

# ALSO heade mõtete päev

Tartu, 13.03.2019

Eliko Jõgiste  
APC ITD müügikanali juht Baltikumis

Taavo Siimer  
ALSO Eesti APC tootejuht

**ALSO**

**APC**<sup>®</sup>  
by Schneider Electric

Life Is On

**Schneider**  
Electric

# APC®

by **Schneider Electric**

## American Power Conversion

- 1981 – moodustati APC
- 1984 – 1Ph UPS turuletoomine
- 1990 – SmartUPS turuletoomine
- 2007 – SE omandab APC



Life Is On

**Schneider**  
Electric

# APC by Schneider Electric Baltikumis

## Datacenter & Solutions

Mindaugas  
Rinkevicius



### Mindaugas Rinkevicius

IT tiimijuht ja andmekeskuste lahendused

+370 6872 8372

[mindaugas.rinkevicius@se.com](mailto:mindaugas.rinkevicius@se.com)

## Channel Sales

Eliko Jogiste



### Eliko Jõgiste

IT müügikanali juht Baltikumis

+372 5309 4004

[eliko.jogiste@se.com](mailto:eliko.jogiste@se.com)

## Systems & Partners 3-ph

Martins Berzins



### Martins Berzins

IT müügijuht Baltikumis

+371 2640 8080

[martins.berzins@se.com](mailto:martins.berzins@se.com)

## Inside Sales

Ioana Mitoi



### Ioana Mitoi

Müügitugi

+ 371 6714 6844

[ioana.mitoi@se.com](mailto:ioana.mitoi@se.com)



Reliance on Data Centers is increasing and is driven by these major trends

## Digital TRAFFIC

**3x** Growth of global data center IP traffic over next 5 years

Source : Cisco Cloud Index Report 2015

## Internet of THINGS

**20.8B** connected things by 2020

Source : Gartner, 2016

## Data SOVEREIGNTY

Up to **4%** of total annual turnover can be fined for failing to comply with EU's GDPR by 2018

