

Vertiv™ Trade-In Program

Upgrade Your Aging UPS Units



E.B. Horsman & Son
The Electrical Distributor of Choice!

Overview

An Aging UPS Can Threaten Uptime and Overall Productivity

As UPS units reach the end of their useful life, relying on them to ensure the availability of your critical facility becomes increasingly risky. Legacy UPS systems are at greater risk of failure as electro-mechanical components wear out, which could leave you vulnerable to unexpected and costly downtime. Critical parts are harder to secure, and servicing the units becomes increasingly difficult. In addition, older units are much less energy efficient than newer technologies, which could be driving up your utility bills.

With the Vertiv™ Trade-In Program, you can take advantage of the increased reliability, capacity, and efficiency of today's next-generation UPS systems, while saving money and time in the process. When you work with a Vertiv Partner, you'll receive valuable discounts off the list price of eligible new Vertiv UPS systems, and Vertiv will take care of shipping and recycling your old units at no cost to you.

Make upgrading your UPS easier and more cost-effective than ever by contacting an E.B. Horsman & Son Partner today to get your trade-in started.

Program Benefits

- Ability to upgrade from VRLA to Lithium Ion Technology
- Access to improved reliability, efficiency, and service life with the latest UPS technologies
- Save with valuable discounts off the price of an eligible Vertiv UPS unit for each UPS traded in
- Upgrade to four times the VA of your current UPS capacity
- Right-size to a unit that is appropriately sized to your current load
- Enjoy a comprehensive factory warranty on your new UPS units and batteries
- Get free shipping and proper recycling of your old UPS units

If you have been considering upgrading your legacy UPS systems in order to take advantage of the higher reliability, capacity, and energy efficiency of today's newest UPS technologies, now is the time.

With the Vertiv Trade-In program, you can save money on the cost of state-of-the-art Vertiv™ GXT or Vertiv™ PSI UPS systems while eliminating the hassle and cost involved with recycling your old units. The Vertiv Trade-In program makes it easy to upgrade your UPS units and give your critical facility the protection it demands.

Upgrade to the most reliable UPS technologies

With the Vertiv Trade-In program, you can trade in almost any aging single-phase UPS unit*—Vertiv or a competitor's brand—and choose to upgrade to a new Vertiv GXT or PSI UPS system. These advanced systems combine higher availability with exceptional energy efficiency to afford better protection for your equipment at lower operating costs. The units are available in a variety of power capacities and your Vertiv Partner can help you select the right system to meet the needs of your unique application.

**Contact an E.B. Horsman & Son Partner to check program eligibility for your units.*

Save money with valuable discounts

For each UPS unit you trade in, you will receive a discount* on the list price of any eligible new Vertiv™ UPS system, including the GXT and PSI series. Your discount can be applied to a new UPS of up to four times the traded power rating, allowing you to tap into more usable power to better meet the demands of your current load.

**Check with an E.B. Horsman & Son Partner for discount rates and to calculate your savings.*

Rest assured your old units will be disposed of properly

In compliance with the Recycling Industry Operating Standard (RIOS), your Vertiv Partner will handle shipping your returned UPS units and their batteries to an R2:2013-certified recycler at no cost to you. All returned units are destroyed completely, and the scrap is recycled. Vertiv can provide a certificate of destruction or recycling upon request.



Is it time to trade in and trade up?

To determine if your data center is a prime candidate for a new UPS system, consider these initial questions:

- Is your rack-mounted UPS fleet more than five years old?
- Are you planning on expanding, reducing, or replacing your rackmount UPS fleet?
- Is the operating efficiency of older systems causing your utility bills to be a drag on your budget?
- Are battery modules and cabinets becoming less available?
- Are you frequently servicing your old units?
- Do you require a certificate of recycling or destruction based on your state or local laws?

If you answered “yes” to one or more of these questions, then there’s no time like the present to take advantage of powerful new UPS technologies. Contact your Vertiv Partner to start the process and find out how much you can save with Vertiv™ Trade-In Program discounts.

Select a New Vertiv™ UPS and Save



Vertiv™ Liebert® GXT On-Line UPS

The Vertiv™ Liebert® GXT UPS is an online double conversion system offering premium power outage protection and continuous power conditioning in a flexible rack/tower design.

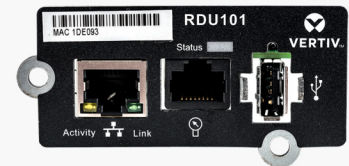
This single-phase UPS family provides superior protection and remote management capability, making it ideally suited to protect critical infrastructure in both centralized and edge network applications. Additionally, the Liebert® GXT5 UPS offers a scalable battery runtime solution through matching external battery cabinets.



Vertiv™ Liebert® PSI UPS

Vertiv™ Liebert® PSI is a compact, line-interactive UPS system designed especially for IT applications such as network closets and small data centers. It supports advanced pure sine wave output on battery to safeguard critical IT equipment and electronics.

It provides reliable power protection for servers, critical nodes, network workstations, large network peripherals, network routers, bridges, and other electronic equipment. The Liebert® PSI5 may be ordered with either lead acid or lithium ion batteries.



Software Integration

Vertiv™ UPS solutions can integrate seamlessly into existing management systems enabled by the Vertiv™ Unity and RDU101 series Network Communications card.

These solutions provide a local device webpage interface along with a variety of standard communications protocols including data via SNMP v1, v2, v3; Modbus RTU/TCP; and BACnet MSTP/IP for Vertiv equipment. For direct software integration support, please contact 1-800-280-5875.