

Office solutions guide

Your guide to improving efficiency and uptime in an office environment.

Our solutions are positioned to equip your office location to:

- Protect your valuable and expensive equipment
- Increase the availability of your network
- Offer dynamic adaptable solutions for any environment

All so you can:

- Reduce risks
- Reliably predict performance

As technology has advanced, we, as a society, have become increasingly dependent on maintaining the availability of our network connection and, by extension, utility power. However, while nearly every business stakeholder realizes the criticality of maintaining this connection, few are taking the necessary steps to avoid the potential consequences of downtime, especially small to medium businesses that may not think the initiative is worth their time and investment. However, statistics show downtime is becoming more expensive, and small businesses are actually the most susceptible:

- The average cost of downtime has increased by more than 41% since 2010
- Organizations experience an average of 14 hours of downtime annually
- Small companies suffer the most during periods of downtime, showing the least ability to generate revenue
- The average cost of downtime for a small- or mid-sized business is approximately \$42,000 an hour

While 14 hours of downtime will likely result in significant revenue loss, the cumulative consequences downtime may result in can be exponentially greater than lost revenue. In addition to being unable to generate revenue, downtime may result in the loss of loyal customers and damage to a reputation that has taken years, if not decades, to develop and cultivate. The consequences of downtime don't stop there though. A lack of employee productivity will also occur when utility power is disrupted, in addition to the resources that must be committed to rectify the problem. The following provides ways to calculate the cost of downtime for your respective business:

$$\text{Revenue Lost} = \frac{\text{Annual Revenue}}{(60 \text{ min} * 24 \text{ hours} * 365 \text{ days})} * \text{Time (min)}$$

- Cost of Employee Productivity = Hourly Wage*Number of Employees Affected*Time
- Cost of IT Recovery = Hourly Wage*Number of employees engaged in recovery*Time
- Projected Loyalty Loss = Revenue Lost*Repeat Sales Rate
- Projected Reputation Loss = Revenue Lost*Percentage of sales referred to on social media and shopping comparison websites

When these costs are added to costs associated with general sales transactions, it is apparent that every business should be committed to protecting their network and attached equipment. To ensure our customers' availability needs are met, APC™ by Schneider Electric™ has utilized decades of thought leadership and design expertise to develop innovative products that will keep your network and equipment up and running with Legendary Reliability™. Our Back-UPS™ and Smart-UPS™ perform exactly as their name implies, ensuring you an uninterruptible source of power to your devices to guarantee that your equipment will remain available and operational. In addition to maintaining network connectivity during power outages, a UPS will protect attached devices from potential damage during outages and other power-related events such as voltage spikes, a reduction in input voltage, noise, or unstable frequencies. The included PowerChute™ Network Shutdown management software provides unattended graceful shutdown of network operating systems, allowing you to provide the best quality service to your customers from anywhere in the world.

41%

The average cost of downtime has increased by more than 41% since 2010.

14 hrs

Organizations experience 14 hours of downtime per year on average.

Small

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\$42K/hr

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APC by Schneider Electric office solutions:

A portfolio of solutions to meet all your power protection needs



Back-UPS and Back-UPS Pro
High-performance UPS for premium power protection of computers and other electronics



Smart-UPS and Smart-UPS On-Line
High-density intelligent and efficient network power protection with scalable runtime. Ideal for servers, POS, routers, switches, hubs, and other devices

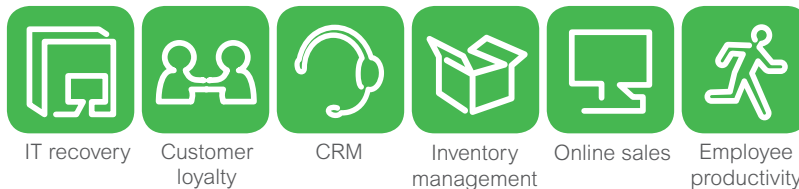


NetShelter™ racks and accessories
Universal IT enclosures with essential features to meet requirements of IT equipment in a variety of environments



UPS Management PowerChute™ and Network Management Card
Remote monitoring and management to allow safe system shutdown for up to 25 servers and workstations

Loss of utility power can affect many different business critical applications



Cubicles
Includes computer, phone, and other miscellaneous equipment
Entry-level solution: Back-UPS
Recommended solution: Back-UPS Pro



Manager's office
Includes computer, phone, and other miscellaneous equipment
Entry-level solution: Back-UPS
Recommended solution: Back-UPS Pro



Switch room/telecom closet
Electric panels and rack-based IT equipment
Entry-level solution: Smart-UPS
Recommended solution: Smart-UPS On-Line
NetShelter racks and accessories



Conference room
Includes telecommunication equipment, computers, and a projector
Entry-level solution: Back-UPS Pro
Recommended solution: Smart-UPS

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Life Is On

