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"Real" comparisons of legacy Vs new product ranges – understanding part number based battery autonomy nomenclature

All 3 Phase UPS with internal battery feature a battery autonomy rating embedded within the part number. The part numbers used for the recently introduced 93PM and 93E models with internal battery feature a battery autonomy rating based on the product's full load kW rating, as opposed to the legacy 9X55 product part numbers which feature an autonomy rating based on a load power factor of 0.7.

The 9355 was launched 10 years ago at a time when high power factor UPS were not commonly available and power factor corrected loads were only starting to emerge, so the decision was taken to show autonomy ratings at the "typical" load power factor of 0.7. Now that high power factor loads are commonplace, and some of our new products have higher kW ratings, the part numbering nomenclature in relation to the internal battery run time is based on the product's maximum kW rating.

When comparing 9355 products with the new products purely based on part number autonomy, the 9355 autonomy may appear to be higher in comparison to equivalently rated new products, particularly the 93E. The following table compares battery autonomy on a like-for-like basis:

	Load Power Factor			
UPS Model	0.7	0.8	0.9	1.0
UPS Model	Autonomy in minutes			
935515N5	5	<5	-	-
935515N15	16	14	11	-
93E15U-MBS14	19	15	13	-
935520N5-MBS	5	-	-	-
935520N13-MBS	13	10	8	-
935520N22-MBS	22	18	15	-
935520N31-MBS	31	26	21	-
93E20-MBS8	13	10	8	
935530N7-MBS	7	6	5	-
935530N13-MBS	13	10	8	-
935530N20-MBS	20	15	13	-
93E30-MBS8	13	10	8	-
93PM30(50)N8-MBS	14	11	9	8
93PM30(50)N12-MBS	20	17	15	12
93PM30(50)N17-MBS	28	20	19	17
93PM30(50)N20-MBS	35	26	25	20
935540N8-MBS	8	6	5	-
935540N12-MBS	12	10	8	-
93E40-MBS8	13	10	8	-
93PM40(50)N7-MBS	14	11	9	7
93PM40(50)N11-MBS	19	16	13	11
93PM40(50)N15-MBS	24	19	17	15

Key Takeaways:

- Overall 93E represents much better value based on \$/kW/Minutes:
- 93E15U-MBS14 provides more autonomy than 935515N15
- 93E20-MBS8 provides the same autonomy as 935520N13-MBS
- 93E30-MBS8 provides the same autonomy as 935530N13-MBS
- 93E40-MBS8 provides the same autonomy as 935540N12-MBS
- 93PM offers significantly more autonomy, reduced footprint (by not using an EBC) and may offer better value

Going forward, all new product launches the part numbers will feature battery autonomy based on full load ratings. We are also working on increasing the 93E value proposition by launching new models with more internal battery capacity in Q4 2015.

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