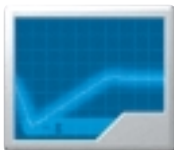
If you need further assistance, please contact your favourite computer reseller, or contact APC. Big or small, APC has the protection for you, and we look forward to helping your business grow safely and profitably.

Events



- **SAGS**

Also known as brownouts, sags are short term decreases in voltage levels. This is the most common power problem, accounting for 87% of all power disturbances according to a study by Bell Labs.



- **SPIKE**

Also referred to as an impulse, a spike is an instantaneous, dramatic increase in voltage. Akin to the force of a tidal wave, a spike can enter electronic equipment through AC, network serial or phone lines and damage or completely destroy components.



- **BLACKOUT**

Total loss of utility power.



- **SURGE**

A short term increase in voltage, typically lasting at least 1/120 of a second.



NOISE

More technically referred to as Electro-Magnetic Interference (EMI) and Radio Frequency Interference (RFI), electrical noise disrupts the smooth sine wave one expects from utility power.



Global Leadership

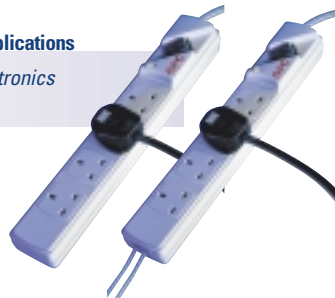
American Power Conversion is a global leader in the designing, manufacturing and marketing of power protection equipment, including surge suppressors, uninterruptible power supplies (UPS), power conditioning equipment and related software for computer and computer-related equipment.

reliable surge protection

Surge Protector

Reliable surge protection for SOHO and home applications

- Cost effective protection for home PC and electronics
- 4 protected outlets with safety shutters
- Built-in single line phone protection* (not available on all models)
- Protection working indicator
- Catastrophic event protection
- Lifetime product warranty
- Equipment protection policy



SurgeArrest® Personal

Quality surge protection for SOHO and home applications

- Quality surge protection home electronics, SOHO, small business and corporate users
- 5 protected outlets with safety shutters
- Transformer block spacing
- Built-in single line phone protection* (not available on all models)
- Protection working indicator
- Site wiring fault indicator
- Catastrophic event protection
- Lifetime product warranty
- Equipment protection policy



For more information about damaging power surges, SAGS, blackouts and spikes, visit www.apc.com/power/power_event.cfm

SurgeArrest® Notebook Pro

Worldwide surge protection for the mobile professional

- SurgeArrest Notebook protects from AC and phone line surges
- SurgeArrest Notebook Pro provides worldwide advanced AC and telephone line protection and warns against potential modem damage
- Compatible with most notebooks
- Two and three prong-style models available



PowerManager™

Surge protection and cord management in one compact design

- Unique, space-saving design
- Allows powering of equipment individually or as an entire system
- Advanced noise filtering and protection from damaging surges



ProtectNet™

Dataline surge suppression for comprehensive network and PC system protection

- Protects your system from damaging dataline surges
- For data, network and serial lines



For more information about APC's complete line of products, visit www.apc.com/products and click on "product list"

If you have . . .	and want protection from . . .	you need . . .
Home electronics, fax and answering machines	lightning strikes and everyday power surges	Surge Protector, SurgeArrest
Notebook Computers	lightning strikes and everyday power surges	SurgeArrest Notebook Pro
Desktop Computers	lightning strikes and everyday power surges	Surge Protector, SurgeArrest, Power Manager
Desktop Computers	lightning strikes, everyday power surges and extended blackouts and brownouts	Back-UPS, Back-UPS Pro
Servers, Networks	lightning strikes and dataline surges	ProtectNet
Servers, Networks	unexpected network power outages and voltage irregularities	Smart-UPS, PowerStack, Smart-UPS DP
Servers, Networks, Datacentres, Telecom	unexpected network power outages and voltage irregularities	Matrix, Symmetra, Silcon, PowerChute plus and Inventory Manager, NetShelter Rack Products and accessories

Best Technical Support

With Certified Network Engineers manning our phones, you can be sure that your questions about power protection get quick, comprehensive answers. You can also either fax us your questions or visit our live chat service, Monday—Friday from 9 a.m. to 6 p.m. at www.apc.com. We're always ready, willing, and able to help solve your power problems.

