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Eaton Announces Collaboration with EMC to Deliver a VSPEX Integrated Power Management Solutions Platform

ESPOO, Finland ... Power management company Eaton has announced its integrated power management solutions suite is EMC® VSPEX® Lab Validated® to operate with VSPEX™ Proven Infrastructure Solutions, a reference architecture designed to simplify the deployment of private cloud and end-user computing solutions.

As an Advantage partner in the EMC Technology Connect Partner Program, Eaton delivers power management, monitoring and protection options to simplify power infrastructure deployment for the VSPEX platform. Validating Eaton's key role in the evolution of converged infrastructure, Eaton's integrated power management solutions provide IT and data centre professionals with a comprehensive solution to maintain uptime and enhance business continuity.

"Our collaboration with EMC highlights the capabilities of Eaton's integrated power management solutions, building on the scalable benefits of VSPEX to help customers obtain command and control over IT assets through power management in order to drive business value," said Hervé Tardy, vice president and general manager, Distributed Power Quality Division, Eaton. "Eaton has integrated power with virtualisation platforms since 2009, and providing solutions for the VSPEX platform is a natural extension of this effort."

"Eaton's integrated power management solutions provide increased value for EMC customers, offering advanced power management capabilities for VSPEX solutions," said Pete Eggimann, director, VSPEX Ecosystem Program, EMC Corporation. "Together we

share a commitment to create innovative technology and we look forward to collaborating with our joint channel partners to create and support differentiated power management solutions for VSPEX.”

As part of their mutual commitment to solution providers and customers, Eaton and EMC are working with Ingram Micro Inc. (NYSE: IM), the world’s largest wholesale technology distributor and a global leader in supply-chain and mobile device lifecycle services, to facilitate technology design and integration of the advanced VSPEX solution with lab-tested Eaton components.

“Ingram Micro U.S. has worked with EMC to help the reseller community become more familiar with its products, and we look forward to doing the same with Eaton’s latest power protection and management enhancements to VSPEX,” said Ronald Villa, director, Storage Business Unit, Ingram Micro U.S. “Eaton and EMC understand the importance of streamlining the integration process in order to support its channel partners with a consistent, reliable solution for end-users to accelerate virtualisation and converged infrastructure deployment.”

Eaton’s 9PX UPS, managed ePDU® rack-based power distribution units and Intelligent Power Manager™ software are among the first components to receive lab verification from EMC for VSPEX interoperability. VSPEX customers utilise Eaton’s Intelligent Power Manager software to automate disaster recovery and business continuity processes directly from the VMware® vCenter™ server management platform, including the consolidation of non-critical workloads to extend battery runtime, automatic and transparent live migration of virtual machines and movement of critical workloads in the event of an extended power event.

Eaton’s managed ePDUs joined with Cisco EnergyWise™ technology are designed to provide VSPEX users with high-accuracy monitoring and control of power consumption at the individual outlet level. When paired with an Eaton environmental monitoring probe, users can configure automated actions and alerts when humidity and temperature threaten rack hardware. The award-winning 9PX UPS rounds out Eaton’s integrated power management suite, tested to integrate seamlessly with VSPEX solutions to provide a highly configurable, scalable and reliable option for equipment protection.

For more information about Eaton's integrated power management solutions for the EMC VSPEX infrastructure, visit www.eaton.eu/VSPEX. To learn more about Eaton's power quality solutions, visit www.eaton.eu/powerquality. For all of the latest news follow us on Twitter via [@Eaton UPS](https://twitter.com/Eaton_UPS) or find our [Eaton EMEA LinkedIn company](#) page.

Eaton's electrical business is a global leader with expertise in power distribution and circuit protection; backup power protection; control and automation; lighting and security; structural solutions and wiring devices; solutions for harsh and hazardous environments; and engineering services. Eaton is positioned through its global solutions to answer today's most critical electrical power management challenges.

Eaton is a power management company with 2013 sales of \$22.0 billion. Eaton provides energy-efficient solutions that help our customers effectively manage electrical, hydraulic and mechanical power more efficiently, safely and sustainably. Eaton has approximately 101,000 employees and sells products to customers in more than 175 countries. For more information, visit www.eaton.com.

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