Source: EU Data Protection Reform

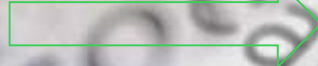
## Edge COMPUTING

**40%** of IoT data will be stored, processed, analyzed and acted upon at the edge

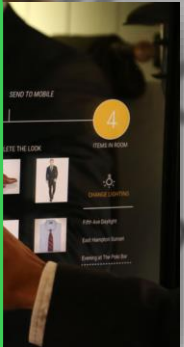
Source : IDC WW IoT Predictions, 2015

E-mail  
Productivity  
Communications

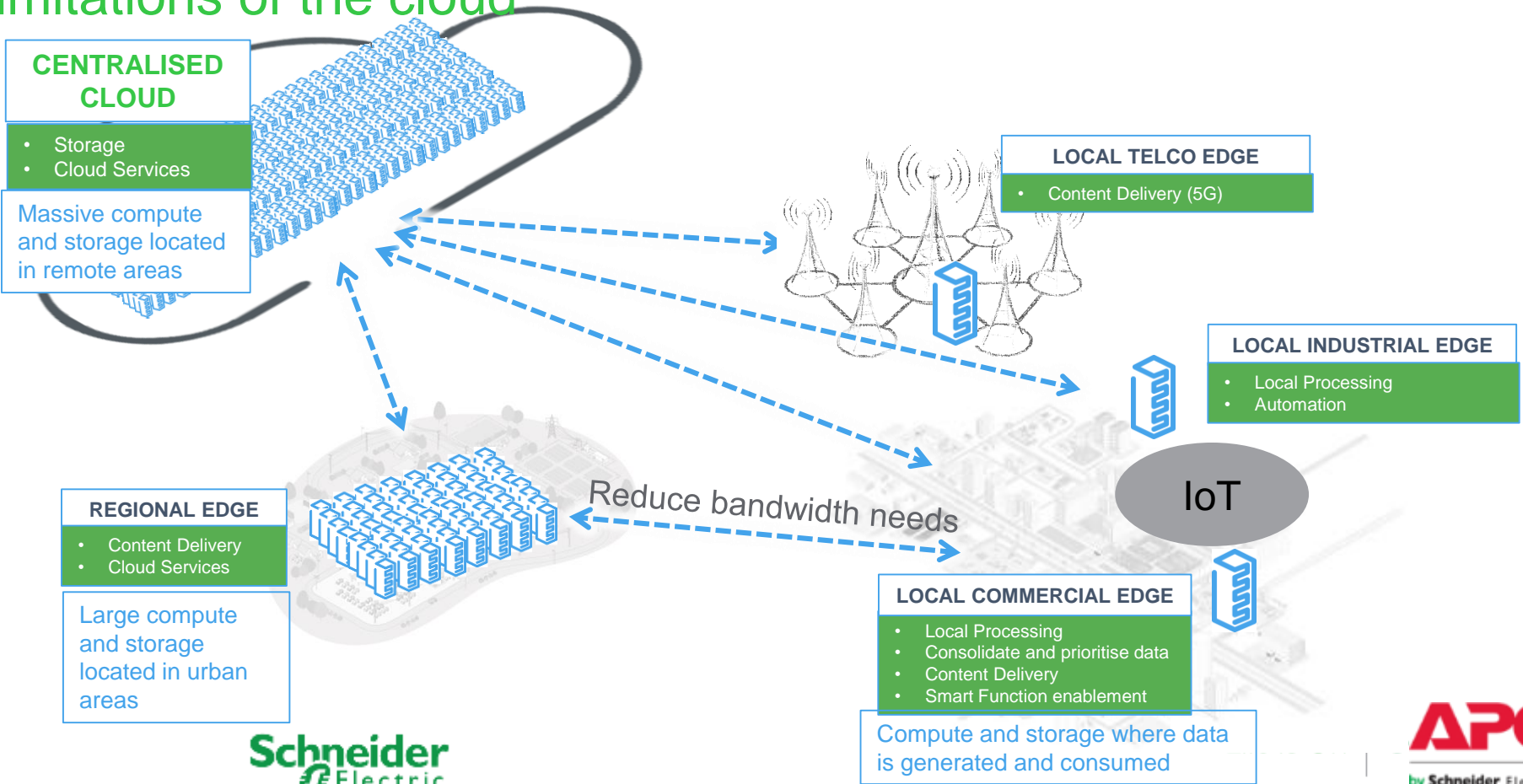
Not designed for



Bandwidth  
Latency  
Regulations



# The computing ecosystem continues to evolve in order to address limitations of the cloud



# We offer you a complete, easy way to deploy Edge environments

## Deployment Standardization and Redundancy

Design and deploy distributed IT infrastructure in a quick, easy, and repeatable way with configuration solutions and selector tools to assist with configurations across all deployment types.



## Remote Site Management

Optimize your edge computing sites and prevent the most common causes of downtime by simplifying the monitoring and servicing of your physical infrastructure from the edge to the enterprise.



## Secure Environment

Cybersecurity starts with physical security. Protect critical edge computing deployments with monitoring, controlling and supervising edge computing sites from physical threats.



# Partner Portal – www.apc.com

ESTONIA - CHOOSE COUNTRY OR REGION

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Welcome to APC by Schneider Electric



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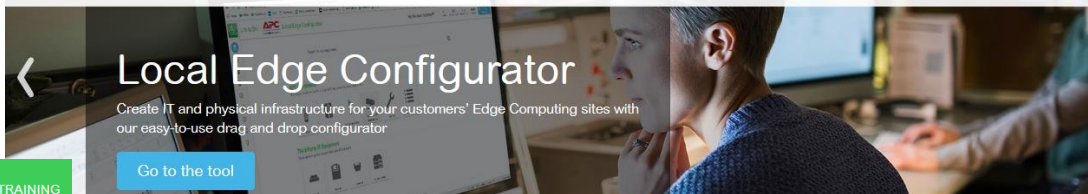
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Home > IT Reseller



## Local Edge Configurator

Create IT and physical infrastructure for your customers' Edge Computing sites with our easy-to-use drag and drop configurator

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Training > IT Reseller

Partners

Prefabricated Data Center P

### Edge Computing

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### IT Power

Complete your Certifications

### Edge Computing

Complete your Certifications

[> Click Here to certify as an Edge Computing Premier Partner!](#)

### IT Power

Complete your Certifications

Life Is On





# EcoStruxure IT Expert

EcoStruxure IT Expert is a cloud-based application for real time vendor-neutral device monitoring, trending, and root cause analysis.