Back-UPS®

Emergency battery back-up and surge protection for your entire system

- Instantly switches your computer to battery back-up power and allows you to work through brief power outages
- Protects multiple workstations with up to 5-40 minutes runtime
- User-replaceable, hot-swappable batteries lower service costs and increase use span
- Lightning and surge protection offer maximum hardware protection
- User-adjustable option switches allow you to save battery power
- Compact design for efficient use of your workspace



Back-UPS Pro®

Intelligent battery back-up and surge protection for Windows 95/98 and NT PCs

- Uses power management software to save files and shut down your computer (Windows 95/98, NT, 2000) safely in the event of a power failure
- Protects multiple workstations with 10-45 minutes runtime
- Internet-ready models protect your modem/fax
- Multipath protection for your PC and peripherals
- Long-lasting, heavy-duty, user-replaceable battery system
- Automatic voltage regulation and smart battery management



If you have questions about which UPS solution you need to protect your PC, workstation, or network, go to www.apc.com/sizing

Have an old UPS? Old units can be traded up, and old batteries replaced, for a fraction of the cost of purchasing a new UPS. Go to www.apc.com/support/upgrade.cfm



• battery back-up and surge protection

Smart-UPS® (420va to 5000va)

Performance power protection for servers and networks

- Line interactive design: ensures critical equipment receives regulated voltage during brownouts and over-voltage conditions
- Pure sinewave output: mimics utility, critical equipment runs cooler and lasts longer
- Available in tower and rack form factor
- Integrated SmartSlot and PowerChute + for system manageability*
- SNMP agent for integration in network*
- Hot Swappable batteries: batteries can be changed without powering down the critical load
- Extended runtime models available
- Ship with Powerchute Plus
- Redundant solution with 2 Smart-UPS (between 700va and 3000va) and APC Redundant Switch

*Not available on SU420INET and SU620INET



PowerStack™ (250va and 450va)

Optimised power protection for racked/stacked internetworking equipment and thin servers

- Take only 1U of rack space to protect internetworking equipment in racks where space is at a premium
- Accompany with MasterSwitch to provide remote reboot capabilities SNMP, Web, Telnet, or modem connectivity (See Rack-mount enclosures and Power Management Accessories)
- Line interactive design
- Ship with Powerchute +



Smart-UPS® DP

Performance power protection for servers, midrange systems, and business-critical services (4-10kVA)

- Scalable runtime with additional battery packs and intelligent battery management
- Both internal static and optional maintenance bypass
- Integrated SmartSlot and PowerChute plus for system manageability.
- On line design
- Kilowatt rated (volt amperes = Watts)
- Economical with 95.5% on line operation efficiency
- Emergency Power Off and Casters included as standard features
- Ship with Powerchute Plus



Dealer Network

APC has the largest dealer network in the industry, which means whether you're in Budapest or Boston, members of the APC team are ready to add reliability to your application. Now it's easier than ever to purchase APC products on-line. Our personal Web pages allow you to "meet" your sales representative, learn about monthly specials, and place product orders 24x7.

enterprise power protection

"APC allows my staff to focus their skills on the tools, resources and infrastructure we need to make television, rather than on managing for unplanned downtime."

Tim Sweezy
Senior Manager of Information Technology



APC Matrix-UPS® 3 & 5 kVA (1 phase)

www.apc.com/products/matrix-ups/

Modular power protection for servers, midrange systems, and business-critical applications

- *Topology*: line-interactive
- Low lifecycle cost, optimised design, and high efficiency protect your datacentre and your bottom line
- Components of the Matrix can be swapped out or repaired without load interruption
- Includes PowerChute plus software for advanced UPS power management and diagnostics



APC Symmetra® Power Array™ 4-16 kVA (1&3 phase)

www.apc.com/products/symmetra/

Scalable, redundant power protection for centralised servers, data centres and high availability applications

- *Topology*: On-line, double conversion
- N+1 redundancy design ensures continuous availability
- Modular design allows customers to build and scale power systems with a flexible range of power capacity.
- One-Minute Maintenance™: User-replaceable and hot-swappable modules eliminate downtime during servicing and scaling.
- User-friendly display for control and management.
- Includes PowerChute plus software for advanced UPS power management and diagnostics



Symmetra® RM 2-6 kVA (1&3 phase)

www.apc.com/products/symmetra_rm/

Scalable, redundant rack-mountable power protection for critical servers, networking, telecom, and high availability applications.

- *Topology*: On-line, double conversion
- Rack-mountability which saves floor space.
- N+1 Redundancy in just 8U of rack space.
- Scalable power, runtime and redundancy. Additional 2 kVA modules can be added up to 6 kVA of power capacity and up to N+3 of redundancy.
- One-Minute Maintenance™: User-replaceable and hot-swappable modules eliminate downtime during servicing and scaling.
- Integrated Web/SNMP management.
- User-friendly display for control and management.
- Safe shutdown for any Network OS with PowerChute Network Shutdown.



