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Rack Systems

NetShelter SX with Shock Packaging

Overview and News Regarding
Pre-Racking/Integration Services

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June 2018
Product Manager – Rack Systems

NetShelter SX IT Cabinets

NetShelter SX is the building block of power and cooling InfraStruxure

Available in 24U, 42U, 45U and 48U heights, 600mm and 750mm widths, and 1070mm and 1200mm depths

Also available in 12U and 18U heights, 600mm wide, and 900mm and 1070mm depths



> Agility

- Offering the most standard features to ease installation and speed deployment.
- Single rack design is flexible to accommodate various networking and server applications and now AV and Colocation environments.

> Compatibility

- Cooling, rack power distribution, and cable management products work seamlessly with the enclosures.
- Guaranteed compatibility with any EIA-310-E compliant IT equipment.

> Market Leader as #1 or #2 enclosure manufacturer around the world!

10+ years in the industry & Over 1 Million Units Sold!

NetShelter SX with Shock Packaging

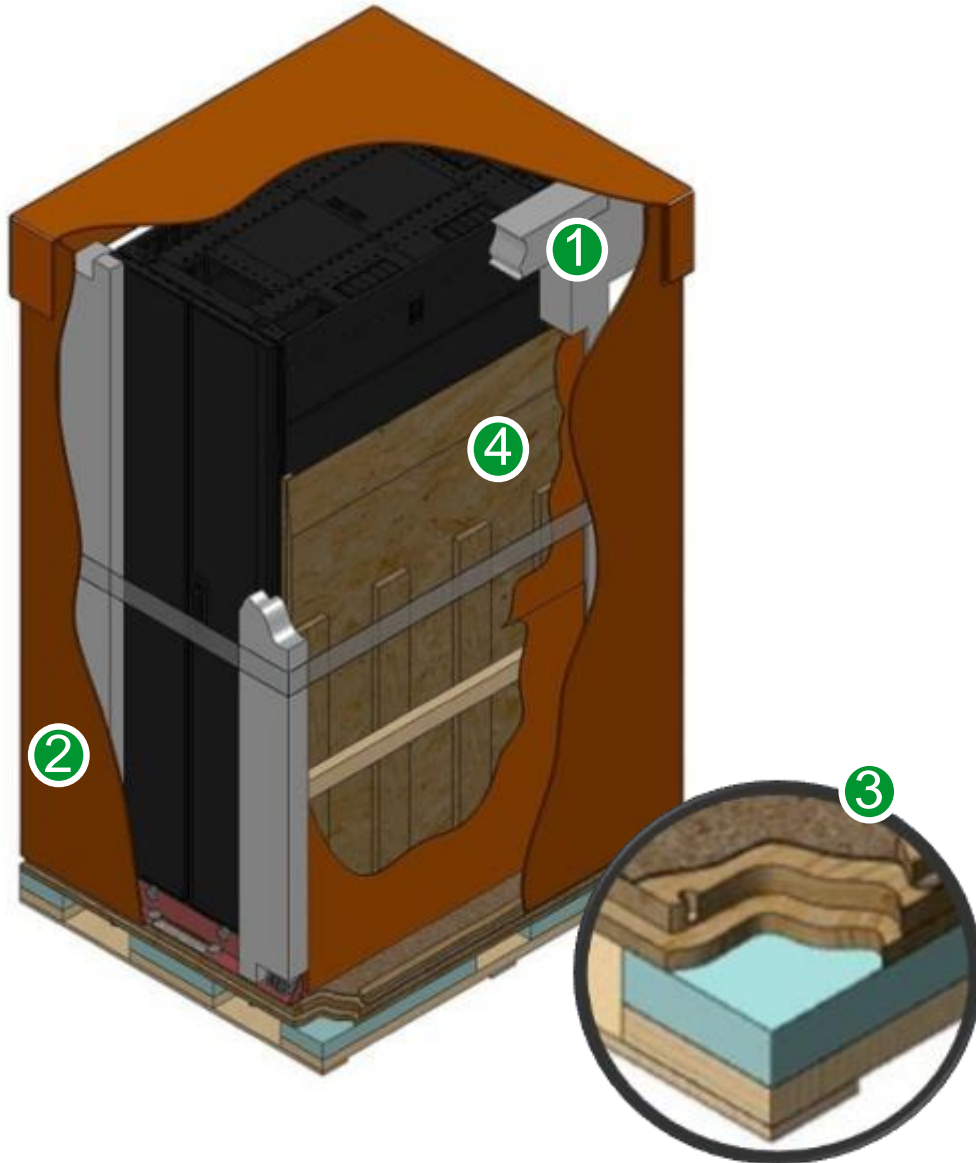
Rack and Stack made Easy for Equipment Integrators and Converged Deployments



Designed to safely load, transport, unload and deploy a cabinet with up to 907 kg (2000 lbs) of IT equipment installed.