## Why EcoStruxure™ IT?

Make IT infrastructure more **reliable & efficient** while simplifying monitoring by offering complete visibility, alerting & analytics tools for **end customers with environments** that have qualities such as:

- Distributed IT i.e. local edge & branch locations
- Hybrid IT
- Connected devices that speak SNMP or Modbus TCP

## Value to Your Customer

EcoStruxure™ IT allows you to **assess and monitor** your customer's existing IT environment and give them recommendations on:

- How to decrease utility costs by right-sizing **power & cooling configurations**
- How your customer **compares** with other companies with similar IT environments
- How to **proactively** handle issues and incidents and **avoid downtime & interruptions**

# Instant visibility to critical infrastructure health

Sign up for a free  
demonstration & 30-day trial  
of EcoStruxure™ IT Expert

Get Started Today

# Võta kaasa!

- EDGE *kompuuting*
- EcoStruxure IT- [ecostruxureit.com](http://ecostruxureit.com)
- Partnerite portaal- [www.apc.com](http://www.apc.com)



# Lithium Ion Smart-UPS On-Line - TCO<53%

## Smart-UPS On-Line 2<sup>nd</sup> Generation UPS

- ❖ 1 kVA, 1.5 kVA, 2.2kVA, 3kVA 230V UPS
- ❖ No internal batteries
- ❖ Rack/Tower format
- ❖ Same features as the SRT models

## Lithium-Ion external battery pack

- ❖ 5000 loading cycles (vs. 500 lead batteries)
- ❖ Tolerates up to 40C Temperature
- ❖ Battery Management System included for advanced battery management and safety
- ❖ Extended run time with up to 5 packs
- ❖ Hot swappable battery packs (add, remove, or replace)
- ❖ Passed all safety tests and regulations

## 5 years warranty

- ❖ Full warranty on electronics and battery pack!
- ❖ Expected life time 10yrs

<https://www.youtube.com/watch?v=mWEsEPCu4C0>



# APC Lithium Ion Smart-UPS Online - TCO



1. Lithium Ion aku 5000 laadimistsüklit (vs 500 tava plii akudega UPS)
2. Li-Ion aku kõrgem temperatuuritaluvus - kuni 40C
3. Li-Ion aku hoideaeg täiskoormusel 20-30min (vs 5-10min tava UPSi sisene plii aku)
4. Li-Ion akusid võimalik stackida kokku kuni 5tk (max hoideaeg 2,5t täiskoormusel)
5. Li-Ion aku kõrgus 1U vs tava stackitava plii UPSi kõrgus 2-3U
6. Li-Ion UPSi elektroonika ja akude garantii 5a ja orienteeruv eluaeg ca 10a

# Introducing Smart-UPS™ with APC SmartConnect



SmartConnect is an innovative **cloud based monitoring feature** that provides automatic notifications, firmware updates, and advanced support services.

- › Easy **plug & play** setup and discovery
- › **Secure, easy to use** remote interface
- › Proactive, **actionable lifecycle notifications** and recommendation
- › **Integrates** into leading remote monitoring and management (**RMM**) **platforms**
- › **Firmware updates delivered automatically** and advanced support
- › <https://www.youtube.com/watch?v=aysMKgzEhJ4>

# Key Elements of Smart UPS with SmartConnect

Hardware, end user & MSP interfaces, cloud infrastructure

## New Smart-UPS



- Port included on new Smart-UPS models 3kVA and lower
- Direct connection to cloud
- No gateway required.

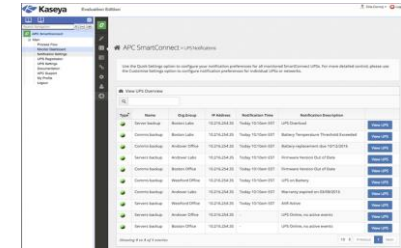
## Embedded SmartConnect Port

## User interfaces



- Simple set-up and registration
- Accessible from any internet connected device
- Pro-active notifications to ensure availability

## Convenient Web Portal



- Downloadable plug-ins available for leading RMM platforms
- Discovery agent support
- Preconfigured UPS alerts and notifications

## RMM platform plug-ins

# APC SmartConnect - UPSi registreerimine

<https://smartconnect.apc.com>

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HOMEPAGE FOR BUSINESS FOR PARTNERS SIGN UP LOG IN

Smart-UPS™  
with APC™ SmartConnect

GET STARTED LOG IN

2 1

<https://www.youtube.com/watch?v=aysMKgzEhJ4>



# APC SmartConnect - UPSi registreerimine, jätkub.

## Terms & Conditions

1  Please confirm that you have read, understood and agree to the APC SmartConnect [Terms & Conditions of Use](#)

2

CONFIRM AGREEMENT

CANCEL

### DATA PRIVACY NOTICE

American Power Conversion Corporation (A.P.C.) B.V. (Irish Branch) uses your personal information to give you access to online content and services, to improve them as well as your digital experience, to interact with you about the site, our products and services, to address your requests and manage our relationship, to ensure the security of the site and compliance with the [SmartConnect Terms & Conditions of Use](#), to analyze the use of this site and as provided in our [Privacy Policy](#).

