



Sales Guide for Schneider Electric Software and Services, Featuring APC Products



Life Is On

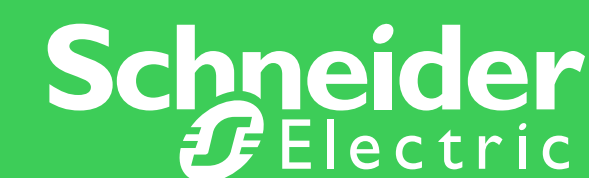


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What is APC?

APC is a flagship brand of Schneider Electric, providing clean battery backup power and IT physical Infrastructure inside and outside the traditional IT environment — ensuring data is available, whenever and wherever you need it.

Life is On | Schneider Electric

Certainty in a connected world when every minute counts.

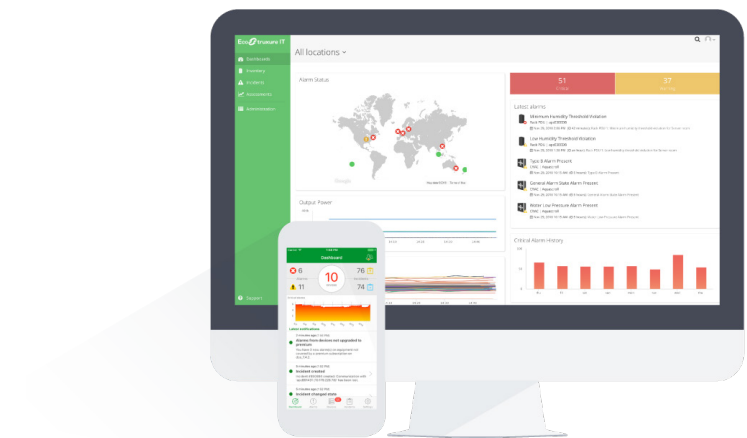
APC and Schneider solutions include:



Battery backup power



IT physical infrastructure



Services to keep IT connected

Solution overview

Explore our services:

A visual comparison of what we offer

IT Expert

A hosted software for do-it-yourself remote monitoring and device management by you or your customers.

[Learn more](#)

Asset Advisor

A monitoring service offer that includes 24/7 remote monitoring and support from Schneider Electric for faster remediation and greater visibility.

[Learn more](#)



IT Expert + Dispatch Services

An upgraded service offer to EcoStruxure™ IT Expert that provides advanced remote and on-site support from Schneider Electric, with parts and labor included.

EcoCare

A completely hands-off service offer that includes 24/7 proactive monitoring, remote support, and on-site support from Schneider Electric, with parts and labor included.