NetShelter SX with Shock Packaging

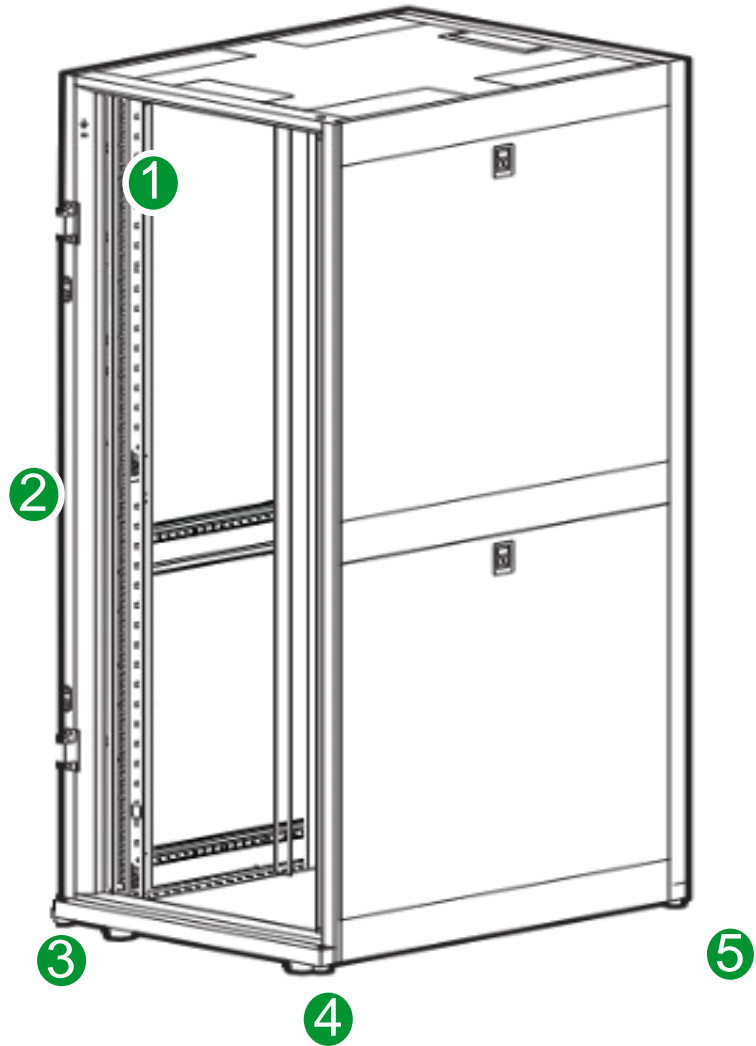
Cabinet paired with shock absorbing pallet, unloading ramp, and impact resistant shell



- 1 Foam Padding**
 - > Protects all exterior sides from handling damage
- 2 Two-Piece Removable Cardboard Wrap**
 - > Reusable
 - > Convenient place for integrator logos
 - > Conceals cabinet contents
 - > Keeps dust and debris away from equipment
- 3 Multi-Layer Pallet**
 - > Absorbs impact and vibration during transit
 - > Distributes cabinet load evenly across pallet
 - > Supports weight of cabinet & equipment installed over integration / travel time
- 4 Ramp**
 - > Built in rails guide rack safely to floor
 - > Stores within pallet footprint

NetShelter SX with Shock Packaging

Cabinet paired with shock absorbing pallet, unloading ramp, and impact resistant shell



1

Additional mounting rail fasteners

- > Supports load even under high vibration
- > Securely holds rail position during transport

2

Two-Piece Removable Cardboard Wrap

- > Reusable
- > Convenient place for integrator logos
- > Conceals cabinet contents
- > Keeps dust and debris away from equipment

3

Cabinet Elevation Brackets

- > Support of the weight load underneath & front/rear via bracket attachment
- > 4 brackets elevate casters during shipment to eliminate long period of weight load during shipment

4

Heavy duty castors

- > More durable, higher load ratings, and smoother rolling profile ensure proper performance at the delivery site under heavy weight conditions

5

Fixed rear castors

- > Helps to guide the rack straight down the ramp
- > Improves steering with fully loaded rack

