

## Nominee: Schneider Electric

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### Nomination title: Schneider Electric Galaxy VM UPS with Enhanced Capital Allowances

- What are your product's/solution's key distinguishing features and/or USP?
- Galaxy VM allows highly efficient operation using patented EConversion™ which combines 99% efficiency with seamless switch-over to backup mode. The inverter runs in parallel to the bypass source so that the load always receives conditioned power
- Its combination of high efficiency and reliability, as well as its ETL approval for capital allowances, makes it a highly cost effective choice for loads requiring 24 \* 7 uptime.
- It is the only UPS able to achieve an IEC 62040-3 Class 1 rating without double conversion. It also supports a wide range of operating loads from 160 to 800kVA.
- What tangible impact has your product/solution had on the market and your customers?

Galaxy VM employs Schneider's patented EConversion™ technology which combines high energy efficiency and seamless switch-over to inverter mode in the event of a mains power failure. In this way the electrical load is never exposed to unconditioned mains power and as such the Galaxy VM is compliant with IEC 62040-3 Class 1, a unique achievement in its class.

“Galaxy VM represents the best of Schneider Electric, capitalising on our 45 years of reliable power protection design while seizing the opportunities presented by new, energy efficient technologies,” said Gael Souchet, Global Product Manager, Galaxy VM UPS, Schneider Electric. “Facility and IT managers can count on Galaxy VM to work with existing systems, while helping drive business results by reducing energy consumption and its related costs.”

The Galaxy VM UPS can achieve 99 percent efficiency using EConversion™ mode, which also features input harmonic correction while combining the advantages of double conversion on-line and advanced ECO mode technologies. This allows the UPS to operate at the greatest efficiency without putting data centre loads at risk, an important feature for data centre operators and managers who must balance the need for optimal energy efficiency with maximum uptime and availability.

Additionally, the Galaxy VM offers flexible energy storage solutions with swappable modular battery modules and fans that can be replaced without the need to go to maintenance bypass,

thus increasing availability and load protection. It also offers an unrivaled operating range, able to support loads from 160 to 800kVA.

- What are the major differentiators between your product/solution and those of your primary competitors?

The Galaxy VM is listed on the UK Government's Energy Technology List (ETL) which allows operators to claim capital allowances for deploying energy-efficient equipment.

Designed to integrate into existing electrical, physical and monitoring environments, Galaxy VM works with Schneider Electric's StruxureWare® data centre infrastructure management (DCIM) software applications, building management systems (BMS) and Modbus protocol.

Enhancing its ease of installation, the Galaxy VM has a highly compact footprint, allowing for top and bottom cable entry, integrated casters for ease of mobility and back-to-the-wall installation requiring zero clearance enabling to be deployed in seismic zones. Galaxy VM is also easily configured with Schneider Electric's ISX Designer configuration tool.

Galaxy VM is a key component of Schneider Electric's comprehensive energy management solution for data centre and industrial applications. For more information about this product and Schneider Electric's energy management solutions, please visit the Power Management Systems product website and Schneider Electric TV for product showcase videos.

### Why nominee should win

☐ Unique patented ECOConversion™ technology combines maximum efficiency with no-risk reliability: 99 per cent energy efficiency and instantaneous switch-over to backup mode.

☐ It is the only UPS able to perform instantaneous switch-over to meet Class 1 compliance with IEC 62040-3 without using double conversion, thereby guaranteeing that the load will always be under a conditioned power supply

☐ Seamless integration with industry-standard data-centre infrastructure and management software

☐ Proven reliability and efficiency, as verified by presence on the ETL, qualifies Galaxy VM for maximum capital allowances

☐ Proven track record of Schneider Electric delivering efficient, reliable, cost-effective solutions