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Vertiv™ Geist™ Upgradeable Rack PDU VS APC

Vertiv™ Geist™ rack PDUs are the last step in the critical power chain enabling the vital applications of the digital world.

Product Category Comparison

	Non-Intelligent		Intelligent (IP Addressable)	
	Basic	**Metered**	**Monitored**	**Switched**
Vertiv™ Geist™	No on-screen display or remote monitoring capabilities. Upgrade your basic unit to an intelligent unit with the addition of an IMD on upgradeable units.	Local on-screen display only. No remote monitoring capabilities. Upgrade your basic unit to an intelligent unit with the addition of an IMD on upgradeable units.	Unit-level and Outlet-level remote monitoring configuration options.	Remote switching capabilities with Unit-level and Outlet-level configuration options.
	Basic	**Metered**	**Monitored**	**Switched**
APC	No on screen display or intelligence.	No local display only option available.	Unit-Level and Outlet-Level remote monitoring configuration options.	Remote switching capabilities with Unit-Level and Outlet-Level remote monitoring options.

Competitive Comparison

Product Features	Non-intelligent		Intelligent (IP Addressable)	
	Vertiv™ Geist™ Basic & Metered	**APC Basic**	**Vertiv™ Geist™ Monitored & Switched**	**APC Metered; Metered-by-Outlet & Metered-by-Outlet with Switching**
Upgradeable and Hot Swappable	Upgrade features on basic & metered upgradeable models with Interchangeable Monitoring Device (IMD)	No feature upgrades —field upgradeable card for same features not hot swappable	Upgrade features via Interchangeable Monitoring Device (IMD)	Field upgradeable web card. Web card is only hot-swappable in the 10000 Series.
Local Display	Yes, with VLC on Metered units	No	Yes, with VLC capability	Yes
Fault Tolerant Daisy-Chaining with RSTP	N/A	N/A	40	No
IP Aggregation / Cascading	N/A	N/A	50 with Vertiv Intelligence Director	4 - 8000 Series, 32 - 9000 Series, 64 - 10000 Series
Locking Outlets	U-Lock Receptacles available on locking outlet configurations	3rd party solutions required	U-Lock Receptacles available on locking outlet configurations	Locking IEC outlets when used with locking power cords (AP8700)
Combination Outlet C13 / C19	Yes	No	Yes on Unit Level Monitored Units	Yes
Environmental Monitoring	N/A	N/A	16 sensor capacity with daisy-chaining or using splitter(s)	1
Engineered-to-Order for Unique Needs	2-3 weeks for unique needs	Limited custom capability	2-3 weeks for unique needs	Limited custom capability
Colors	Black, Red, Orange, Yellow, Green, Blue, White	Black Only	Black, Red, Orange, Yellow, Green, Blue, White	Color coded outlets by breaker - 10000 Series only
PDU Idle Energy Consumption	~3W (Metered)	N/A	~9W	~18W
Operating Temperature Rating	60C	45C	60C	Varies by model up to 60C
Metering Accuracy	1% (Metered)	N/A	1%	Varies by series from 1% - 3%
Authentication Protocols	N/A	N/A	LDAP, Radius, TACACS+	LDAP, RADIUS
Security	N/A	N/A	HTTP(S) (4096 bit), RSTP, SSH, SMTP, SNMP(v1/2c/3),Syslog, VPN w/ Avocent ACS, Visible Light Communications (VLC)	HTTPS, Telnet, SCP, FTP, SSL, Syslog, SNMP
Warranty	5 years w/ registration 3 years standard	2 years; extended options available at extra cost	5 years w/ registration 3 years standard	Varies by series from 2 to 3 years; extended options available at extra cost

