

Success Story: Valley TechLogic

Markets Served
Data Centers & IT



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Adam Bielanski, executive vice president

Reseller relies on what they sell: Eaton UPSs

Location:

Atwater, Cal.

Segment:

Technology Sales

Problem:

The technology reseller needed a high-quality, easy to manage UPS solution to not only protect its own systems but also those of its customers.

Solution:

Eaton® 5PX UPS, Intelligent Power® Software

Results:

The Eaton 5PX, combined with the Intelligent Power Software Suite, provides the continuous uptime and easy manageability Valley TechLogic was seeking.

Background

Valley TechLogic delivers premium IT managed services and support for businesses in Central California. Its computer and network experts are available to operate a firm's most critical infrastructure components all the way up to complete IT needs. Either way, customers gain the peace of mind that comes from an always-there IT service and support team.

Founded in 2004, Valley TechLogic began with a mission to help small and medium-sized businesses achieve a solid return on their technology investments. Since then, the company has remained dedicated to providing state-of-the-art IT support, service and products that allow its clients to stay ahead of the competition and attain greater success.

Challenge

When it comes to supplying IT infrastructure and equipment to its customers, Valley TechLogic opts to deploy a hands-on approach.

"We firmly believe in knowing the technology in and out before selling it to our clients," reveals Adam Bielanski, executive vice president.

To that end, the company not only supplies Eaton uninterruptible power systems (UPSs) to safeguard its customers' critical equipment, but also relies on the brand to maintain continuous uptime within its own data center.

"We have one customer that is a large teleradiology service, and if we were to lose power in our data center, it would literally bring their business to a halt and affect 150 doctors around the world," Bielanski says. "Downtime for us would be pretty significant."

The company previously used APC UPSs but was growing increasingly frustrated by the units' frequent battery failures. Then, at a Tech Select conference in Puerto Rico last year, employees from Valley TechLogic were able to meet one-on-one with Eaton representatives and learn more about the product line.

"We had wanted to check out Eaton because a lot of other IT companies we knew really liked their stuff," Bielanski reveals.

For its own environment, Valley TechLogic sought a UPS solution that would not only facilitate continuous uptime for a broad range of servers, switches, routers and other network devices, but also offer high efficiency and a small footprint. Furthermore, the company desired a manufacturer that would provide ongoing, quality service and support.

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Solution

Valley TechLogic discovered everything it was looking for in Eaton — and for its data center, in the Eaton 5PX UPS. Deployed in January, “the unit is working great,” Bielanski reports.

In addition to delivering enterprise-class battery backup with the option of adding up to four extended battery modules (EBMs), the 5PX provides industry-leading efficiency of up to 99 percent, which reduces power and cooling needs.

As part of its exceptional manageability, the 5PX includes energy metering capabilities that can assess energy consumption right down to the outlet segments. Furthermore, the unit protects more devices by delivering 28 percent more wattage compared to traditional UPSs.

“The 5PX is clean, easy to use and simple to service,” Bielanski reports.

The vice president also appreciates the unit’s 2U form factor, which doesn’t occupy a lot of valuable real estate within the rack. “Space is obviously a concern for a number of our clients,” he says.

Even more, the 5PX comes bundled with Eaton’s Intelligent Power Software Suite, which provides all of the tools needed to monitor and manage power devices across the network by combining the most critical applications to ensure system uptime and data integrity. The solution not only offers power monitoring and management, but also graceful shutdown during an extended power outage and extensive notification capabilities.

Furthermore, by integrating Intelligent Power Software with the 5PX, users are able to gain compatibility with VMware and other popular platforms, a huge advantage for Valley TechLogic since a large number of the firm’s customers operate virtualized environments.

“Another benefit of the software is it integrates with legacy UPSs,” Bielanski points out. “Being able to monitor other older UPSs is a helpful feature.”

In addition, the 5PX features Eaton’s next-generation LCD, which provides a graphical interface with all critical UPS information in a single screen view.

Valley TechLogic can also rest easy knowing the 5PX is protected by a warranty covers both the UPS and the batteries for three years — a level of protection that is not offered by any other UPS manufacturer.

Beyond the high performance of the UPS, Bielanski has also been impressed by the level of quality and service provided by Eaton. “They’ve been spot-on every time,” he enthuses. “It’s been great.”

As Valley TechLogic’s older UPSs reach the end of life, “We will definitely replace them with Eaton,” Bielanski confirms. “We don’t use APC anymore.”

Indeed, Valley TechLogic has been so pleased with Eaton that the firm is now sharing the wealth — supplying its valued customers with the UPS offering.

“It just comes down to the service quality we get from Eaton if there’s ever a problem,” Bielanski explains. “The presales and sales support is much better than APC, and it’s very easy getting specs and other information to serve our clients. Plus, the quality of the manufacturing is much better. Everything we’ve bought has been great.”

Results

The 5PX was put to the test recently, when Valley TechLogic was struck by an unexpected power failure. “The UPS performed just as expected,” Bielanski reveals, “and carried the load over until the generator kicked on.”

With the 5PX safeguarding its data center, the company is now able to:

- Ensure continuous uptime to its range of critical equipment
- Preserve space with the small footprint of the 5PX
- Easily monitor and manage its power environment with free Intelligent Power Software Suite, which also works in virtualized environments
- Reduce power and cooling bills with the 5PX’s industry-leading efficiency
- Rest assured with Eaton’s high quality service and support



Eaton 5PX

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

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Publication No. CS153022EN
August 2013

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