Colocation Opportunity

Safely transport pretested equipment to the colo

Pre-build and ship

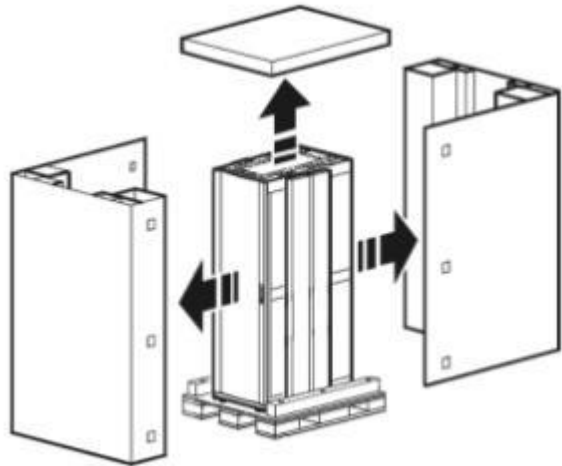
- > Build and test on your own schedule
- > Manage equipment packaging as needed
- > Troubleshoot with direct access to network
- > Quick and ordered move in process

Install on site at colo

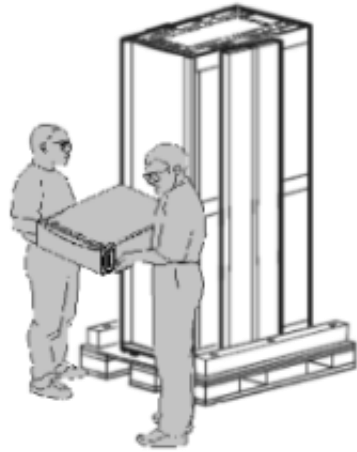
- > Scramble in unfamiliar area
- > Work in small area with piles of empty boxes
- > Troubleshoot through phone with local DC
- > Move in can take days of hassle

Integrator Opportunity

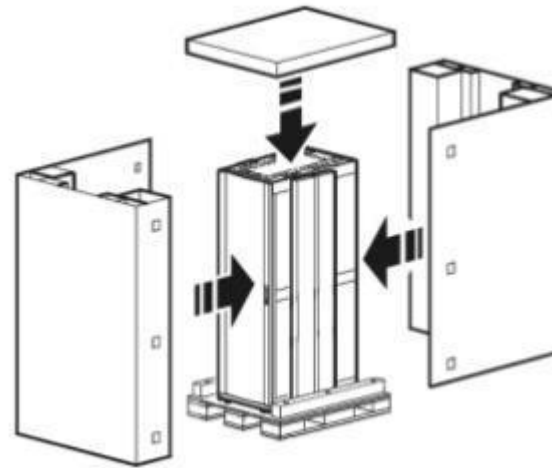
The cabinet stays securely on the same pallet all the way to its final destination



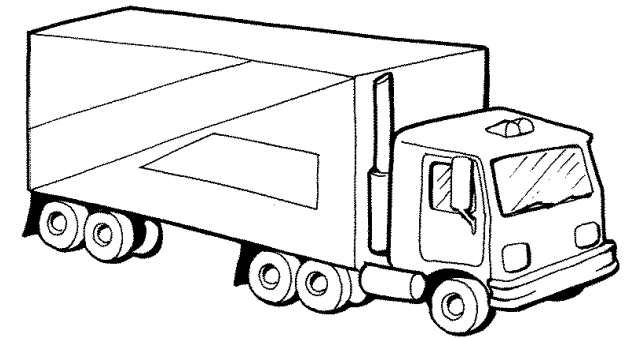
Remove outer
Wrap layers



Rack stays on pallet
during integration



Reapply protective
packaging



Ship to customer site
for installation

Netshelter SX3K with Shock Packaging



Full Overview & How to Use Video



Shock Packaging Quick Timelapse

Schneider Electric's New HS Rack Platform

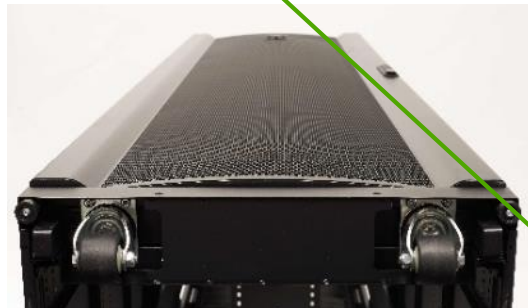
High Strength (HS)
Major differences between SX platform

