

# 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?

- VRLA
- Wet
- Flywheel



### Accessories?

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

## Which Manufacturer / Model Should I Choose?

### Current UPS Market Snapshot

10 Manufacturers	513 Models
55 Makes	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

Knowledge on 1 product line  
Sales people deal in volume  
Only service their equipment  
  
Very interested in the up sale

### Jantech Services

Knowledgeable on many product lines  
Sales people interested in building a relationship  
Service many makes and models "Single point of contact for all your equipment"  
  
Only interested in selling you what you need