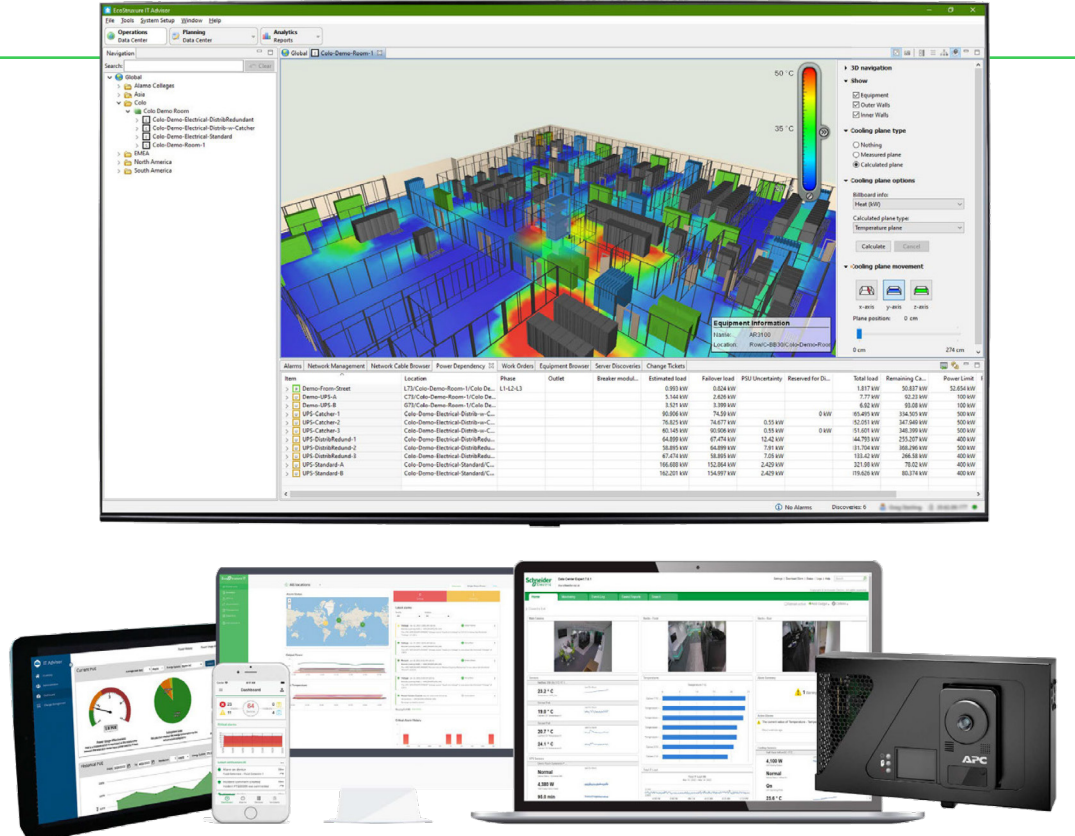
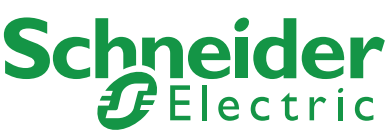
[Learn more](#)









Solution overview *(continued)*

 We have products.

 We have software.

 We have the complete solution.



-  Monitoring and management software
-  Rack enclosures
-  Security and environmental monitoring
-  Rack accessories, monitors, and switches
-  Containment
-  Power distribution
-  Services
-  UPS



Product overview

Click on a product image below to view the **product overview**.



Network Management Card



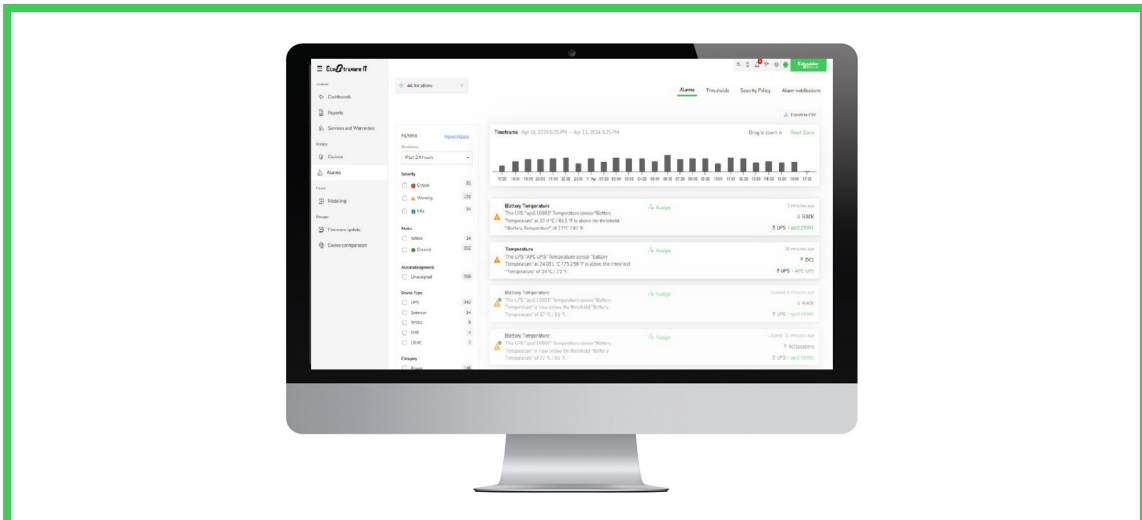
SmartConnect



NetBotz™



PowerChute™ Network Shutdown



IT Expert and Data Center Expert



IT Advisor

Network Management Card



Overview

Enables **secure remote monitoring and control** of power infrastructure by connecting it directly to the network.

