

Shaping Your Power Simple: Lithium UPS, Integrated Racks and Cybersecure Control

ALSO Open
29th January, Tallinn

Resume

We make what matters work.*

Simplified Reliability with Li-Ion UPS

Better Power Control with Integrated Racks and PDUs

Cybersecurity for Connected Power

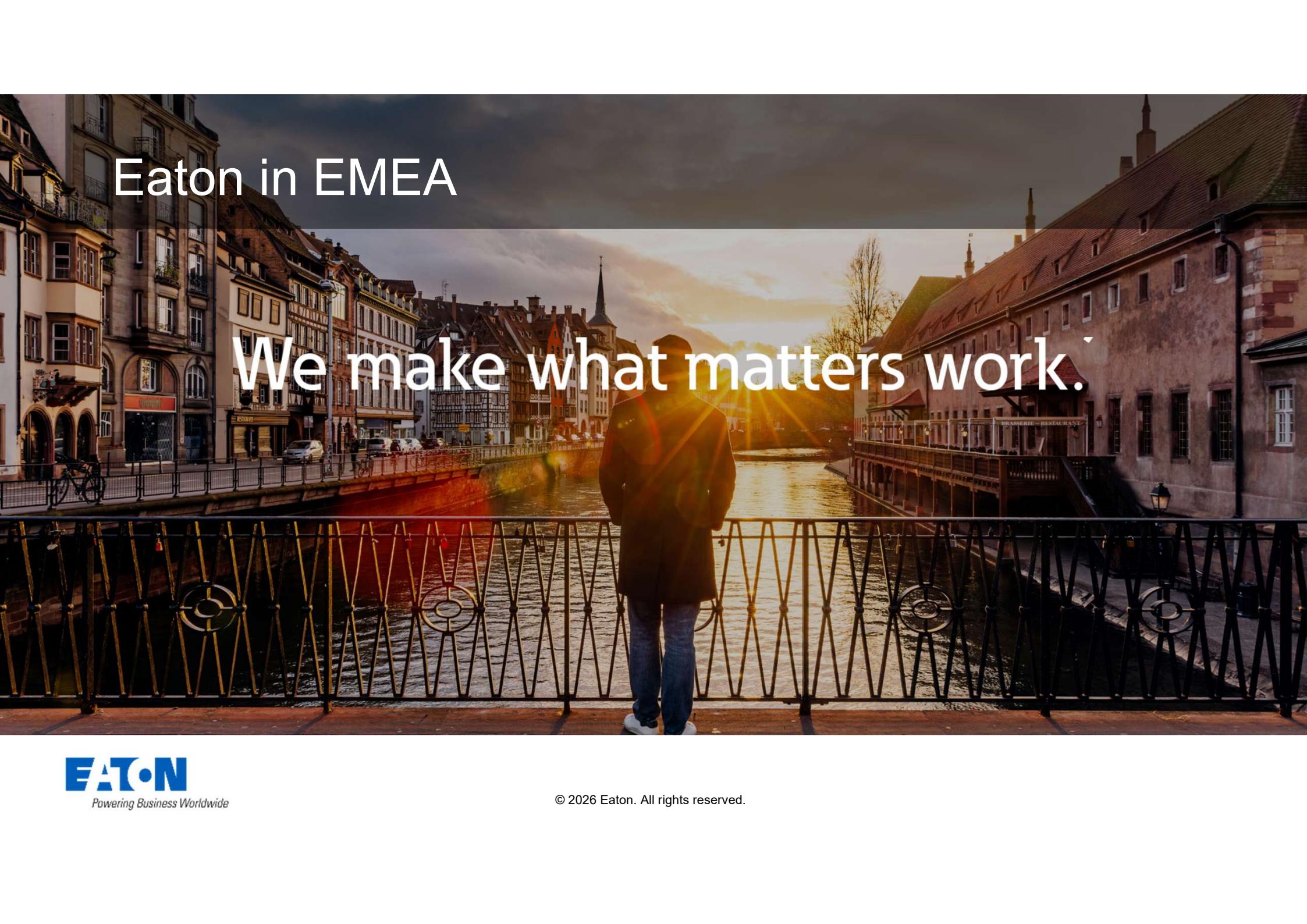
Sami Hartikainen



Field Product Manager Critical Systems in the Nordics and Baltics

With four years in product management and nine years as a technical engineer at Eaton, Sami brings strong technical expertise and deep market understanding.

