



Entretiens Cartier Power Management in virtual server environment

Summary

- Eaton Corporation
- Power Management Software suite
- Power management integration in Virtualization



Powering businesses worldwide for 100 years



- Founded in 1911 by J.O. Eaton
- World Headquarters in Cleveland, Ohio USA
- Regional Headquarters in Shanghai, China; Morges, Switzerland; Sao Paulo, Brazil
- Innovation Centers in the USA, China and India
- Customers in more than 150 countries
- 2010 sales of \$13.7 billion, 55% of sales outside the U.S.
- Approx. 70,000 employees
- Chairman & CEO –Alexander M. Cutler



Eaton is a leader across the power management spectrum

We provide reliable, efficient and safe power management for...



Cities & Buildings

Industrial & Machinery

Information Technology

Transportation

Infrastructure

Energy & Utilities



Powering businesses worldwide for 100 years



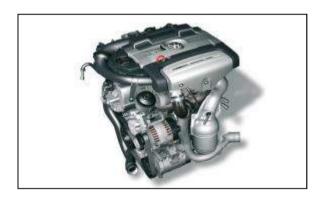
New high-pressure fuel injection system for the Airbus A380:

1 metric ton saved = CO₂ reduction



Hybrid electric and hybrid hydraulic truck power:

60% fuel savings



TSI Superchargers for the VW/Audi group: 15% more power, 20% fuel savings



High efficiency data center UPS: \$30,000 savings over 5 years



From Power to Critical Infrastructure Management

- Initial entry in the UPS (power quality) space: Powerware (2004)
- Extend power range outside of the USA
 - Phoenixtec (China); Santak = largest UPS brand in China
 - MGE Office Protection Systems (EMEA)
- Leading edge power management capabilities
 - MGE Office Protection Systems
- Strengthen service capabilities
 - Balmen (Spain), Power Products (Czech),
 PK Electronics (Belgium)
- Rack-based power distribution
 - Aphel (UK), Pulizzi (USA)
- Rack enclosures and air-flow management
 - Wright Line (USA)







Eaton's electrical power solutions can help reduce energy usage by up to 30% in buildings



Save Protect the Environment Energy

Pow-R-Command **Lighting Control**

Uninterruptible **Power Systems**

Variable Frequency **Drives and Soft Starters**

Energy Efficient and Harmonic Mitigating **Transformers**

Power Xpert Software and Meters **Energy Audits**

Power Factor Correction Refurbishing Capacitors and Filters

Paralleling Switchgear

Automatic Transfer Switches

Integrated Facilities Systems

Medium Voltage Switchgear

Services

Circuit Breakers

Integrated Power Assemblies

Busway

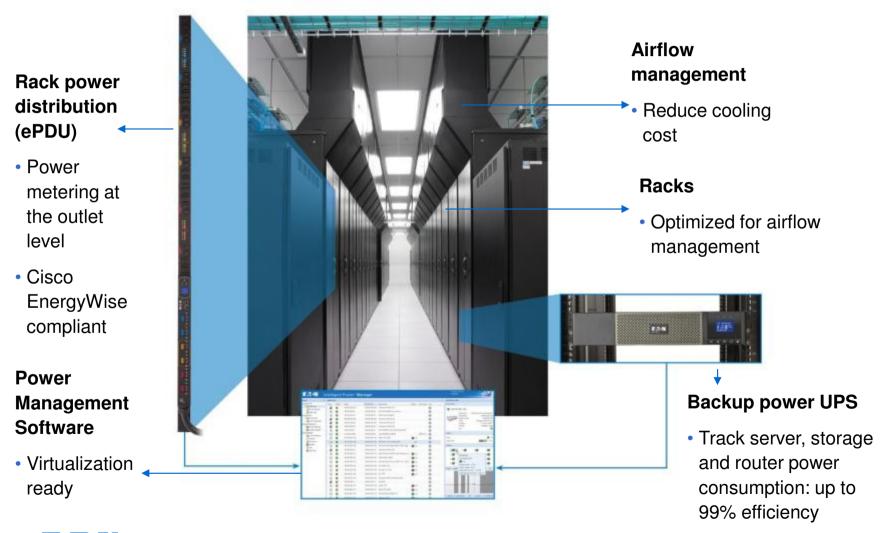




Power Management Software Suite



We have all the Physical Infrastructure -



Products managed in Montbonnot HQ

Single Phase UPS



Pulsar Series - Powerware Series - E Series

Rack mounted 3 Phase UPS



BladeUPS

Software & Connectivity





Critical Sales-enabler for IT Channels

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Intelligent Power Software Suite