This information may be shared with other Schneider Electric affiliates involved in the performance of these purposes

# APC SmartConnect - UPSi registreerimine, jätkub.

Welcome to APC™ SmartConnect



## Let's get started!

Watch our introduction video and learn about key features of the APC SmartConnect web portal; including UPS registration and monitoring.

As a first step, you will need to register a SmartConnect enabled APC UPS to your account. Click the button below to begin the register process.

Vajuta ->

⊕ REGISTER YOUR UPS

# APC SmartConnect - UPSi registreerimine, jätkub.

Select how to register your UPS



## QR Code Scan

Scan the QR Code printed on your UPS using a smartphone or tablet.

SCAN QR CODE >



## Product Codes

Manually input the Product ID and Product Key printed on your UPS.

INPUT CODES >



## RMM Integration

Register with our Kaseya VSA™ or ConnectWise Automate™ RMM integration.

INSTALL INTEGRATION >

# APC SmartConnect - UPSi registreerimine, jätkub.

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by Schneider Electric

DASHBOARD

EVENT LOGS

ADD DEVICE

ALERT SETTINGS

MY PROFILE

HELP CENTER



## Add Device

Select how to register your UPS



### QR Code Scan

Scan the QR Code printed on your UPS using a smartphone or tablet.

SCAN QR CODE >

<- nutiseadet kasutades vali



### Product Codes

Manually input the Product ID and Product Key printed on your UPS.

INPUT CODES >

<- PC'd kasutades vali



### RMM Integration

Register with our Kaseya VSA™ or ConnectWise Automate™ RMM integration.


INSTALL INTEGRATION >

# APC SmartConnect - UPSi registreerimine, jätkub.

← CANCEL

## Add Device

The Product ID and Product Key are printed on the outside case of your SmartConnect-compatible APC UPS, as shown in the example label.



**smartconnect.apc.com**  
**ID:** 01:23:45:67:89:ab  
**Product Key:**  
AB-CEDF-1234-5678

PRODUCT ID

PRODUCT KEY

Vajuta -> REGISTER UPS CANCEL

sisesta UPSi peal olevad andmed->

sisesta UPSi peal olevad andmed->

# APC SmartConnect - UPSi registreerimine, jätkub.

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by Schneider Electric

UPS Profile

← CANCEL

UPS NAME (REQUIRED)

SMT1000IC

UPS DESCRIPTION

ALSO-demd

TIMEZONE (REQUIRED)

Default Set

Etc/UTC (Co-ordinated Universal Time)

Suggested

Local: Europe/Helsinki

Vajuta -> UPDATE PROFILE CANCEL

<- siesesta kirjeldus nt "Kontor2 UPS"

# APC SmartConnect - UPSi registreerimine, jätkub.



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- DASHBOARD
- EVENT LOGS
- ADD DEVICE
- ALERT SETTINGS
- MY PROFILE
- HELP CENTER


## UPS registered


UPS NAME	SMT1000IC
DESCRIPTION	ALSO-demo
TIMEZONE	Europe/Helsinki

[VIEW MORE DETAILS](#)

What would you like to do next?

 **View UPS status**  
Check the real-time status of your UPS, including notifications.  
[VIEW STATUS >](#) <- vaata

 **Edit UPS profile**  
Update your UPS profile information provided during registration.  
[EDIT PROFILE >](#)

 **Register new UPS**  
Restart the registration process for another UPS.  
[REGISTER UPS >](#)


<https://smartconnect.apc.com/dashboard>

# APC SmartConnect - UPS Status.


UPS Status

UPS SETTINGS

**OPERATING MODE** ⓘ

 **On Line**  
Estimated runtime **+24 hours**

**DEVICE HEALTH** ⓘ

 **Healthy**  
UPS operating normally

**BATTERY** ▼

**DEVICE** ▼

## PROFILE

UPS NAME	SMT1000IC
DESCRIPTION	ALSO-demo
TIMEZONE	Europe/Helsinki
MODEL NAME	Smart-UPS 1000
MODEL SKU	SMT1000IC

## DOCUMENTS



Operation Smart-UPS SMT 750C/1000C/1500C/2200C/3000C VA 120/230 Vac Tower/RM2U  
Dec 13, 2017 (995.6 KB)




