Customer Success Story:
MKW Holding GmbH

Markets Served
Machine OEM—Plastic, Metal and Surface Technology

We needed a UPS that provided 11 kVA, at least 60 minutes' backup power under full load and that was rackable with HotSwap Maintenance ByPass—it had to be an Eaton.

Lorenz Lachinger

A worthy successor

Location:
Weibern, Austria

Segment:
Machine OEM—Plastic, Metal and Surface Technology

Challenge:
Protection of 3 physical and 30 virtual servers

Solution:
The Eaton 9PX UPS with Intelligent Power software, battery expansion module and HotSwap netpack

Results:
A future-proof solution that enables central monitoring of all UPSs with support for VMware vSphere 5.1

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Background

To give a summary of its key economic figures, MKW is spread across four sites, operates four manufacturing facilities and generates an annual turnover of 50 million euros. It is a company that is primarily known for its toilet seats, of which it produces around three million units a year. But that's not all—at the company headquarters in Weibern, for example, they also produce grills and cages for refrigerator/freezers and cooking grills. The switch to the Eaton 9PX was mainly due to an ongoing series of breakdowns of the previous UPSs, made by another manufacturer.

Challenges

As MKW previously had to contend with frequent power outages, one thing was key for Christoph Voraberger, MKW's IT Manager, in choosing a new UPS system: reliability. However, in a manufacturing company with a vertical integration like MKW—given that it deals in tool manufacture, powder coating and plastic/wire processing—a lot depends on the functionality of the existing IT system. Lorenz Lachinger from MKW's hardware supplier Bechtle can still remember the details of the order: "We needed a UPS that provided 11 kVA, at least 60 minutes' backup power under full load and that was rackable with HotSwap Maintenance ByPass—it had to be an Eaton."

Solution

The three existing physical servers and 30 virtual servers were categorized into four priority levels. The domain controller and the VMware VirtualCenter had the highest priority. These were both protected by an Eaton 9PX—along with the entire server room. The new UPSs would soon prove their worth on several occasions: "We had an outage that lasted longer than average, and it soon became clear that the value on the display wasn't an exaggerated estimate, but the actual remaining backup power time," says René Gebetsroither, a system administrator and software engineer at MKW.

Results

"We wanted a USP that would offer proper protection over the next few years, even if we were to add three or four new servers. The new device also had to be able to support an automatic shutdown by VMware vSphere 5.1," reveals Christoph Voraberger, which, together with its 95% efficiency in online double conversion mode and 98% efficiency in high-efficiency mode, 0.9 power factor and extremely compact form (up to 5,400 W in 3 RU and 10 kW in 6 RU), meant that the Eaton 9PX was the obvious choice.

Powering Business Worldwide

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