3500lb Rated Load

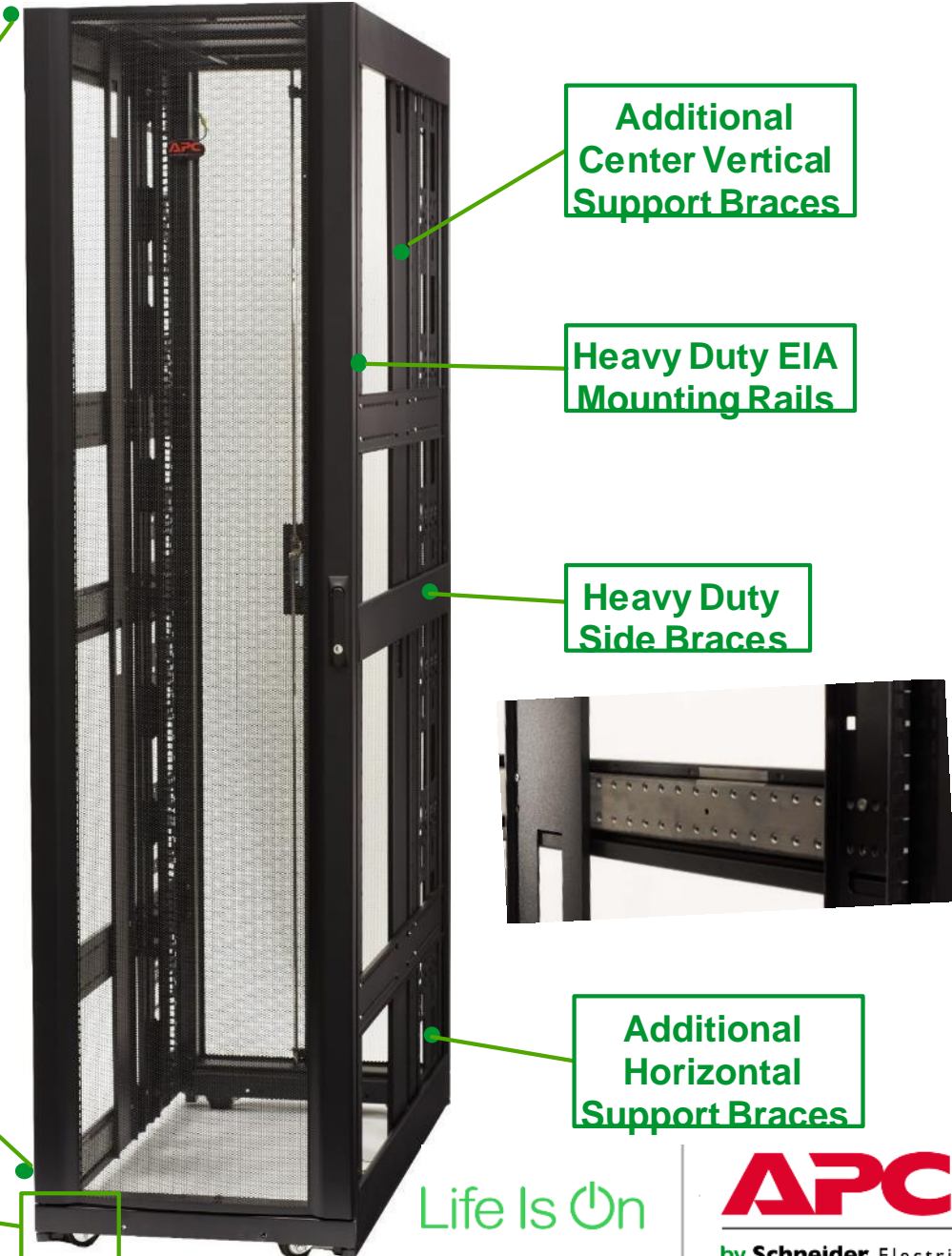
- > Static 4250lb
- > Rolling 3500lb
- > Shock Packaging 3500lb equipment load



