

Success Story: IDentiphoto

Markets Served
Data Centers & IT

Security Information

We heard a lot of good things about the Eaton brand, so we decided to give them a try.

Kevin Tager, systems administrator

Social Number

Firm quick to ID value, efficiency in Eaton 5P

Location:

Willoughby, Ohio

Segment:

Identification Technology

Problem:

The company sought a rack-based solution that could provide ride-through capabilities and safeguard systems until its generator kicked on.

Solution:

Eaton® 5P UPS

Results:

Ultimate availability has been achieved by deploying the Eaton 5P UPS.

Background

Established in 1969, IDentiphoto Company Ltd. is a leading ID technology systems integrator. In addition to providing a full range of identity management systems, tracking and verification solutions — from standalone to enterprise-wide products — the company's ID system experts also builds custom software for mobile tracking requirements, and advises on the best ID card printers, ID badge systems, ID software, printer ribbons and supplies, ID cards, ID badge holders and card personalization services.

IDentiphoto's technology-driven and innovative solutions allow companies to identify, verify and track personnel, contractors, vendors, visitors and others for increased security. Additionally, the firm's ID consultants help businesses enhance security and hone in on ways to streamline manual processes for increased efficiency and better resource management.

Challenge

Although IDentiphoto relies on a building generator to keep the power going during extended outages, the company requires an uninterruptible power system (UPS) to deliver the key seconds of ride-through while the generator powers on.

"Downtime would affect our ability to do business," acknowledges Kevin Tager, the firm's systems administrator. "We're a small family business, so you can't really put a price on how much business we'd lose. But we just can't have people sitting around, unable to work."

Although IDentiphoto has used APC UPSs in the past, when it came time to replace its existing solution last year, the firm opted to explore other alternatives to safeguard its servers, switches, networking gear and wireless equipment. In addition to reliability and capacity requirements, the company desired a rack-based solution.

After researching the different UPS options available, Tager says, "We heard a lot of good things about the Eaton brand, so we decided to give them a try."

Solution

It didn't take long for IDentiphoto to identify the perfect model to meet its needs: the Eaton 5P UPS. Having deployed two 1500 VA units at the beginning of the year, the company is offering rave reviews about the premium, enterprise-class battery backup solution, which is ideal for network closets and small data centers.

First and foremost, the unit delivers the availability and performance the company needed to ensure its equipment stays protected at all times. "Generator or no generator, you still need to be able to shut down your devices without corrupting data or damaging the equipment," Tager points out.

In addition, with its space-saving 1U and 2U rackmount configurations, the 5P conserves valuable rack space in IDentiphoto's equipment room. Even more, the 5P protects more devices by delivering 20 percent more wattage compared to traditional UPSs.

EATON

Powering Business Worldwide

"They can power everything I have in there if I needed them to," Tager confirms, adding that an additional test server and virtual server are not currently connected to the UPS. "There's definitely plenty of juice in those guys. They are very good units. I wanted a UPS that was powerful enough to keep my servers running for 15-20 minutes."

IDentiphot is also benefitting from the high efficiency of the 5P, which offers an industry-leading rating of up to 99 percent. In fact, the 2U rackmount models are ENERGY STAR® qualified, which helps consumers save money and protect the environment through energy efficient products and practices.

"The efficiency is great," Tager enthuses. "You always look at the specs of a UPS and it's nice to see all of the good features that the 5P has to offer."

The systems administrator also praises the unit's next-generation LCD display, which offers a graphical interface showcasing all critical UPS information in a single screen view. "It's really nice to get a quick snapshot by looking at the unit," Tager says. "You don't have to go to a computer and fire up the software. Just by walking by, you can see that everything's running fine."

Also contributing to system uptime is the 5P's ABM® battery charging technology, which uses sophisticated sensing circuitry and an innovative three-stage charging technique to extend the useful service life of the batteries while optimizing recharge time. ABM technology also provides up to 60 days' notice of the end of useful battery service life, allowing ample time to hot-swap batteries without ever having to shut down connected equipment. Incoming voltage fluctuations are also corrected by the UPS so they don't affect the performance of connected equipment.

Furthermore, IDentiphot was impressed by the 5P's three-year warranty, which includes both the unit and its batteries — a level of coverage offered by no other manufacturer in the industry.

"It's a very good value," Tager says of the unit. "In this day and age, price does make a difference. A lot of people are price conscious."

Although he certainly appreciates the price point of the 5P, Tager emphasizes that cost was not the most important consideration when he was exploring UPS options.

"The reviews were a really big thing for me," he acknowledges. "Everyone who talked about the Eaton units previously used APC and had made the switch. It makes a big difference when you hear other people who are using the product talking very highly of it."

IDentiphot has been so impressed with the 5P units that it is now considering purchasing Eaton units for the company's work stations when its existing UPSs require replacement.

Results

With the pair of Eaton 5P units in place, IDentiphot is now able to:

- Safeguard its equipment against power fluctuations
- Gain the ride-through needed for its generator to power on during an outage
- Preserve valuable rack space with the 5P's compact form factor
- Reduce power and cooling expenses with the unit's energy efficient design
- Quickly and easily view UPS status information through the unit's LCD display
- Receive ongoing peace of mind with the unit's exceptional warranty coverage



Eaton 5P UPS

For more information about the 5P, visit Eaton.com/5P.

Eaton Corporation
1000 Eaton Boulevard
Cleveland, OH 44122
United States
Eaton.com

© 2013 Eaton
All Rights Reserved
Publication No. CS153024EN
August 2013

Eaton and ABM are trademarks of Eaton.

All other trademarks are property of their respective owners.



Powering Business Worldwide