# APC SmartConnect - Dashboard.

DASHBOARD
EVENT LOGS
ADD DEVICE
ALERT SETTINGS
MY PROFILE
HELP CENTER

## Dashboard

SEARCH

FILTER

Status -	UPS name -	Status description -	
 OK	SMT1000IC	UPS On Line, No Active Events	<a href="#">VIEW UPS</a>

Showing 1 to 1 of 1 UPS devices

< 1 >

# APC SmartConnect, Dashboard - Event Logs.

DASHBOARD

EVENT LOGS

ADD DEVICE

ALERT SETTINGS

MY PROFILE

HELP CENTER

## Event Logs




 RANGE

3 days

30 days

SEARCH

FILTER

Status	Time	UPS name	Event name	
 INFO	Today	11:10 am EEST	SMT1000IC	UPS On
 INFO	Today	11:04 am EEST	SMT1000IC	UPS Output Power Turned Off
 INFO	Today	11:00 am EEST	SMT1000IC	Communications Established

Showing 1 to 3 of 3 events

< 1 >

# APC SmartConnect. Dashboard - Alert Settings.

← CANCEL

## Alert Settings

ALL

RECOMMENDED

MINIMUM

### EVENTS

Lifecycle

Critical

Warning

Select this setting to receive alerts about the above events, using the email addresses specified.

LEARN MORE

Please specify the email addresses that you wish to receive alerts.

tas@o.siimer@also.com



ADD EMAIL..

Vali sobiv „Alert“ tase ->

Võid muuta emaili kuhu saadetakse info ->

Valideeri muutused ->

UPDATE SETTINGS

CANCEL

# Micro Data Center Solutions

## SmartBunker Family with environmental monitoring



Your plug & play Micro DC solution

All manufactured, assembled & tested in a Schneider Electric facility

### SmartBunker™ SX

Value priced solutions for traditional IT



IT Capacity.....18U  
 UPS..... 3kW  
 PDU.....16A  
 Cooling.....No  
 Software.....Yes  
 Fire-Detect/Prevent...No



IT capacity.....36U  
 UPS..... 5kW  
 PDU.....32A  
 Cooling.....No  
 Software.....Yes  
 Fire-Detect/Prevent...No

### SmartBunker™ CX

Sound-proof with decorative exterior for office



ITCapacity.....18U  
 UPS.....3kW  
 PDU.....16A  
 Noise educt..18.5dB  
 Cooling.....Fan  
 Software.....Yes  
 Fire-Detect/Prevent....No



ITCapacity.....32U  
 UPS..... 5kW  
 PDU.....32A  
 Noise reduct.18.5dB  
 Cooling.....Fan  
 Software.....Yes  
 Fire-Detect/Prevent....No

### SmartBunker™ FX

Secure, insulated, dust-proof, and actively cooled for industry



IT capacity.....23U  
 UPS.....5kW  
 PDU.....32A  
 Cooling.....DX  
 Software.....Yes  
 Fire-Detect/Prevent..No



IT Capacity.....30U  
 UPS.....8kW  
 PDU.....32A  
 Noise Reduct 20dB  
 Cooling.....InRow  
 Software.....Yes  
 Fire-Detect/Prevent-Yes



IT Capacity.....36U  
 UPS..... 5kW  
 PDU.....32A  
 NoiseReduct...20dB  
 Cooling.....InRow  
 Software.....Yes  
 Fire-Detect/Prevent-Yes

# Micro DC Xpress

## 24U Micro DC SX MDC24SX3KVAI

Agility  
18U IT space  
2 x 3kVA UPS  
2x Switch Rack PDU  
Netbotz monitoring  
Shock Packaging



## 42U Micro DC SX MDC42SX5KVAI

Capacity  
36U IT space  
2 x 5kVA UPS  
4x Switch Rack PDU  
Netbotz monitoring  
Shock Packaging



## 23U Micro DC FX MDC23FX3KVAI

Ruggedized  
23U IT space  
2 x 3kVA UPS  
2x Switch Rack PDU  
Cooling unit  
Netbotz monitoring  
Shock Packaging