Benefits



Monitoring and alarming



Preventative management



Security reinforcement

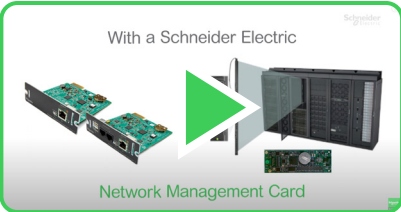
Questions to ask

- How many IT power and cooling units do you have today?
- Do you monitor the health of these devices?
- What do you use for remote monitoring? What type of data do you have access to?
- What is the impact of downtime in your organization?
- How do you make your IT infrastructure more cybersecure?
- When was your last cybersecurity incident?

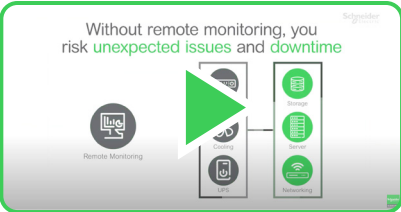
Customer-facing documents

- [NMC3 brochure](#)
- [IEC certification blog](#)
- [IEC certificate](#)
- [FAQ](#)

Product videos



NMC overview



New Secure NMC System overview

Product selectors and tools

- [Secure NMC System Tool how to use video](#)
- [Compatibility Chart](#)

Cross-selling opportunities

- **Hardware:** Smart-UPS™, Galaxy VX, NetShelter™ Rack PDUs
- **Software:** PowerChute Network Shutdown, IT Expert, Data Center Expert

Need more info? Visit the product page [here](#).

PowerChute Network Shutdown




Overview

PowerChute Network Shutdown is a **UPS management** software that works in conjunction with the Schneider Electric UPS Network Management Card to protect your hyperconverged and virtual infrastructure.

In the event of a power outage, PowerChute can **gracefully shutdown** your virtual machines, and the pre-configured start-up sequence ensures they power back on.

Benefits

-  Unattended, graceful shutdown
-  Power protection
-  Minimizes downtime
-  Redundant UPS support
-  Automated startup
-  No dedicated hardware required
-  Integration with key HCI manufacturers

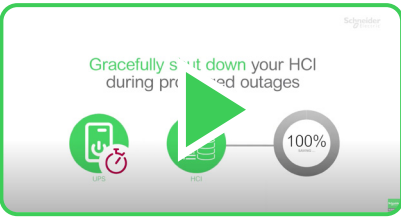
Questions to ask

- What's your backup plan if there is a power outage? What is the consequence if there is no plan?
- Is downtime or risk of data loss an issue?
- Do you have a business continuity strategy?
- How do you support your critical hyperconverged IT infrastructure?

