

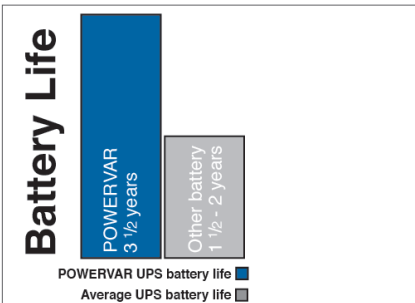
## The POWERVAR Advantage

### The Lowest Cost of Ownership



#### POWERVAR batteries have a longer life

A typical UPS battery life is 1.5 to 2 years. Compare that to a typical POWERVAR UPS battery life of 3.5 years or longer.

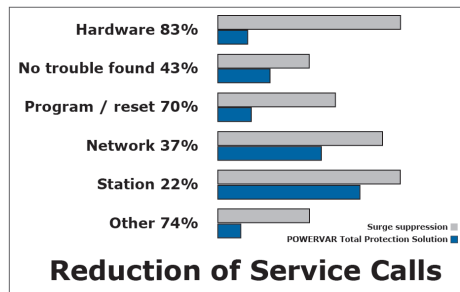


The design of the POWERVAR UPS utilizes automatic voltage regulation (AVR) technology, reducing the number of times the UPS switches to battery power. This design increases the life of the battery and will save you the cost of frequent battery replacements.

POWERVAR takes steps to ensure you have the strongest battery possible—selecting premium rated batteries and quality testing the UPS system before shipment ensures we deliver the highest quality system.

#### Total Protection Solutions reduce service calls and downtime

An average service call costs a minimum of \$150 or more and that doesn't include equipment replacement costs.



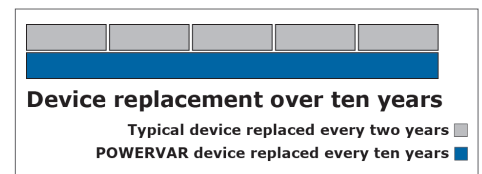
*Field study results compiled over ten years show a reduction in a variety of service calls when using a POWERVAR Total Protection Solution.*

Service calls can be expensive, but a service call does not include the cost of downtime. Revenue loss, corrupt data, lost time, lost customer satisfaction all affect the bottom line. According to a survey by the Yankee Group, over 50% of corporations researched put downtime costs associated with system outages at upwards of \$2000 per hour.

*How much does downtime cost you?*

#### POWERVAR products typically last over ten years

The average life span of a POWERVAR product is ten years. Other UPS systems last two years and then the unit is thrown away when the battery dies.



#### The POWERVAR difference

POWERVAR power conditioned solutions are designed for premium performance so you see immediate results:

- Reduced cost of service and help desk calls
- Reduced cost of downtime
- Reduced cost of battery and UPS replacements
- Optimized performance of your system
- Increased customer satisfaction

