

VERTIV™ LIEBERT® PSI™5 UPS VS. APC-SMART SMT AND SMX

Liebert® PSI™5 is a premium rack/tower convertible line-interactive UPS, with sizes ranging from 800VA to 5kVA. It provides power protection for IT servers and networking equipment in network closets and small data centers.

| FEATURE | VERTIV PSI5 | APC SMART-UPS SMT | APC SMART-UPS SMX | BUSINESS BENEFITS FROM VERTIV |
|----------------------------|-------------------------------|---|--|--|
| Output PF | 0.9 all models | 750/1000/1500VA @ 0.7PF 2200/3000VA @ 0.9PF | 750/1000/1500VA @ 0.8PF 2200/3000VA @ 0.9PF | More real power to IT load |
| Weight | Lighter models | APC SMT1000RM2U is up to 57% heavier than PSI51100RT120 | APC SMX750 is 67% heavier than PSI5800RT | Easier to handle and install it |
| Rack/tower capability | Yes | No | Yes | Configuration flexibility on changes as needed |
| Price/features | Lower Price/ Most featured | Up to 10% higher price | Comparable featured model but higher price | Superior value proposition |
| Dimensions for 5 KVA model | height: 2U rack units | | height: 5U rack units | More rack space for critical equipment available |

Vertiv vs. APC:

• SMT models have:

- No extended run time capability
- Less real power to the critical IT load on 1500VA and below models (0.7PF)
- No rack/tower convertible capability
- Fewer receptacles in 1U models
- Higher price for rack-mountable models

• SMX models have:

- Less real power to the critical IT load on 1500VA and below models (0.8PF)
- Significantly higher price than PSI5 UPS

• General

- APC offers more expensive optional network communication card
- APC has extensive product families adding complexity vs easy to identify and order Liebert PSI5 UPS SKUPower Assurance Package provides comprehensive on-site services with Vertiv Academy certified technicians
- Vertiv has made a significant investment in finished goods inventory
- Vertiv has a strong service organization capable to meet challenging SLA's with manufacturer certified Customer Engineers. Life Services offering available as well.

VERTIV™ LIEBERT® PSI™ 5 UPS VS. APC-SMART SMT AND SMX

Responses to Objections

3-year Warranty on Electronics (2 years on batteries): We could integrate extended warranty options with service and monitoring capabilities with Power Assurance Package (PAP). Vertiv has the ability to bundle the extended warranty option with the PSI™5 UPS for large projects.

A longer run time with internal batteries: Most power interruptions only last less than a minute (flickering). For extended power outages, the PSI5 has optional external battery cabinets. There is always a trade off between size/weight and runtime, and price. PSI5 UPS internal battery runtime offers enough time to orderly shutdown servers or smooth transition of the critical load to power generator backup which usually can take up to 15-20 seconds to power up and stabilize.

Equipment Protection Policy: Liebert has been selling UPSs for over 50 years. Because of our outstanding quality record, our emphasis on customer service and solving customer's most critical issues, we have never seen the need to offer the EPP.

Ideally suited for:

- Servers
- Network closets
- Safety and security systems
- Network workstations
- Large network peripherals
- Storage VoIP
- Media closet equipment
- POS system



Additional resources:

<https://www.vertiv.com/en-us/products-catalog/critical-power/uninterruptible-power-supplies-ups/liebert-psi5-800--5000va/>