THE BIG DECISION HOW DO YOU DETERMINE THE CORRECT UPS?



What are you going to protect? - How much energy (KVA) does it use?

- What are my plans for future energy use?
- How much would an outage cost your facility?
- How much space do you have for the power protection equipment?



What type of UPS should you purchase?

- Off-Line
- Double Conversion
- Parallel Double Conversion



What type of battery should you choose?

- Wet
- Flywheel



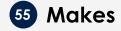
Accessories?

- Communication / Monitoring Software
- PDU and RPP
- Surge Protection
- Generators

Which Manufacturer / Model Should I Choose? **Current UPS Market Snapshot**



513 Models



464 Options

This decision can make or break a Company let alone the project. With more than 10 major manufacturers, whom collectively have over 55 makes and 513 models available, this decision can be downright daunting. This is where the real benefit of an independent value added reseller like Jantech Services comes in. They have multiple manufacturers to choose from and can tailor your site-specific solution. Unlike a typical OEM Representative who only sells one brand and must match that brands equipment to your site, often making compromises because they do not quite sell what you need. Jantech Services stands ready to help you with all of your power protection needs.

OEM Representative	Jantech Services
Knowledge on 1 product line Sales people deal in volume	Knowledgeable on many product lines Sales people interested in building a relationship
Only service their equipment	Service many makes and models "Single point of contact for all your equipment"
Very interested in the up sale	Only interested in selling you what you need