Updated Top/Bottom Frame Profile for ISX compatibility



Heavy Duty Casters



Additional Center Vertical Support Braces

Heavy Duty EIA Mounting Rails

Heavy Duty Side Braces

Additional Horizontal Support Braces

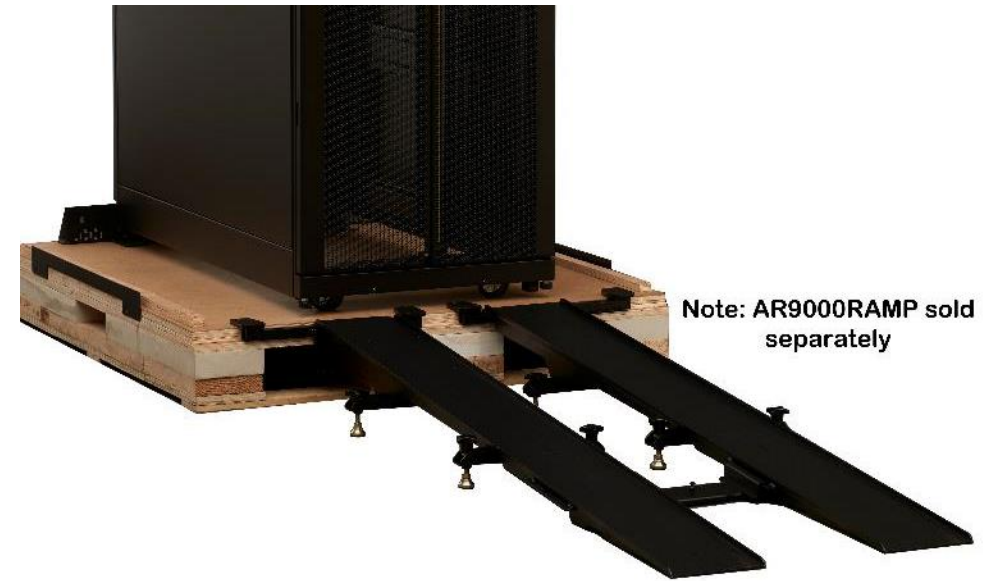
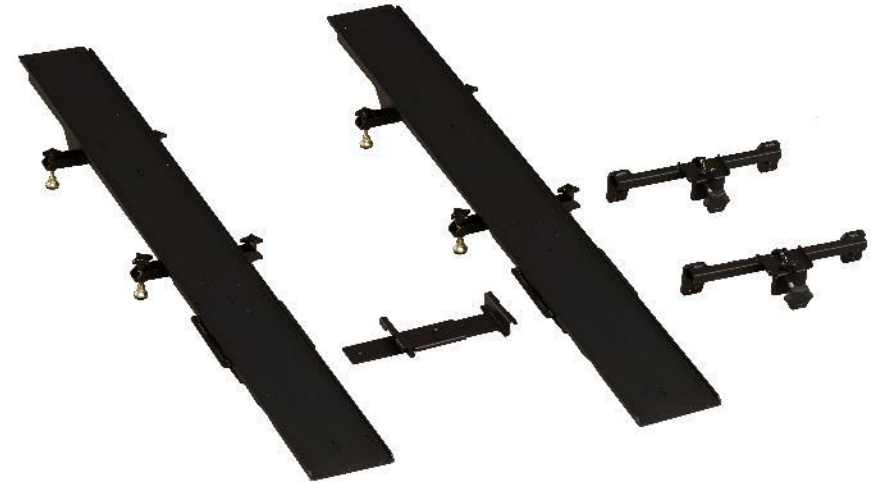


E.g. 8 x Cisco UCS 5108 fully loaded +2000lb



Metal Ramp System

- SKU: AR9000RAMP
- High strength metal ramp
- Quality, secure design
- Reusable
- Sold individually or pick-to-order with a rack



Note: AR9000RAMP sold separately

Shock Packaging vs Wooden Crates

An easy way to protect a valuable IT investment

Shock Packaging

- > Tested to ISTA 3E Shipping Standard
- > Absorbs impact and vibration to protect IT equipment
- > Designed by a team of engineers familiar with Data Center equipment
- > Quick and effective option for protecting integrators' reputations
- > Original rack packaging used through final delivery

Wooden Crate

- > No testing certifications
- > Transmits all impact and vibration to IT equipment
- > Designed by a packaging engineer with limited IT familiarity
- > Costly custom approach offering little peace of mind
- > Original packaging discarded and rack is moved during integration

NetShelter SX with Shock Packaging

Globally available SKU offering

Height	Width	Depth	NetShelter SKU	Load Rating Inside Cabinet
42U	600mm (24in)	1070mm (42in)	AR3100SP	907 kg (2000 lbs)
		1200mm (47.5in)	AR3300SP	907 kg (2000 lbs)
	750mm (30in)	1070mm (42in)	AR3150SP	907 kg (2000 lbs)
		1200mm (47.5in)	AR3350SP	907 kg (2000 lbs)
45U	600mm (24in)	1070mm (42in)	AR3105SP	907 kg (2000 lbs)
		1200mm (47.5in)	AR3305SP	907 kg (2000 lbs)
	750mm (30in)	1070mm (42in)	AR3155SP	907 kg (2000 lbs)
		1200mm (47.5in)	AR3355SP	907 kg (2000 lbs)
48U	600mm (24in)	1070mm (42in)	AR3107SP	907 kg (2000 lbs)
		1200mm (47.5in)	AR3307SP	907 kg (2000 lbs)
	750mm (30in)	1070mm (42in)	AR3157SP	907 kg (2000 lbs)
		1200mm (47.5in)	AR3357SP	907 kg (2000 lbs)

NetShelter SX3K with Shock Packaging

NAM and EMEA SKU offering (For Different Regions/Sizes, contact Custom Racks Team)

Height	Width	Depth	NetShelter SKU	Load Rating Inside Cabinet
42U	600mm (24in)	1200mm (47.5in)	AR9300SP	3500 lbs
48U	600mm (24in)	1200mm (47.5in)	AR9307SP	3500 lbs
Individual ramp SKU - sold separately from AR9300SP / AR9307SP			AR9000RAMP	
PTO SKU – Rack & Ramp			AR9300SP-R	See above
PTO SKU – Rack & Ramp			AR9307SP-R	See above

