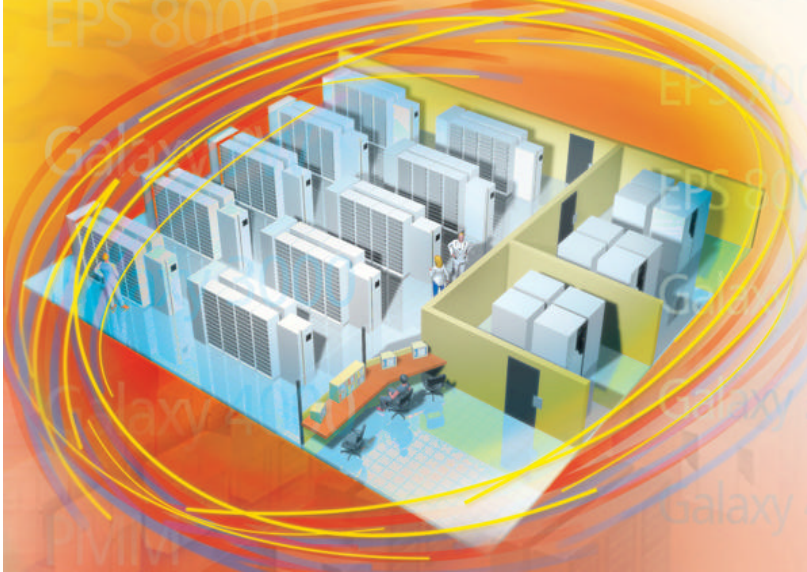


# MGE Galaxy 3000 / Galaxy 4000 UPS Application Guide



[Product/photo captions – Arial 7 point]

## Identify the Opportunity

- > Is battery backup and power conditioning a must?
- > Is front access a requirement?
- > Is footprint an issue?
- > Is scalable power levels important?
- > Is a versatile/traditional UPS required?

## Customer Challenges

- > How to fit today's budget, and meet the future power needs of the organization.
- > How to increase battery backup in a small footprint.
- > How to install and service the equipment when back access is not an option.
- > How to choose when inline and matching maintenance bypass and distribution are required.

## Key Considerations

- > 48 hour shipment for SKU'd part numbers
- > Ease of installation

### **Why is APC the right choice for data centers and light industrial applications?**

- > Ultra high availability topology (UHAT)
- > Compact footprint when space is an issue (internal batteries)
- > Internal or external maintenance bypass
- > Front access only design

### **Market trends and opportunities for this space**

- > Pay as you grow
- > Fit the budget you have today
- > Meet the future needs of your organization



### **Target Applications & Environments**

- > Data center/medical imaging/motor and industrial loads
- > Computer or telephone room
- > Electrical equipment room
- > Service corridor
- > Basement

# Offering a Total Solution for the data center, and facility-wide:

## What products and solutions do I sell?

### [Expanding the sale support statement]

Solution	Solution	Solution	Solution
<p>Galaxy 3000 UPS</p> <ul style="list-style-type: none"><li>• Power Range: 10– 30 kVA</li><li>• 208/480V in, 208V out</li><li>• Scalable power levels</li><li>• Internal Batteries</li><li>• Internal maintenance bypass</li></ul> 	<p>Galaxy 3000 Options/Accessories</p> <ul style="list-style-type: none"><li>• Long run time battery options</li><li>• External maintenance bypass</li><li>• 24/42 pole Distribution</li><li>• Seismic brackets</li><li>• Power management solutions</li></ul>	<p>Galaxy 4000 UPS</p> <ul style="list-style-type: none"><li>• Power Range: 40– 75 kVA</li><li>• 208V input/output</li><li>• Scalable power levels</li><li>• Internal maintenance bypass</li></ul> 	<p>Galaxy 4000 Options/Accessories</p> <ul style="list-style-type: none"><li>• Long run time battery options</li><li>• External maintenance bypass</li><li>• Seismic brackets</li><li>• Power management solutions</li></ul>

## Resources Available from APC

[www.apc.com](http://www.apc.com)

- > Brochure
- > Guide Specification
- > Installation Manual
- > Facility Planning Data Sheet

Product documentation at <http://rep.mgeups.com/edg/edg/designerguide.htm>

On Demand trainings at [www.Datacenteruniversity.com](http://www.Datacenteruniversity.com)