He leads the introduction of new products into local markets, refines portfolio strategy, and turns market insights into actionable business growth.



Eaton in EMEA

We make what matters work.

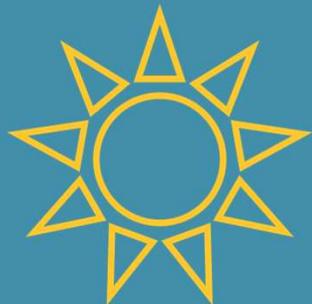


Powering Business Worldwide

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Our businesses are tied to secular growth trends...

Sustainability



Climate change, energy efficiency and increasing regulations require **new solutions**

Digitalization



Interconnectivity of products and systems is leading to new **business models as reindustrialization accelerates**

Energy Transition



Electrification of society, renewables and the changing grid will continue to **drive growth**



...and we are investing in new technologies to participate in the changing world

Sustainability



Investing in high efficiency, circular designs and local footprint to **minimize scope 1, 2 and 3 GHG emissions**

Digitalization



Adopting **digital technologies** to transform power management for more integrated power system management

Energy Transition



Investing to build **“EVERYTHING AS A GRID”** where we control EVCI, DERs and any form of storage to manage flexibility for high-renewables systems



Eaton's Electrical business serves customers in six segments around the world

Commercial and Institutional (C&I)



\$4.9B sales

Data centers and distributed IT



\$4.3B sales

Industrial



\$3.0B sales

Machinery OEMs (MOEM)



\$1.3B sales

Residential



\$1.5B sales

Utilities



\$2.7B sales

Note: sales are 2024



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Eaton 1-phase UPS offering

Line interactive

5



5SC



5P G2



5PX G2

1 - 5 kVA

Online

9



9PX 1 - 11 RT (VRLA)



9PX 1 - 6kVA Li-Ion



93PX 15-40 kW

1 - 40 kVA



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Eaton 9PX 1.5 / 3 / 6 kVA Lithium-Ion UPS

- ✓ Business continuity
- ✓ Offers «set and forget» deployment without maintenance
- ✓ Makes your life easier



Lithium eliminates battery replacement and costs

Longer life

- ✓ Lithium-Ion Batteries (LFP, *lithium ferrophosphate*)
- ✓ 8-10 years battery life (3-5 years for lead-acid batteries)
- ✓ No need for battery replacement!
- ✓ 5 years full warranty (electronics and batteries)
- ✓ 24 x 7 monitoring: Battery Management System (BMS) actively monitors temperature and charge cycles
- ✓ ~2x runtime: increase uptime at typical load levels with internal batteries