NetShelter 12U & 18U with Shock Packaging

Height	Width	Depth	NetShelter	Load Rating Inside Cabinet
			SKU	
12U	600mm (24in)	900mm (35.42in)	AR3003SP	272 kg (600 lbs)
		1070mm (42in)	AR3103SP	272 kg (600 lbs)
18U	600mm (24in)	900mm (35.42in)	AR3006SP	408 kg (900 lbs)
		1070mm (42in)	AR3106SP	408 kg (900 lbs)

Shock Packaging Customer Experiences

Companies are already using shock NetShelter packaging to delight their customers

IBM

- > Cloud System migration from Orlando, FL
Think Exhibit to Corporate Raleigh, NC
Technology Park
- > Also transitioned to a deeper cabinet with
more space for cable management and
Rack PDUs



Shock Packaging Customer Experiences

Companies are already using shock NetShelter packaging to delight their customers

Avnet / EMC

- > Deliver fully populated EMC VSPEX Converged Systems from Acton, MA to Las Vegas for EMC World
- > Re-deliver from EMC World to demo center facility in Phoenix Arizona



Shock Packaging to Deliver Converged Infrastructures



Shock Packaging to Deliver Converged Infrastructures

A Business-wise, Future-driven™ approach to effective Converged Infrastructure management

Cisco CI-ready Rack & Cable Management

Cisco CI-ready Power Distribution

Data Center Scale UPS power back-up

Environmental & Security Monitoring

Software Management & Integration

- EnergyWise Enabled**
Energy consumption is reported & controllable on Cisco Network. Shed non-critical loads to reserve battery during outage.
- DCIM Orchestration**
A Scalable Monitoring System. Collects, organizes and distributes critical alerts, surveillance video and key information.
- UCS Integration**
UCS Managed Asset auto-discovery, CPU/Power Monitoring & Capping.
- VMware & Microsoft SCOM Integration**
Automatically migrate virtual machines to secure host environments. View & Manage network health.

Using Schneider Electric to enable Cisco Converged Infrastructure Solutions



A Business-wise, Future-driven™ approach to effective Infrastructure management

A photograph of a server rack with a green overlay. The overlay contains three green callout boxes with white text. On the right side of the overlay, there is a green box with white text and the StruxureWare logo. The background of the overlay is a grid pattern.

Solutions all the way from Rack to Row to Room

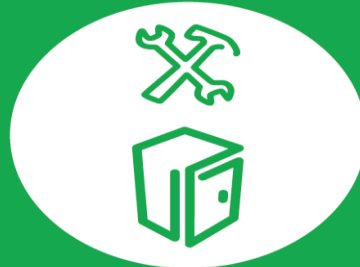
Includes Power Distribution, Power Back-Up, Cooling, Rack, Security, Environmental & DR

All fully controllable & automatable from within the existing IT management layer

Software Defined Data Center
All devices & environments integrated with the IT platform and collectively manageable using **StruxureWare** Data Centre Infrastructure Management software.

Using Schneider Electric to enable Cisco Converged Infrastructure Solutions

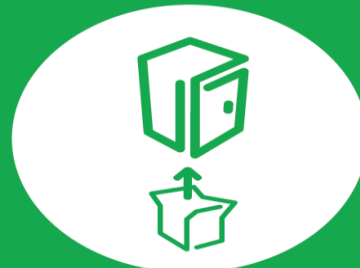
Shock Packaging & Pre-integration Services Through Customization



Pre-configured Cabinets

Cabinets arrive with simple modifications complete & to specification

i.e. sides /doors removed, mountings rails pre-adjusted, alternative door handles



Pre-integrated Cabinets

Cabinets arrive with Rack PDUs, Cable Management, & other accessories pre-installed reducing rack setup time



Completely New Designs

New designs & colors to suit unique specifications or applications & still maintain the NetShelter look and feel

Shock Packaging is the Base Building Block for Micro Data Center Solutions

Micro DC Xpress Portfolio includes three models
two are NetShelter SX based



24U Micro DC SX
Agility



42U Micro DC SX
Capacity

- ✓ Available with 2 weeks to shipment and 3 weeks to customer delivery
- ✓ Shock-packaging to allow IT equipment to be installed and shipped to customers

24U Micro DC SX



SKURegion	NAM	EMEA
SKU	MDC24SX3KVAT	MDC24SX3KVAI
Rack	24U NetShelter SX w 1250lbs Shock Packaging AR3104SP1	
Power	2x 3kVA, 120V UPS w NMC SMX3000RMLV2UNC	2x 3kVA, 230V UPS w NMC SRT3000RMXLI-NC
Power Distribution	2x Switched rPDU, 2U AP7902B	2x Switched rPDU, 0U AP8958
Power Cord Kit	(5 ea) C13 to 5-15P 0.6m AP9891	(6 ea) Locking, C13 to C14, 1.8m AP8706S-WW
Power Cord Kit		(6 ea) Locking, C19 to C20, 1.2m AP8714S
Environmental Monitoring and Security	Netbotz 250 Appliance and Rack Access, 125kHz NBACS125	
Misc	Brush Strip Panel, Blanking Panels AR8429, AR8136BLK	

