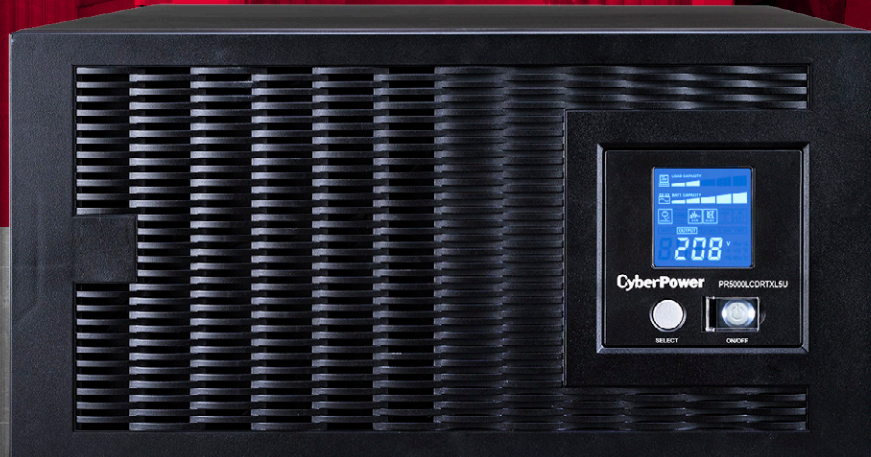


# CYBERPOWER SUCCESS STORY GOVERNMENT



## INTRODUCTION

A federal government agency with operations throughout the country needed power protection equipment in hundreds of locations. Remote management capabilities were critical, and the project had an ambitious three-month implementation schedule.

### PR1500LCDRT2U

Working with a reseller to government agencies, CyberPower identified several opportunities for process improvement.



## REQUIREMENTS AND RESPONSES

### 1. The customer wanted UPS systems that included maintenance bypass switches.

A maintenance bypass switch allows individual units to be removed and replaced without disrupting the flow of power to connected equipment. These units would need to be manufactured and delivered separately.

### 2. Accountability was also important for logistics and communication.

Working with a reseller to government agencies, CyberPower identified several opportunities for process improvements by specifying UPS requirements, tracking shipments and serial numbers, and coordinating communication among all parties.

## RECOMMENDATIONS

The reseller and CyberPower prepared the following UPS systems and surge protectors—all before the requested delivery date:

- (277) 1500VA UPS with remote management card and maintenance bypass switch
- (389) 3000VA UPS with remote management card and maintenance bypass switch
- (209) 5000VA UPS with remote management card and maintenance bypass switch
- (370) 8-outlet surge protectors

## RESULTS

CyberPower and the reseller met the customer's requirements—and earned a contract for an additional three years, for a total of four. Installations began in 2015 and are ongoing.