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Lead With			
Feature	**APC Intelligent rPDUs**	**Vertiv™ Geist™ Intelligent rPDUs**	**Differentiation**
Universal PDU	✓	✓	The Vertiv™ Geist™ UPDU introduces rack power versatility with a single model able to accommodate input currents ranging from 16 to 60 amps and voltages from 120 to 415 in either single phase or three phase power configurations. The Vertiv™ Geist™ FSC, Facility Side Cable, enables users to utilize a single UPDU model with various input power configurations simplifying global rPDU procurement, inventory management, and deployment. APC offers a custom universal rPDU with limited configuration options and substantial lead times.
Upgradeable Intelligence		✓	The Vertiv™ Geist™ IMD is upgradeable and hot-swappable enabling users to update their rPDUs with the latest technology on the fly, without requiring downtime. This ultimately future-proofs the rPDU and reduces total cost of ownership. NMC Hot Swappable on APC 10000 Series only.
High Temperature Grade	✓	✓	The Vertiv™ Geist™ rPDUs have a 60C operating temperature rating to work in high density racks. The APC 8000 Series with 45˚C temperature rating may not be sufficient to operate in increasingly hot aisle temperatures. The APC 9000 Series and 10000 Series have a 60C temperature rating.
Bistable Relays on Switched Models	✓*	✓	Vertiv™ Geist™ Switched rPDUs utilize energy efficient bi-stable relays that use significantly less energy than traditional normally open or normally closed type relays. This equates to approximately 133,780 kWh in annual savings on 500, 36-outlet rPDUs compared to a similar model with traditional relays. *Bistable Relays on APC 10000 Series only.
U-Lock Receptacles		✓	Vertiv™ Geist™ patented U-Lock receptacles allow secure connection without proprietary cables; reducing the risk of downtime due to inadvertent disconnection and power loss.
Combination Outlet C13 / C19	✓	✓	The Combination Outlet C13 / C19 is a 2-in-1 receptacle functioning as both an IEC C13 and C19. Simplify the rack PDU buying process and accommodate ever-changing rack power requirements with the flexibility to connect C14 and C20 plugs in the same outlet. APC has released their '4-in-1' combination outlet with additional support for C15 and C21 cords.
Fault-Tolerant Daisy Chaining		✓	Vertiv™ Geist™ Upgradeable rPDUs simplify monitoring with fault-tolerant daisy chaining and RSTP to ensure data is reported even when a break in the chain occurs.
Vertiv Intelligence Director		✓	Vertiv can daisy-chain up to 50 rPDUs using a single IP address with Vertiv™ Intelligence Director. APC allows only 4 rPDUs with 8000 Series, 32 rPDUs with 9000 Series and 64 rPDUs with 10000 Series per increasing IP address costs for remote access and control.
Customization Capabilities	✓	✓	Vertiv is able to offer a wide range of Built-to-Order units in a large variety of power and receptacle configurations in 5 to 7 business days. If a Built-to-Order unit isn't quite right, an Engineer-to-Order unit can be shipped in as little as 2 weeks. APC has customization capabilities available with extended lead times.
Residual Current Metering Type B (RCM-B)		✓	Vertiv™ Geist™ rPDUs with RCM-B continuously monitors the fault current of the power distribution within the IT rack. Customizable alarms provide immediate notifications of changes in residual current leakage allowing users to respond to a fault condition immediately to avoid potential catastrophic events such as critical equipment shutdown, electric shock, and electrical fires. This feature is focused on EMEA/APAC markets.

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	Defend Against		
APC Statements	**APC Intelligent rPDUs**	**Vertiv™ Geist™ Intelligent rPDUs**	**Vertiv Responses**
APC has been around for a very long time and has the highest level of resources backing its support	✓	✓	Vertiv was formerly Emerson Network Power, which has been around since the Information Age and has been a pioneer in data center infrastructure solutions. The full range of solutions provided by Emerson Network Power, as well as the people that stood behind them, are part of Vertiv. Geist itself was founded in 1948 before it joined Vertiv in 2018. Vertiv is one of the largest power and cooling providers for mission critical infrastructure technologies in the world, and maintains the largest critical power services organization.
APC product is always in stock	✓	✓	Vertiv offers standard stocked rPDUs within the channel. Vertiv has multiple global manufacturing facilities offering flexibility and reliability.
Integration with StruxureWare	✓	✓	Vertiv™ Geist™ rPDUs support SNMP, which allows the rPDUs to integrate with most network management software including StruxureWare. Vertiv™ rPDUs also come equipped with embedded firmware allowing users to monitor and manage up to 50 devices without the need for additional software on a single IP address.
Ultra-low profile circuit breakers	✓	✓	Vertiv offers options with ultra-low profile breakers limiting the foot print and allowing flexibility for installation in tight spaces.
User-interactive LCD display for local access	✓	VLC	Vertiv™ Geist™ metered and intelligent rPDUs come equipped with Visible Light Communication (VLC) technology allowing the user to capture unit and power consumption data from the LED display within seconds using the Vertiv™ rPDU Scanner app on a mobile device. The app offers the expanded capability to facilitate quick and easy audits by allowing users to export data scanned from multiple rPDUs, emailed in a CSV file.
Field-replaceable network management module	✓	✓	Vertiv offers hot-swappable network management modules that can be replaced with the same module or upgraded with a newer module to accommodate future technologies, reducing overall cost of ownership and optimizing long-term ROI. APC merely offers a field-replaceable unit that is not hot-swappable.
4in1 Combination Outlet	✓	✓	Vertiv™ Geist™ Basic, Metered, and Unit Level Monitored units are available with the Combination Outlet C13 / C19 accommodating C14 and C20 plugs. APC tries to differentiate by offering their outlet with C16 and C22 cord compatibility alongside C14 and C20. The design of APC's outlet is not able to "reject" cold-condition cables, which is a function that a standard C15/C21 receptacle is designed to. APC's outlet merely removes plastic material as a marketing feature, rather than a functional feature.
Network port sharing	4 / 32 / 64	50	Vertiv Geist rPDUs offer network port sharing for up to 50 Vertiv rPDUs, Liebert® GXT4/5 UPS, Liebert® PSI5 UPS, Vertiv™ VRC units to group and save money on IP drops and simplify commissioning, maintenance, and management of Vertiv™ devices. 4 for 8000 Series, 32 for 9000 Series and 64 for 10000 Series.
Warranty	2 / 3	5	Vertiv offers a superior 5-year warranty with registration (3 years without registration.) vs. 2 years standard for APC Basic, Metered and Metered-by-Outlet with Switching (8000 Series) and 3 years standard for APC Metered-by-Unit with Switching (9000 Series and 10000 Series) ensures investment is protected.

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