*Configurability is available via Local Edge Configurator on [Design Portal](#)

42U Micro DC SX



SKU\Region	NAM	EMEA
SKU	MDC42SX5KVAT	MDC42SX5KVAI
Rack	42U NetShelter SX w 2000lbs Shock Packaging AR3100SP	
Power	2x 5kVA, 208V UPS w NMC SRT5KRMXLT	2x 5kVA, 230V UPS w NMC SRT5KRMXLI
Power Distribution	2x Switched rPDU, 0U AP8941	4x Switched rPDU, 0U AP8958
Power Cord Kit	(6 ea), Locking, C13 to C14, 1.8m, NA AP8706S- NA	(6 ea) Locking, C19 to C20, 1.2m AP8714S
Power Cord Kit		(6 ea) Locking, C13 to C14, 1.8m AP8706S-WW
Environmental Monitoring and Security	Netbotz 250 Appliance and Rack Access, 125kHz NBACS125	
Misc	Brush Strip Panel, Blanking Panels AR8429, AR8136BLK	

*Configurability is available via Local Edge Configurator on [Design Portal](#)

Schneider Electric Rack Systems

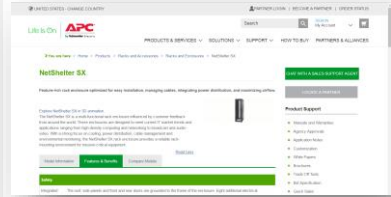
APC's **integrated** rack system provides a **flexible** support structure, that enables **fast** deployment, **simplified** configuration and easy maintenance over the life of the IT space.

By designing enclosures and rack level power distribution together, APC guarantees **compatibility** and ease-of-use across our complete solution offer.

Launch & Announcement



NetShelter SX with Shock Packaging Overview Presentation



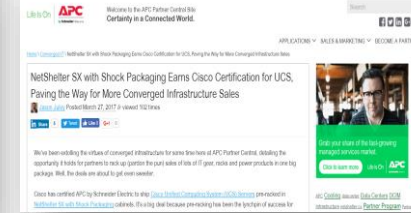
Brochures for website and apc.com messaging updates