Customer-facing documents

- Brochure →
- FAQ →

Product videos



PCNS overview

Product selectors and tools

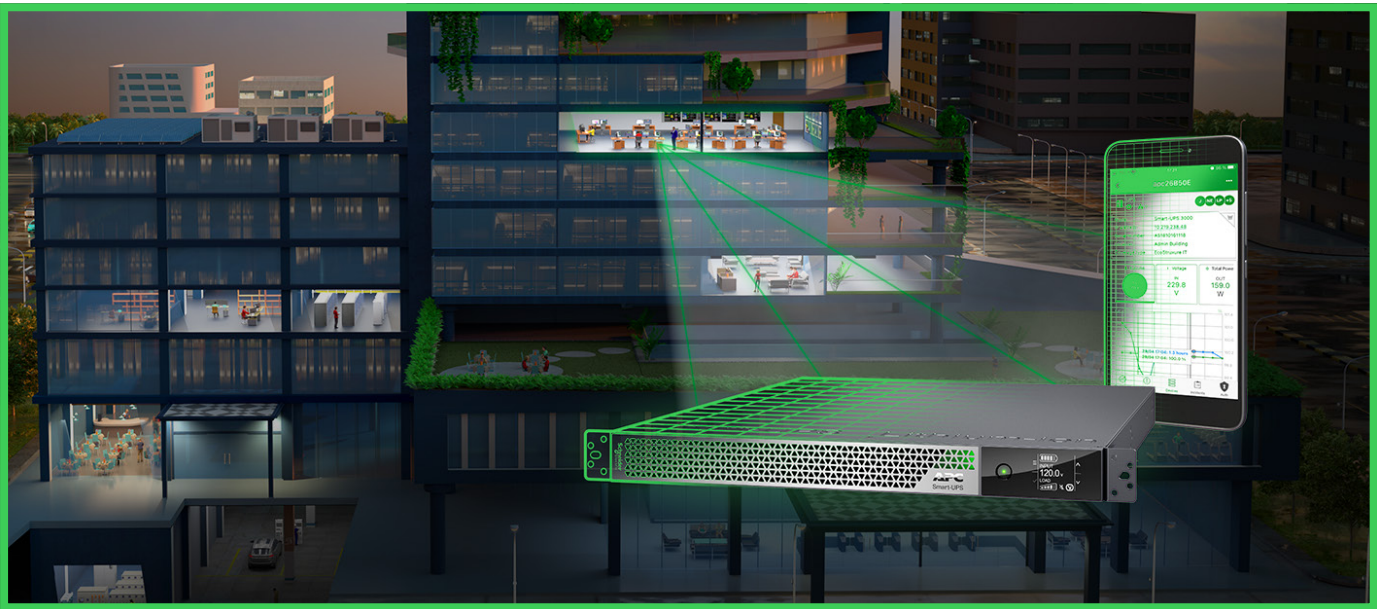
- PCNS how to configure for VMware video →
- PCNS how to configure for Dell VxRail →

Cross-selling opportunities

- **Hardware:** Smart-UPS
- **Software:** Network Management Cards, SmartConnect, IT Expert, Data Center Expert

Need more info? Visit the [PowerChute Network Shutdown page](#).

SmartConnect



Overview

SmartConnect **cloud** service provides **remote power monitoring**, email notifications, and firmware upgrades for your APC Smart-UPS so you can stay up-to-date on your power infrastructure. Get cloud-connected via the built-in SmartConnect Ethernet Port and select the right plan for visibility and flexibility wherever you go. Features vary with terms of use.

Benefits



Monitoring and alarming



Security reinforcement



Wherever-you-go visibility

Questions to ask

- How many Smart-UPS units do you have today?
- Do you regularly monitor their health?
- Would you be interested in a software application that monitors and provides remote outlet group reboot protection for on-site routers and servers?

Customer-facing documents



EcoStruxure IT SmartConnect Brochure ➔



EcoStruxure IT SmartConnect with APC Cloud-Enabled Smart-UPS

Product videos

Product selectors and tools

SmartConnect Web Portal ➔

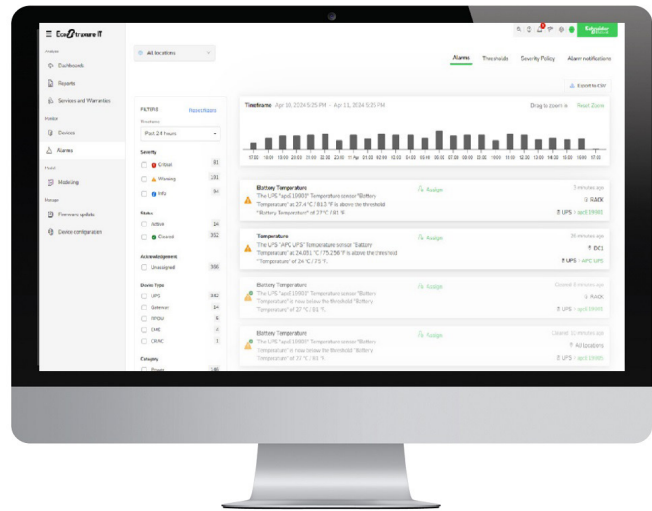
Learn how to set up your Connected APC Smart-UPS ➔

Cross-selling opportunities

- **Hardware:** Smart-UPS and Smart-UPS Ultra
- **Software:** IT Expert

Need more info? Visit the [SmartConnect page](#).