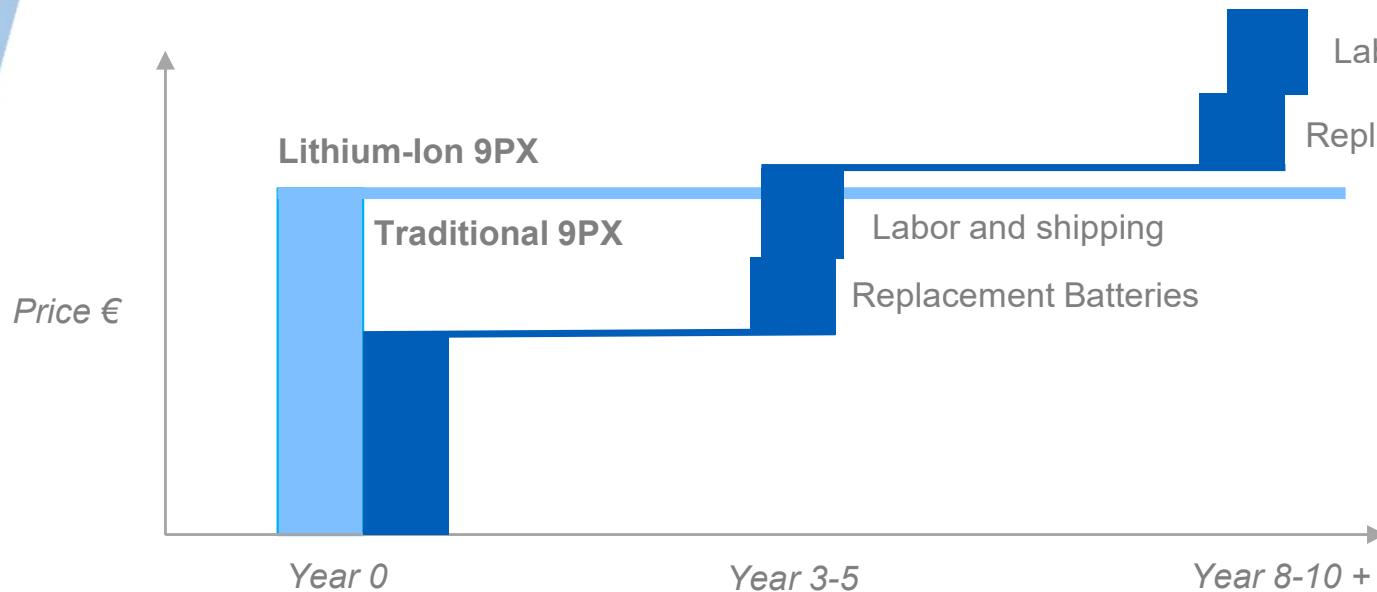


9PX 3kVA with internal Li-ion batteries

Lithium offering. Total costs of ownership

Paying 1.5x more: worth the investment?

YES!



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Where to play

Hard to Service

- ✓ Remote sites
- ✓ Large-scale rollouts
- ✓ High onsite cost

Critical equipment

- ✓ Core IT
- ✓ Medical systems
- ✓ Industrial control systems



Eaton Rack PDU - G4



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High density of outlets



C39=C13+C19



Cybersecure by design



High-resolution screen

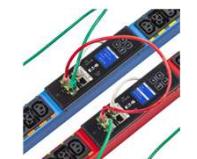


Dual Access Gb ports



High retention built-in

32
PDUs



Power sharing
pDU+1



Universal
mounting system

3

years Warranty



Halogen free
cable



Natural load
balancing



Eco design

IT Rack Trends



Cybersecurity

Industry leading network connectivity

- ✓ Gigabit network capabilities (**Network-M3 Card**) for data centre environments
- ✓ Dual **cyber security** certifications (UL 2900-1/IEC 62443-4-2)

Virtualisation ready with

- ✓ Deep integration within **virtual environments** (VMware & HyperV)
- ✓ Simple **disaster recovery automation** on power & environmental events
- ✓ **Advanced load shedding** capabilities to power your most critical loads longer



Alliance Partner



Microsoft Partner Network



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AUTOMATED DYNAMIC TESTING

AUTOMATIC SOFTWARE TESTING

VULNERABILITY ANALYSIS

MALWARE DETECTION

STATIC CODE ANALYSIS

AUTOMATED STATIC TESTING

BINARY CODE ANALYSIS

Eaton Lifecycle Cybersecurity

Security Layers

- Cyber Services
- Cloud
- Software
- Firmware
- Hardware

Upward arrow

Product Cybersecurity

Eaton is the only company to have UL and IEC Certified Cybersecurity Labs

Device certifications

- UL 2900-1
- UL 2900-2-3
- IEC 62443 4-2

Globally Recognized Expertise

Cybersecurity Services

Consulting, design and training

- Secure architecture development
- Legacy system review
- Secure component and supplier selection
- Cybersecurity training

Lifecycle maintenance

- Ongoing threat and vulnerability management
- Asset and configuration management
- Bi-weekly, monthly and yearly activities