Fliers / Poster / Infographic for events and distributors



Press Release



Blog on apcpartnercentral.com



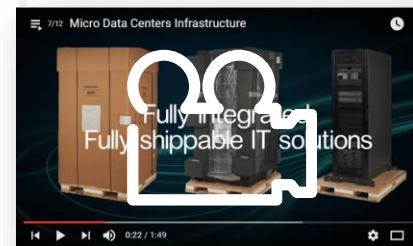
Design Guide for Cisco UCS



NetShelter SX and Cisco Rack Comparison



KAON 3D Interactive NetShelter SX Tour



Videos – Micro DC , Shock Packaging Overview, How to Use, Rack & Stack Timelapse

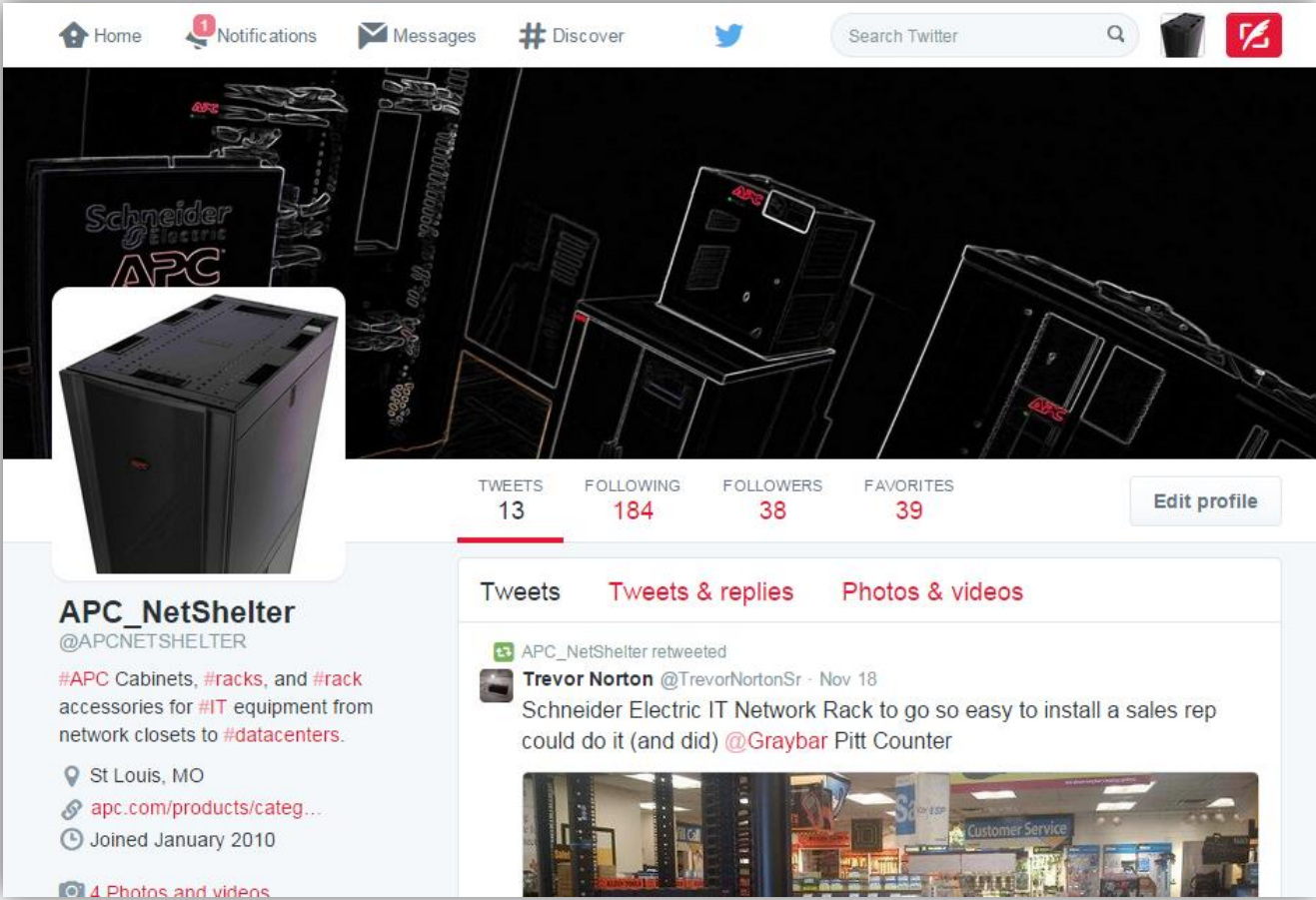


Event Coverage



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#APC Cabinets, #racks, and #rack accessories for #IT equipment from network closets to #datacenters.

St Louis, MO
apc.com/products/categ...
Joined January 2010
4 Photos and videos

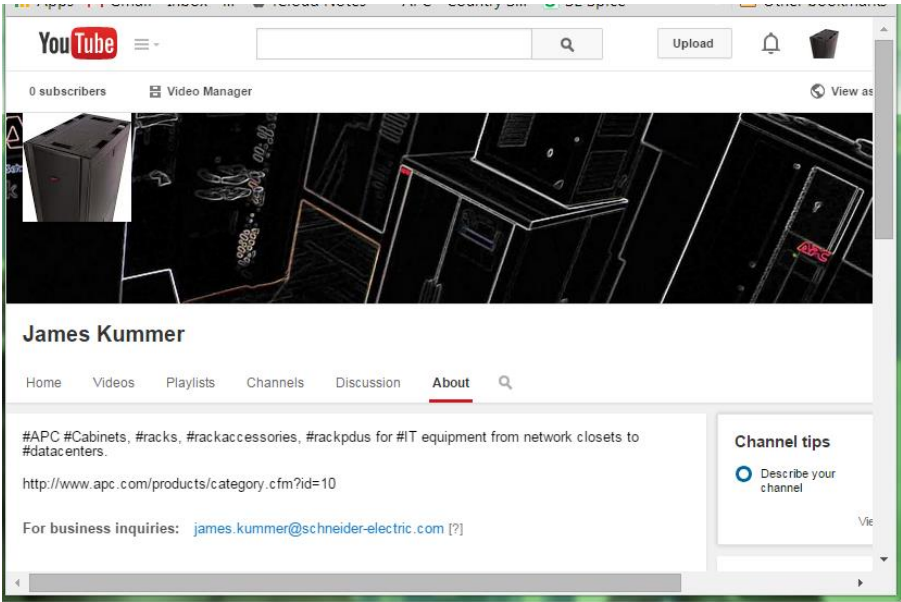
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Trevor Norton @TrevorNortonSr - Nov 18
Schneider Electric IT Network Rack to go so easy to install a sales rep could do it (and did) @Graybar Pitt Counter

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http://www.apc.com/products/category.cfm?id=10

For business inquiries: james.kummer@schneider-electric.com

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