IT Expert · Data Center Expert



Overview

On-premise or cloud-based **vendor-neutral monitoring** of power and cooling IT infrastructure with Data Center Expert and IT Expert.

Benefits

-  Monitoring and alarming
-  Preventative management
-  Security reinforcement
-  Device mass configuration

Questions to ask


- How many locations do you manage?
- On average, how many unplanned events do you have per month?
- How much power do you consume at your edge sites?


Customer-facing documents


- IT Expert brochure →
- Data Center Expert brochure →

Specific to:


- Cloud-based:**

 Wherever-you-go visibility



 AI-driven insights
- On-prem:**

 Integrated data storage

 NetBotz physical monitoring

 Private network

Product videos

-  IT Expert overview
-  Data Center Expert overview

Product selectors and tools

- IT Expert:**

Free trial →

Try demo →

How-to videos →
- Data Center Expert:**

Free trial →

How-to videos →

Cross-selling opportunities

- **Hardware:** APC Smart-UPS, PDU, UPS cooling, NetBotz, and third-party power and cooling infrastructure
- **Software:** NetBotz, IT Advisor, EcoStruxure IT custom solutions and integrations

Need more info? Visit the [IT Expert page](#) or the [Data Center Expert page](#).

NetBotz



Overview

Designed to protect your IT infrastructure against **environmental** threats and unauthorized access risks that can cause unexpected downtime. **Physical security** is cybersecurity.

Benefits



Temperature and humidity monitoring



Surveillance and recording



Leak and fire hazard prevention downtime



Management and monitoring with Data Center Expert

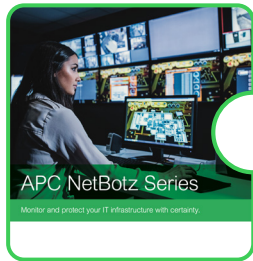


Access control

Questions to ask

- How many edge and remote sites do you have?
- How many people support those sites?
- Do you know who last accessed the IT cabinets in your data centers? What they did?
- Have you had unexpected issues that have been related to a physical issue?
- Do you have an environment SLA with your colocation provider?