Content	Micro DC Xpress SX		Micro DC Xpress FX
<b>SKU</b>	<b>MDC24SX3KVAI</b>	<b>MDC42SX5KVAI</b>	<b>MDC23FX3KVAI</b>
Dimensions (WxDxH) without Shock Packaging	24U NetShelter SX - AR3104SP1 (600mm x 1070mm x 1198mm)	42U NetShelter SX - AR3100SP (600mm x 1070mm x 1991mm)	23U NetShelter FX - AR5023NC (1100mm x 1500mm x 2200mm)
Net Weight	178kg /395 lbs 247 kg/545 lbs with Shock Packaging	278kg/ 615lbs 394 kg/870 lbs with Shock Packaging	551kg/1,215 lbs
Power Protection	2N 3kVA Smart UPS 230V w NMC <b>SRT3000RMXLI-NC</b>	2N 5kVA Smart-UPS 230V w NMC <b>SRT5KRMXLI</b>	2N 3kVA Smart UPS 230V w NMC <b>SRT3000RMXLI-NC</b>
Power Distribution	2 Rack mount, Networked, Switched <b>AP8958</b>	2 Rack mount, Networked, Switched <b>AP8958</b>	2 Rack mount, Networked, Switched <b>AP8958</b>
Cooling	Free Ventilation	Free Ventilation	Top DX Cooling, 3kW
Environmental Monitoring, security	Temperature and Humidity sensor, Rack Access NetBotz 250 – NBACS125	Temperature and Humidity sensor, Rack Access NetBotz 250 – NBACS125	Temperature and Humidity sensor, Rack Access NetBotz 250 – NBACS125

# APC Easy UPS 3S

Uus 3 faasiline midmarket lahendusteks UPS, asendab Galaxy 300 alumise otsa:

None-IT

## MEDIUM

Single Blok UPS's  
Redundancy N+1  
Output PF 0,8 / 0,9 / 1,0



**Easy UPS 3S**  
(10 to 40kVA)



**Galaxy 300**  
(10 to 40kVA)



**Galaxy 300**  
(60 & 80kVA)

Small to Medium

Medium to Large

<https://www.youtube.com/watch?v=jr1TmllSubE>

Videokoolitus

# APC Easy UPS 3S, jätkub

## Offer Catalogue - Aux

### 3 to 3 phase:

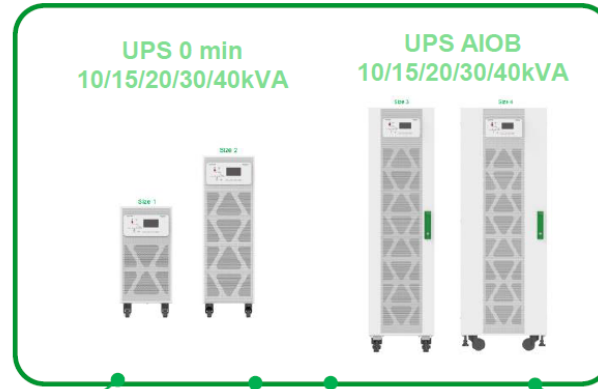
10/15/20/30/40kVA

- AIOB
- Lower Tower 0 min

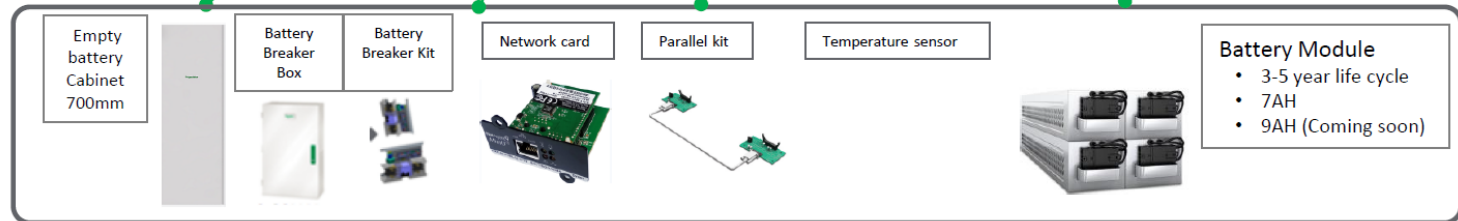
### 3 to single phase

10/15/20/30kVA

- High tower AIOB
- Lower Tower 0 min



## Auxiliary



## Ülejäänud vendorid



Professionaalsed KVM lahendused



Enterprise switchid ja meedia konverterid



Tulemüürid, WAF, spam- ja veebi filtrid



SMB switchid, tulemüürid jm võrgutooted



IP telefonid ja IP PBX (cloud) lahendused





USB dongle server lahendused



Enterprise load balancerid, WAF



Räkid, PDU'd



SMB Storage



SMB Wifi lahendused

**Küsimused?**