- Two software products
 - Intelligent Power Manager: software for extensive remote monitoring and management
 - Compatible with Windows PCs and servers;
 VMware's vCenter™; Citrix XenCenter and Microsoft's SCVMM
 - Intelligent Power Protector: shutdown software for extended power outages
 - Compatible with Windows, several versions of Linux; VMware's ESX[™] and ESXi[™]; XenServer, RedHat KVM and Microsoft's Hyper-V[™]



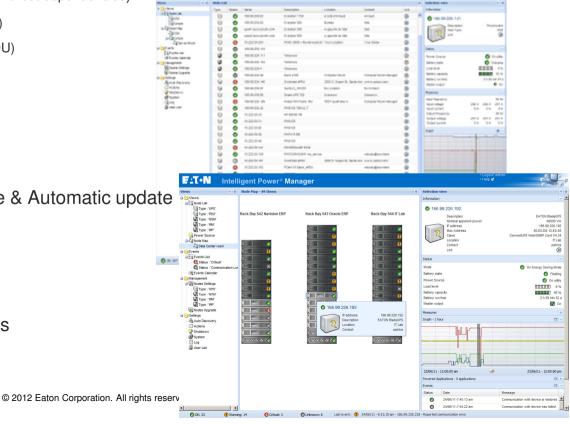


Intelligent Power Manager since 2009

(Supervision and management)



- Multiple OS (from Windows 2000 to Seven)
- Interface
 - Web 2.0 Interface (Selective refresh, Drag and drop, ...) for Power source supervision, Graphs, Events, Calendar, Statistics, Customized Maps ...
 - Multiple languages (11 including Asian languages) & Multiple Browser (IE, Firefox, Chrome ...)
- Installation
 - Light weight package (easy installation without dependencies)
- Nodes acquisition (Network, USB, RS232)
 - Multi devices supervision (UPS & ePDU)
 - Multi-applications (IPP)
 - Automatic discovery
 - Redundancy supervision
- Management
 - ePDU Power measurement
 - Mass Configuration & Mass update & Automatic update
 - Flexible events and actions
 - Server and UPS Dependency
 - Simple asset management
- Security
 - Multi level password & https access



Intelligent Power Protector since 2010

Server Graceful Shutdown





Multiple OS (from Windows 2000 to Seven on x86 & x64 / Linux (native package)





Virtual environment (VM Ware, Hyper V, Xen, KVM)

Interface

- Web 2.0 Interface (selective refresh, Drag and drop, ...) for power source supervision, Graphs, Calendar, Statistics, ...
- Multiple languages (11 including Asian languages) & Multiple Browser (IE, Firefox, Chrome, ...)

Installation

- Light weight package with easy installation (without dependencies)
- Deployment facility (silent install)
- UPS acquisition (USB + RS232 + Network
 - Automatic discovery
 - Redundancy
- Manageability
 - Mass Configuration & Update
 - Automatic update
 - Shutdown controller
 - Flexible events and actions
- Security
 - Shutdown alarm protection & ht





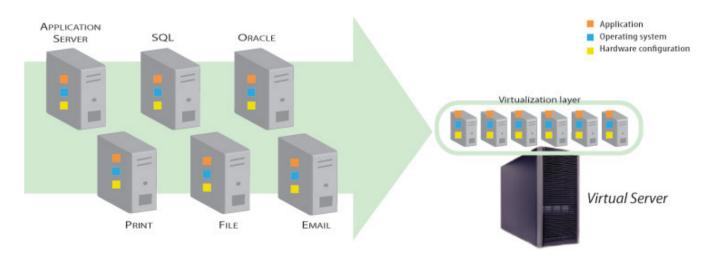


Power management integration in Virtualization



Virtualization

What is virtualization?

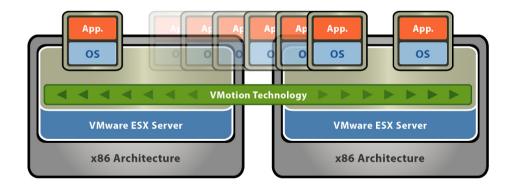


- Consolidation of IT applications on virtual machines instead of having dedicated servers per application
- Virtual machines are independant from physical servers



Virtualization Increases business continuity

- The capability to move and balance the load (VMs)
 - vMotion on VMware
 - Live Migration on Microsoft
 - Xen Motion on Citrix XenServer
 - Live Migration on Redhat Entreprise Virtualization