APC Silcon®

3-phase, on-line power protection for data centres, facilities, and high-availability applications

- *Delta Conversion On-line™* offers high efficiency (97%) and low input current harmonics (3%) in one package. Low heat loss/low air conditioning bills. Consumes less power/reduced energy bills
- N+1, N+2, N+3 redundancy in 10-320 kVA range. Combines up to 9 units in parallel configuration
- Eliminates damage caused by harmonics, smaller fuses, smaller cables mean installation savings. Eliminates need for extra filters and rectifiers
- Can support 100% power factor corrected computer loads. Fully rated inverter means kVA=KW



▶ Chat with an expert about APC's Silcon Series with the Silcon real-time chat service listed under "products" at www.apc.com

▶ Are you at risk? To determine your susceptibility to power problems, visit www.apc.com/tools/risk/index.cfm

▶ If you have questions regarding investment opportunities, visit the "Investor Relations" section of our Web site at www.apc.com

▶ Visit the "How to Buy" section of our Web site for more information on purchasing APC products at www.apc.com



APC was chosen by PC Magazine as one of the "Top 100 Technology Companies That Are Changing The World" (10/99).

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APC
Legendary Reliability™

Unmatched Reliability

Reliability is what buying a UPS is all about, and no one delivers better reliability than APC. APC products work the way they're supposed to, every time.

Best Value

Our philosophy of passing on manufacturing savings to the customer assures you of the best value in power protection. ISO 9002 Certified APC joins an elite group of about 1000 US companies whose quality systems have passed the stringent audit by NQA to receive the prestigious ISO 9002 quality seal.



"We knew we wanted to continue with APC, but as we began the upgrade, we had to go through the bidding process and we looked at a lot of manufacturers and a lot of servers. As we were comparing, we found that APC fit with every vendor we evaluated. And of all the vendors, APC was the easiest to install. Their new cabinets have a wonderful, durable design and they fit our needs to a 'T'. This year we've gone through a complete infrastructure upgrade, and we've installed 50 APC NetShelters® and 50 APC Smart-UPS® systems."

**Wayne Deckman, Network Specialist,
Fred Hutchinson Cancer Research Centre**

PowerChute® plus

Award-winning power management software and diagnostics for advanced networks

- provides UPS manageability and safe system shutdown for desktops, workstations, and servers protected by APC UPSs
- enables you to monitor and control APC UPS that has a serial interface port



PowerChute® Inventory Manager

The first Web-based inventory management tool for APC UPSs (from 25 to 10000 UPS)

- Enables proactive battery maintenance, minimizing a major risk of downtime
- On-demand access to detailed UPS reports from a central location via a Web browser



enclosures, racks, and power management accessories

NetShelter®

Premium solution for a secure, managed network environment

- Provides 42U or 22U of vertical equipment space for industry-standard rack-mount equipment
- Saves floor space, organises equipment, eliminates cabling "rats nests", and physically protects your investment
- Also standard solution (40U) and also available in open frame racks (2 posts or 4 posts open frame : 45U)



UPS Management Accessories

Increase systems availability and control for a secure, managed network environment

- Standards-based management of APC UPSs (Web/SNMP Management Card)
- Safe shutdown of multiple systems (2-port interface expander; Share-UPS 8-port Interface Expander)
- UPS monitoring via modem (Out-of-band management card)
- Monitor environmental conditions surrounding the UPS (Environmental Monitoring Card, Relay I/O Card)
- Power control and distribution (MasterSwitch, MasterSwitch VM)
- Provides network ports or additional slots for APC UPSs (5-port 10Base-T Hub, Expansion Chassis, Triple Expansion Chassis)
- Enables immediate turn-off of UPS output (Remote Power-off Device)
- Hand-held control of APC UPSs (PowerView)
- Serial UPS communication over long distances (Isolated Extension Cable)
- Single switch allowing control of multiple servers in a rack, computer room, or datacentre (KVM Switch)



For an interactive demonstration of how PowerChute Inventory Manager works, go to www.apc.com/products/management/pc_invmanager.cfm

To ensure a perfect NetShelter fit with your servers, check out the server compatibility chart at www.apc.com/products/netshelter/server-compatibility.cfm



"At Energis Squared, we always deploy the very best technology to ensure a secure and resilient environment around-the-clock. APC is one of the best in its field, with a reputation for providing reliable solutions."

Mike Sheridan,
Facilities Manager, Energis Squared

DC Series WS200

Low-profile, compact wall-mount unit capable of providing 7.5Amps at -48V DC.

- Dual redundant rectifiers convection cooled rectifiers
- Integral 7AH battery supports load when AC fails
- Form C relay signals and visual alarms
- Battery temperature compensation of charging voltage
- Low voltage battery disconnect
- 115V or 230V versions available
- Quiet and reliable operation

Typical applications: PABX/ISDN, Fibre Networks and Customer Premises



DC Series PC300

Integrated standby power system capable of providing scalable power up to 300A at 54V.

