EATON'S NEW 9SX UPS FUTURE-PROOFS CRITICAL APPLICATIONS

The tower-style UPS is designed to easily integrate new communications platforms and targets OEM, industrial, automation, and medical verticals.

EATON'S NEW 9SX tower-style UPS gives reseller partners a product designed to keep pace with the future. The successor to Eaton's highly successful 9130, the 9SX will work for all the same applications and more, while offering new features and benefits to position end customers for the next decade.

David Windsor, Product Manager, Eaton Corp.

"The challenge we have is that integrators are trying to standardize on a UPS and they're trying to put it into their 10-year roadmap, and communications are changing fast," says David Windsor, product manager for the 9SX, 9PX, and 9130. The 9SX, he adds, will easily integrate with new types of communications.

"When we look at the future of where UPSs are going, Eaton sees communications and integration being first and foremost what our partners and end users are looking for. The 9SX is going to set us up for a smooth transition to our gigabit network card coming out in Q3, and for allowing other types of communications platforms including relay and Modbus," Windsor says, particularly as end customers look to get into Internet of Things (IoT) and industrial IoT applications.

Key use cases for the 9SX include OEM, industrial, automation, and medical verticals, and where premium power reliability is needed and space constraints require a pure tower format.

"We find a lot of customers are using IT equipment but they're not using it in the rack," Windsor says. "Instead, they're using it in an industrial control enclosure or in a unique application in a small, confined space. We also have customers who are integrating a converged solution inside of their OEM medical devices, or their industrial control applications. This tower form factor goes into very small spaces and provides a lot of robust power protection while supplying the premium communication options to support their solution."

AVAILABILITY

Like the 9310, the 9SX features constant monitoring of power conditions (voltage and frequency), and the automatic bypass handles overload and UPS failure. The 9SX also has hot-swappable internal batteries and an optional maintenance bypass for easy UPS replacement.

The 9SX touts Eaton's advanced battery management (ABM). The three-stage charging technique only recharges the battery when necessary, prolonging life by up to 50 percent. ABM also provides automated testing of the batteries for predictive notification of failed or weak batteries.

Another new feature is the availability of up to four external hot-swappable battery modules capable of running systems for hours if necessary.

EATON PARTNER ADVANTAGES

In addition to sales tools and collateral to help partners go to market with the 9SX, Eaton Power Advantage partners will have access to sales support that includes a technical team. Eaton's pre-sales support, Windsor says, enables "resellers to be the expert on every niche item that has to do with the UPS, communication, and electrical integration." And as with every Eaton product, the deal registration program "allows our customers to keep more margin in their pockets."

Moreover, he says, partners can rest assured that the 9SX "is going to continue to deliver that reliability, that mission-critical power that customers have come to expect from Eaton. The 9SX is going to continue doing what the 9130 has been doing for Eaton for almost 10 years now. We have set ourselves up for another great 10 years."

NEW FEATURES OF EATON'S 9SX UPS

In addition to reliability for critical applications that need to work 24/7/365, the 9SX offers:

- ☑ Advanced virtualization capabilities to improve infrastructure performance
- ☑ Advanced LCD display showing full UPS status, analytics, and enhanced configuration capabilities in eight languages
- ☑ Built-in energy meter offering advanced capacity management with power consumption information and kWh
- ☑ Load segment outlet control for managing sequential start-ups; prioritizing shutdown of nonessential equipment to maximize battery runtime; and remotely rebooting locked-up equipment