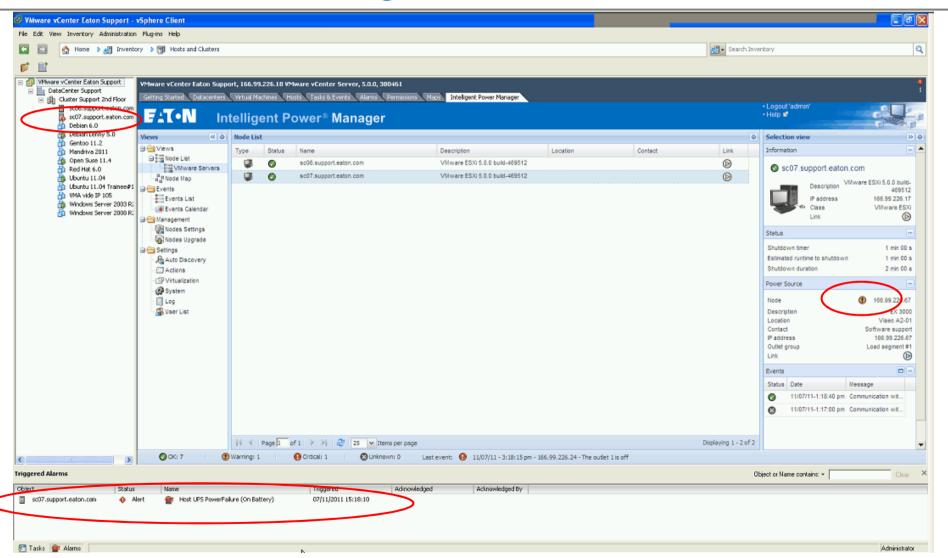
Power integration in IT Software (VMware)

- Register IPM as a Plug-In in vCenter
- Register new type of event (Power Event)
- Create new alarms triggered from events

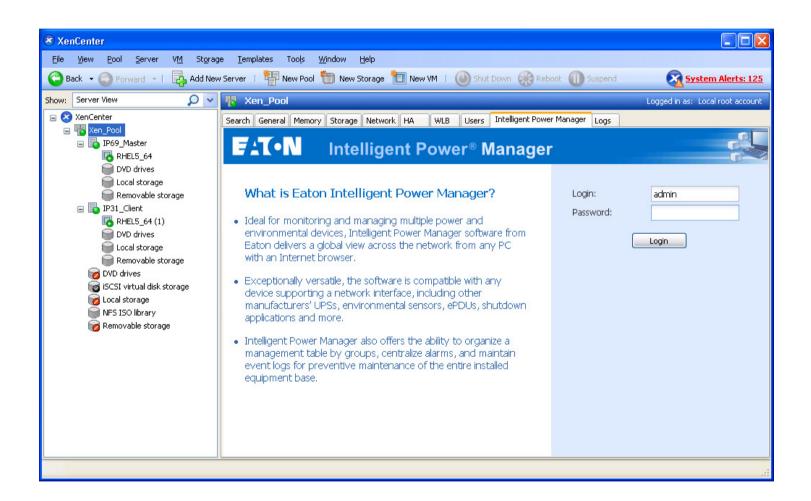




Power Event trig Alarms



Power integration in IT Software (Citrix)





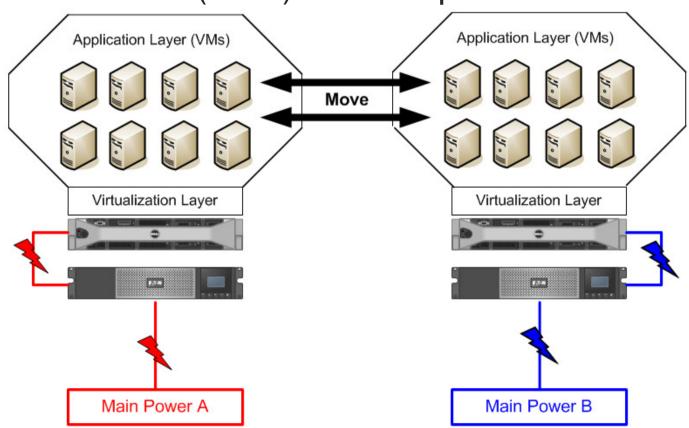
The Power Protection

- Local Protection Agent (IPP)
 - Closer to the server
 - Need to be installed on each server
 - Installation not always possible (VMware ESXi)
- Remote Protection and Management (IPM)
 - Network is critical for the protection
 - Single point of failure



Before the Shutdown

Move load (VMs) on safe place





Demo: VCenter

vCenter demo feb 2012.mp4



For more information

 Learn more about the new Intelligent Power Software Suite and view the product demo at www.eaton.com/intelligentpower