- 42U cabinet, 19" mounting configuration
- DC distribution panel capable of housing 20 breakers of up to 63A maximum rating each
- Up to six 50A rectifiers can be installed giving 250A plus 50A redundancy
- Integral APC power management controller
- Low Voltage Disconnect (LVD) with bypass switch

Typical applications: Cellular and wireless, PTSN, central office and Network datacom



DC Series PC1200

Power cabinet capable of providing up to 1200A at 54V DC.

- 42U cabinet, 19" mounting configuration
- Output via busbars with top or bottom access
- Up to twelve 100A rectifiers providing 1200A of total current at 54V
- Integral APC power management controller
- AC input terminal block to accept four 3-phase feeds
- Shelf mounted AC input breakers are standard

Typical applications: Wireless telecom, PTSN, central office, Service Providers, Telehouses, and Network datacom



DC Power, cable solutions

APC CABLE SOLUTIONS

Cable and Connectivity Solutions for Laptop, desktop and server Applications. including LAN, Fibre, Fibre Channel, standard cable assemblies

- Category 5, Enhanced Category 5, 10/100 BaseT, ethernet cables in all colours.
- Universal Serial Bus (USB) cables
- IEEE 1284 Parallel printer cables
- SCSI, internal and external applications
- Video, VGA monitor cables standard RS232, mouse, keyboard cables



Laptop Batteries

A new line of batteries for the leading Notebook Computers brands as Compaq, Dell, Gateway, Fujitsu-Siemens, IBM and Toshiba

**Going on a trip and need extra run-time?
Need to simply replace a spent Notebook battery?**

- 26 batteries compatible with more than 60 different Laptop models
- Meet or exceed OEM batteries specifications
- Longer run-time (latest cell technology)
- One year warranty
- ISO 9002 Quality Certified



For more information about APC's complete line of cables, switches, and DC power solutions, go to www.apc.com/products

• **Legendary Reliability**

APC power protection provides surge suppression, line filtering and instantaneous battery backup power to protect mission-critical applications in the event of any power disturbance. APC, known for **Legendary Reliability™**, offers power protection solutions from the desktop to the datacentre to the enterprise.

• **Award-winning Solutions**

Over the years, APC has received more than 150 awards worldwide - more than any other UPS manufacturer. APC's solutions are accepted as "best of breed" power protection across the globe. Such designations have recognised APC both for the reliability and innovation of our solutions and our overall business growth.

• **APC Global Services**

APC Global Services

Comprehensive, end-to-end service and support

When it comes to Power Management, you deserve the **Legendary Reliability™ and peace of mind that only **APC Global Services** can provide with **Field Service Engineers** available whenever and wherever you do business.**



APC Services for Single-Phase products

- *Start-Up Service: provides initial Start-Up of Symmetra and Smart-UPS DP.*
- *Extended warranty: standard warranty + 1 year for all APC Single-Phase systems.*
- *On-site Support Service: provides Extended warranty and next business day on-site repair service.*

All three services are combined in the "Quick-Start Plan" package which also provides with 7X24 Telephone Technical Support. APC Global Services also offers off-hour scheduling capabilities for evenings and weekends of Start-Up Service.

APC Services for 3-Phase Systems

- *Start-Up Service: provides initial Start-Up of APC Silcon Series.*
- *Essential Power Reliability Package includes Start-UP Service, Preventive Maintenance Visit, 1 year next business day on-site repair service, 7 x 24 telephone technical support.*
- *Premium Power Reliability Package provides all of the benefits of the Essential Power Reliability Package plus Site Positioning Service for proper delivery and placement of your UPS into your environment, and Installation Consulting Services to provide guidance on the electrical wiring and installation of your system.*
- *Annual Maintenance Program corresponds to one year annual renewal contract for years 2-5: 1 year next business day on-site repair service, 1 preventive maintenance visit and 7X24 Telephone Technical Support.*
- *External Battery Services (installation and maintenance).*

Moreover, in order to answer individual customer needs, APC also offers additional Services :

- *Preventive Maintenance Visit: provides additional Preventive Maintenance Visit.*
- *4-hours response*
- *Off-Hour scheduling: provides off-hour capabilities for evenings and weekends of Start-Up and Preventive Maintenance Services.*
- *7x24 Telephone Technical Support.*
- *APC Remote Monitoring Service provides its customers with 7X24 peace of mind: immediate notification, immediate response when combined with APC On-Site Service, Environmental Surveillance and Monthly Alarm Reports.*

For more information about APC Global Services, please visit us at <http://www.apc.com/support/service/>

- *Cost-effective services that focus entirely on power quality*
- *Quality solutions which are tailored to meet your requirements*
- *Proper installation and proactive maintenance*
- *A road map for implementing a power protection strategy that works*

APC Global Services provides you with On-Site customisable services for small, medium and large Power Protection Systems, developed to deliver maximum system uptime and customer peace of mind.



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APC[®]
Legendary Reliability[™]

system is
certified by
ISO 9002
standards