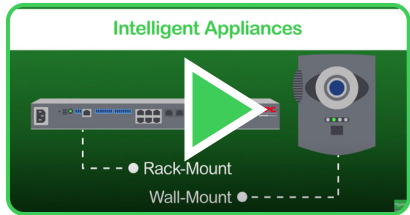
Customer-facing documents



NetBotz brochure



Product videos



NetBotz overview

Product selectors and tools

NetBotz in action



NBRK0250A 3D Model



NBRK0750 3D Model



NBWL0755 3D Model



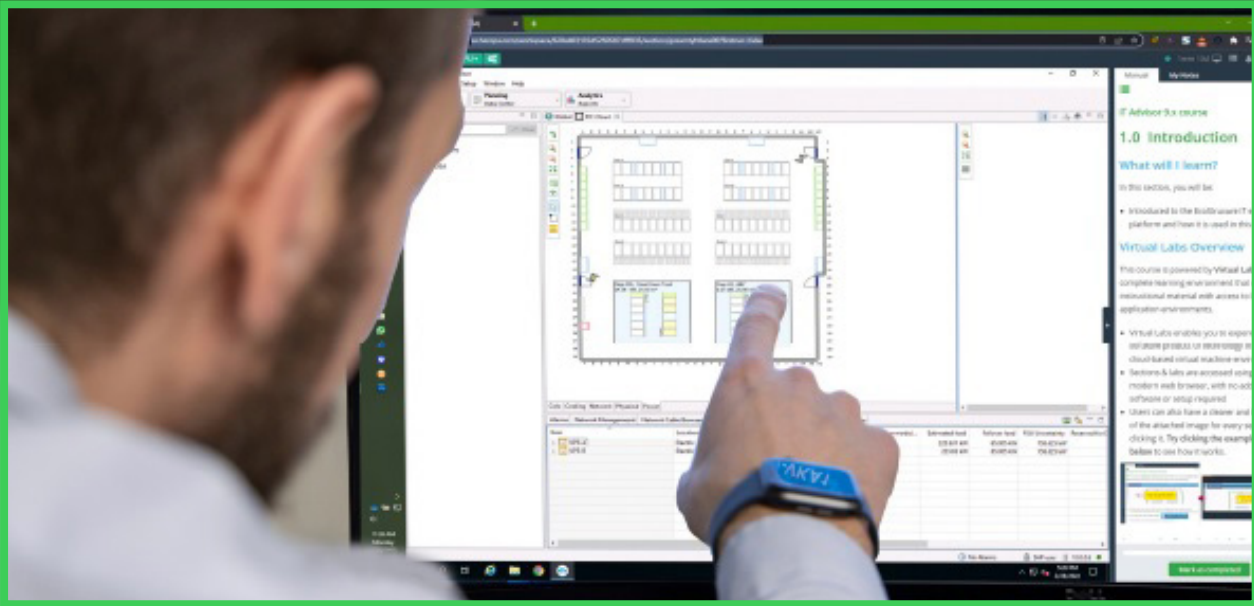
Cross-selling opportunities

Can be sold on its own, vendor-neutral 19" rack-mounting or wall-mounting

- **Hardware:** NetShelter Racks, NetBotz Sensors, and NetShelter Rack PDUs
- **Software:** Data Center Expert, IT Expert, IT Advisor, IT Advisor Cooling Optimize

Need more info? Visit the [NetBotz page](#).

IT Advisor



Overview

Make the most of every square meter and kW by using EcoStruxure IT Advisor for your data center management. IT Advisor enables data center managers to achieve operational excellence through **modeling, asset tracking, capacity optimization,** and colocation-specific capabilities.

Benefits



Analytics with insights, comparisons, and trends



Efficient operations



Optimize temperatures and asset lifespan



Reduce power consumption



Limit risk of downtime

Questions to ask

- How do you currently manage your data center and what tools are you using?
- How do you determine where you are placing your next server?
- What will happen to your data center environment if there is a power outage? Can you simulate this event?
- Do you have sustainability goals this year?

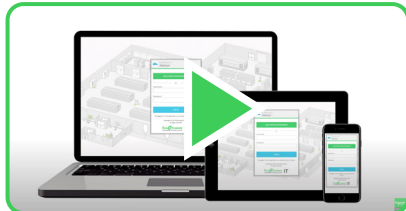
- How much power are you losing to “zombie servers” in your data center environments?
- How are you optimizing your power and cooling?
- What is your asset management plan? How do you manage your rack mount inventory?
- How do you gain visibility into your colocation environments? If you are a colocation provider, how are you providing your tenants access to their environments?

Customer-facing documents

[IT Advisor brochure](#) ➔

[eLearning brochure](#) ➔

Product videos



[IT Advisor overview](#)

Product selectors and tools

[How to: Asset provisioning with IT Advisor](#) ➔

[Request a demo](#) ➔

[How to: Optimize cooling with IT Advisor](#) ➔

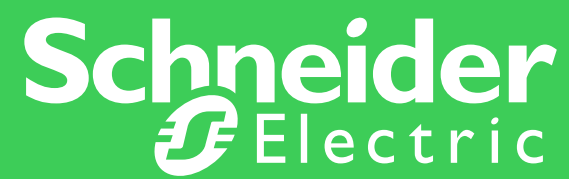
Cross-selling opportunities

- **Hardware:** NetBotz Sensors, UPS, PDU, Rack PDUs
- **Software:** Data Center Expert, IT Expert, IT Advisor Cooling Optimize, EcoStruxure IT custom solutions and integrations

Need more info? Visit the [IT Advisor page](#).



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Schneider Electric

One Boston Place, Suite 2700

Boston, MA 02108

www.apc.com