Industrial network defense

- ICS/OT/SCADA traffic restriction and inspection
- Remote access and connectivity
- NERC CIP and IEC 62443 segmentation
- Real-time monitoring, threat and vulnerability detection

Cybersecurity assessment

- Connected asset inventory and configuration baselines
- Threat and vulnerability analysis
- Cybersecurity maintenance and compliance analysis
- Disaster recovery and incident response readiness



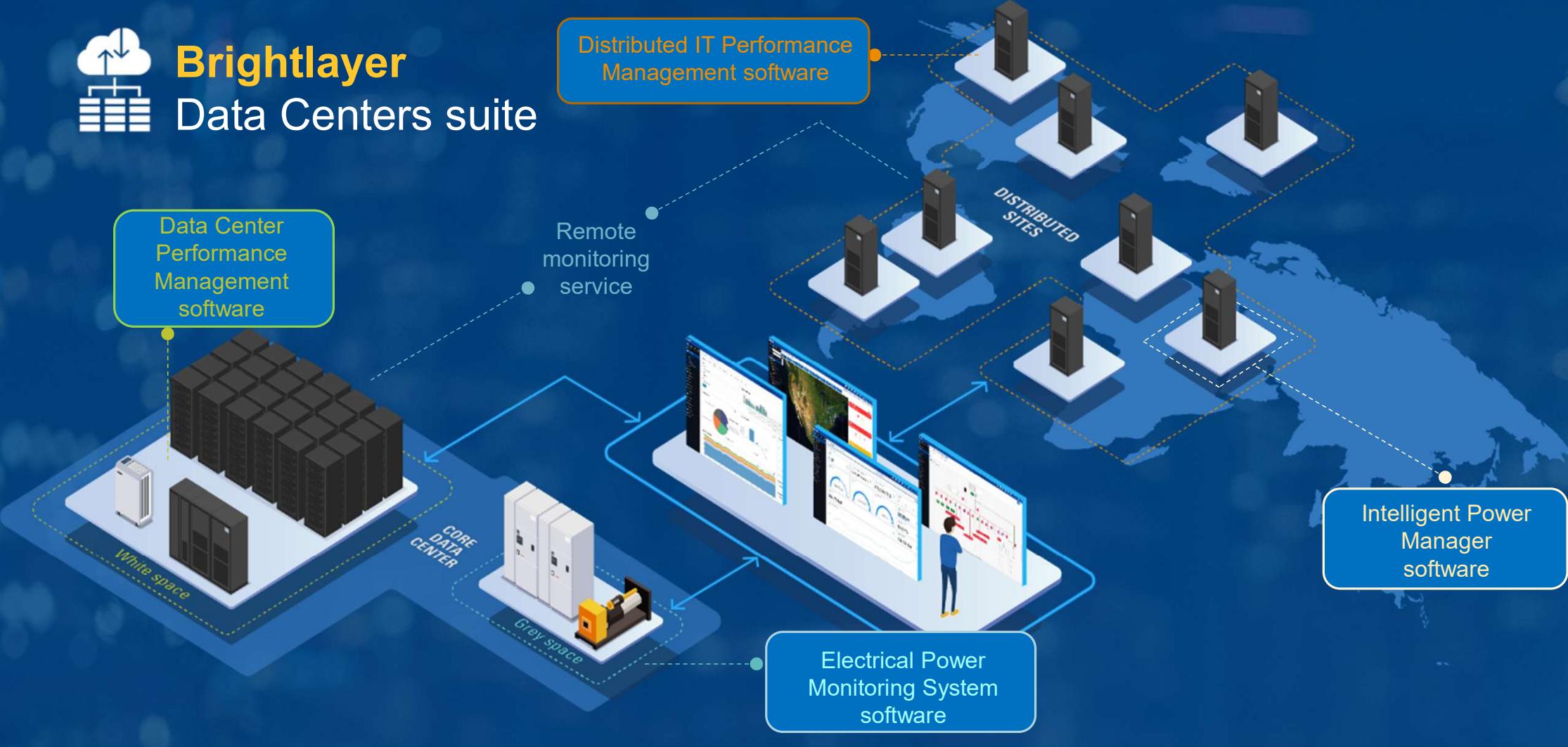


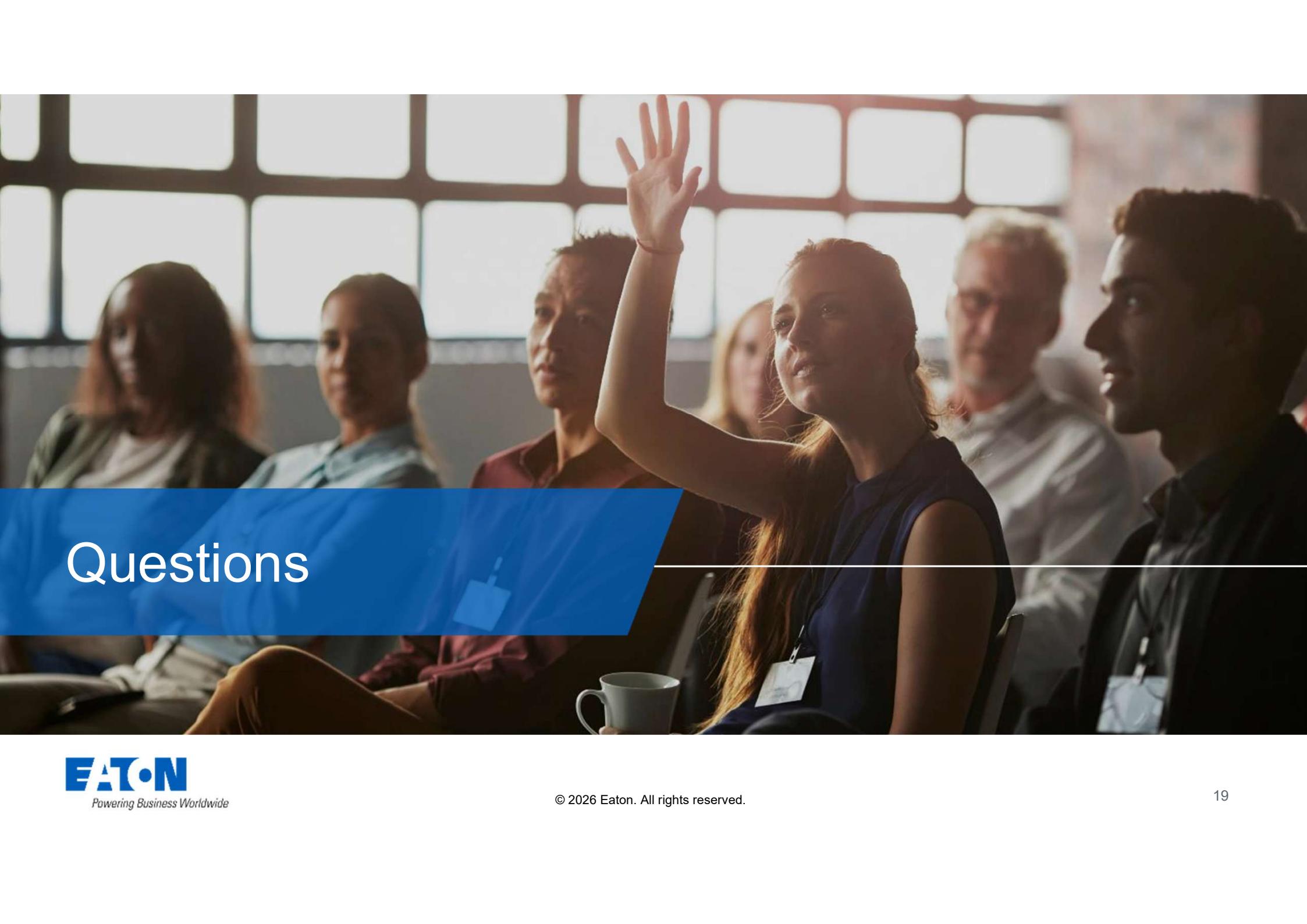
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Brightlayer Data Centers suite





Questions



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