

# real life

A STORY FROM THE FRONT LINES OF POWER PROTECTION

*This prestigious law firm was on the forefront of combining their voice and data traffic over the LAN when they realized the impact that power quality can have on reliability. That's why they chose ONEAC's Power Conditioned UPS to protect their CISCO switches.*

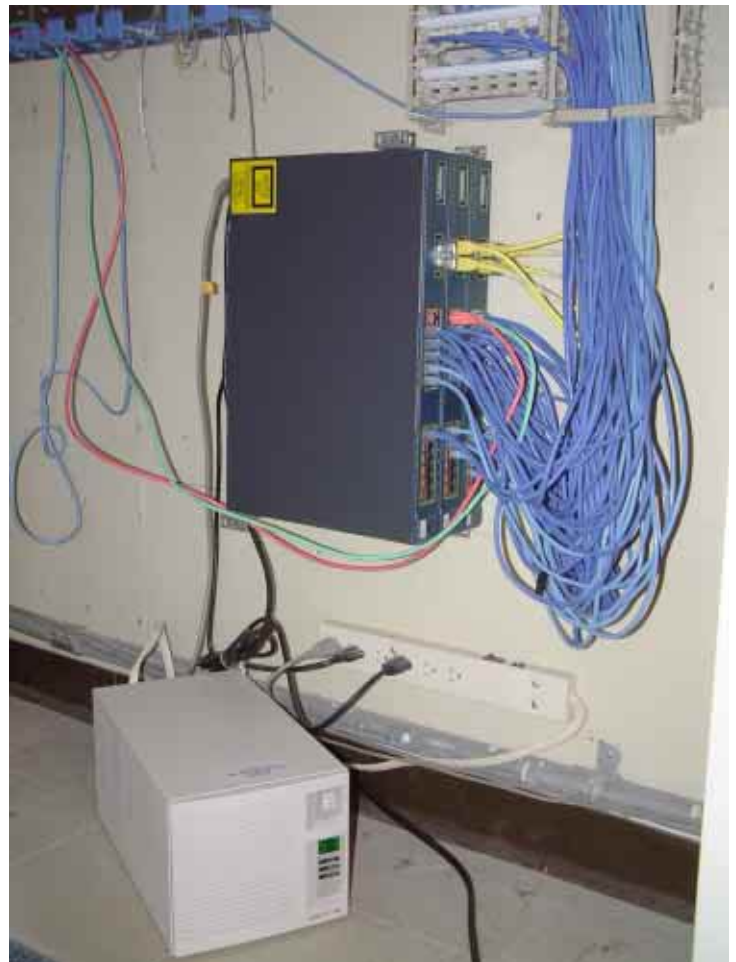
## Power Quality Helps Law Firm Realize Benefits of VoIP

Fraser Milner Casgrain LLP (FMC) is one of Canada's leading full service business law firms. Their Toronto office is home to over 180 attorneys and occupies nearly 5 floors at One First Canadian Place. FMC's clients include corporations of all sizes and many individuals as well.

The firm's LAN is being designed to carry both voice and data traffic. There are forty CISCO Catalyst 3524 PWR switches in FMC's twenty wiring closets. These switches will someday provide power to CISCO's Voice Over Internet Protocol (VoIP) telephones.

### The Problem

"Almost six months ago we were noticing poor network performance scattered throughout our floors. End users were calling to report their systems crashing and freezing. These types of network problems are the most difficult to pin-point," stated Dave Komaromi, manager of technical support for FMC. By chance, while visually inspecting the switching gear in one of the wiring closets, Dave witnessed the switch doing what appeared to be power cycling. Under normal circumstances this would have generated a network alert, but



that was not happening. Upon closer examination, it turned out that the switch was not fully power cycling. Instead, it was due to more subtle power disturbances which were severe enough to reset the ports going to the desktop, thus freezing the computers.

### The Search

Dave began working with ON Power, a power quality specialist with offices across Canada. ON Power had provided other equipment for different applications at Fraser

Milner Casgrain, and had established a track record for successful installations. "They monitored the power and were able to show me the disturbances on the power lines, as well as what my current UPS's were doing--and not doing!" said Dave. He quickly realized this was a power-related problem, and verified this by removing the APC UPS and installing an ONEAC Power Conditioned UPS from ON Power. Immediately the problems disappeared.

*...continued on back*

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*Dave Komaromi, Technical Support Manager  
Fraser Milner Casgrain, LLP*

**ONEAC**

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“The ONEAC UPS is an insurance policy... It’s a small price to pay for peace of mind.”

*Dave Komaromi,  
Technical Support Manager  
Fraser Milner Casgrain, LLP*

## The Solution

Within days, Dave had replaced the twenty APC UPS's with the ONEAC UPSs.

“In a law firm you cannot afford downtime. The ONEAC UPS is an insurance policy protecting a combined total of \$200,000 worth of gear. Not to mention preventing downtime attributed to power problems, commonly seen in large buildings. It’s a small price to pay for peace of mind. With the company on the forefront of combining our voice and data traffic over the LAN, it was important to build a solid infrastructure beginning with power,” exclaimed Dave.

Dave is seriously considering ONEAC’s ManageUPS<sup>®</sup>NET cards for these UPS's, which will provide the administrator with the ability to monitor each UPS’s status and condition using a Web Browser, SNMP, or Telnet. With these cards installed, the UPS’s will also be able to send e-mail alerts to Dave, alerting him to conditions that compromise uptime, such as worn-out batteries, excessively hot conditions, or other problems with the UPS.

## The ONEAC Difference

It’s well established that power problems are the leading cause of network downtime and data loss. Lightning and outages are the most visible of these. And most power protection products protect against them to some degree. But fast-edged transients and other conducted noise can be just as dangerous. ONEAC’s low-impedance, full output isolation transformers eliminate them completely, while most products are only capable of protecting against a portion. That difference can have a major impact on reliability.

The evidence shows that switching from standard filter-based protection to ONEAC leads to an average 35 percent reduction in hard failures, 80 percent reduction in “no trouble found” service calls and equally dramatic reductions in a host of other mysterious system ills.

The cost of ONEAC protection is a small fraction of your total investment in electronic systems and support. Doesn’t it make more sense to specify the one that offers you complete power protection?

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