Versatility of BladeUPS shines for Omega Systems

Location:
Reading, Penn.

Segment:
Data center

Problem:
Having outgrown its previous UPS, the company sought a new solution offering high reliability, redundancy and scalability.

Solution:
Eaton® BladeUPS®, Intelligent Power® Management, ePDU®, S Series Rack, Service

Results:
The Eaton BladeUPS shines at the company's new data center, providing flexible and reliable backup power.

The versatility offered by the Eaton solution really separated it from the competition. No one else in the industry had all of that in that size.

Bill Kiritsis, president

Background

Headquartered in Reading, Penn., Omega Systems is a technology solutions firm serving customers from Harrisburg to Philadelphia and throughout the Lehigh Valley. With business clients spanning virtually every industry — including insurance, medical, manufacturing and distribution, finance and legal, education, government and non-profit — the firm offers more than 20 years of experience in IT infrastructure and VOIP. Named one of the fastest growing companies in the nation by CRN Magazine, Omega Systems is dedicated to bringing the sophistication and functionality of enterprise-level solutions to small- and medium-sized companies.

Omega Systems currently employs 30 technicians, sales and administrative professionals. The company has remained the leader in the Reading technology services industry for four years in a row, as reported by *The Reading Eagle, Greater Reading Top Businesses,* and the Greater Reading Area Chamber of Commerce.

Challenge

Driven by continuous growth and a desire to meet customer demand, Omega Systems unveiled a brand new data center in 2013. With the new facility came the need for a robust power protection system capable of safeguarding the firm's several hundred critical servers and other networking devices.

"We provide managed services and hosting services to the SMB environment," explains Bill Kiritsis, president. "As such, we are responsible for protecting all of our customers' information, so it's very, very important that our data center is up and running at all times."

In addition to requiring a redundant uninterruptible power system (UPS) offering the highest level of availability, Omega Systems desired a flexible, scalable unit capable of keeping pace with growth.

In its previous location, Omega Systems relied on other Eaton UPSs. "We were very happy with them," Kiritsis says. "They offer a very solid platform; we just outgrew the capacity."

Despite its prior success with Eaton, the company opted to research a variety of UPS solutions before finalizing a model for the data center. "We went out to bid and looked at different solutions just to make sure that we got the correct

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fit," Kiritsis acknowledges. "We wanted to be sure that the price would be right, and that the unit would be something that could grow with us."

Solution

Omega Systems hit the jackpot with the Eaton BladeUPS, which not only satisfied the firm's desire for availability, redundancy and scalability, but also delivers valuable benefits such as a small footprint and high efficiency. In addition to purchasing a pair of 12 kW units, the company outfitted its data center with a broad range of Eaton equipment including power distribution units (PDUs), a complete rack system, wiring and more. "We went with the whole Eaton solution," Kiritsis enthuses.

Delivering 12 kW of efficient, reliable power while occupying just 6U of standard rack space —including the batteries — the UPS offers a scalable architecture that enables the solution to grow with expanding IT applications. In addition, the unit reduces energy and cooling costs through best-in-class efficiency performance.

Capable of growing from 12 kW to 60 kW in a single industry-standard, 19-inch rack, the BladeUPS provided to be the perfect fit for the fast-growing Omega Systems. "The versatility offered by the Eaton solution really separated it from the competition," Kiritsis reveals. "No one else in the industry had all of that in that size."

Indeed, the BladeUPS affords the highest level of reliability using patented Powerware Hot Sync® paralleling technology, which allows each UPS module to operate independently – yet completely synchronized with the others – eliminating any single point of failure.

"We absolutely cannot have any downtime; it would put us out of business," Kiritsis emphasizes. "The way we grow is by our referrals. If our customers are experiencing downtime issues, they can't give us a referral and we can't grow," he adds, noting that in the past five years, Omega Systems has experienced 50 to 100 percent revenue growth per year.

As such, the BladeUPS' redundancy was among the greatest selling points for the company. "It's one of the key things we looked at," Kiritsis says. "We needed our UPS to have N+1 redundancy and it was kind of overkill to buy two units, but we did so because our clients just like knowing there are two in there."

Omega Systems likes knowing that its UPS solution will remain a perfect fit well into the future, thanks to the BladeUPS' ability to expand.

"Scalability is so important because we are a cloud reseller," Kiritsis explains. "In one year we could triple our capacity, so scalability was one of the key features we needed and why we picked the Eaton solution. In a cloud computing world, it's pay-as-you-grow," he adds, "and that's what Eaton did for us. They allowed us to keep our costs in line with our growth."

The versatility, flexibility and ease of service is another boon for the firm. "You don't have to change the UPS, or do a forklift upgrade," Kiritsis points out. "You just put in another module as you grow."

Further enhancing manageability is Eaton's Intelligent Power Software Suite, which delivers all the tools needed to manage power devices, even in a virtual environment such as Omega Systems'. The innovative software ensures system uptime and data integrity by allowing the company to remotely monitor, manage and control the devices on its network.

"The monitoring is big for us," Kiritsis acknowledges. "The ability to be able to track power consumption is pretty important when looking at data center costs."

Most importantly, the BladeUPS kept all systems fully operational and protected during a recent power lapse. "We had a blip, but the UPS kept everything running during the brief outage," Kiritsis says. "Everything has performed even better than we expected!"

To connect servers, switches and other IT equipment within the rack, Omega Systems complemented its UPS solution with 32 Metered Input ePDUs from Eaton. Specifically designed for IT environments, the ePDU G3 is available in a variety of plug and outlet configurations. Eaton's new patented IEC outlet grip secures plugs in place with a lever actuated grip integrated into each outlet, preventing accidental disconnect due to bumps or vibrations. The ePDU G3 also provides one percent revenue-grade power monitoring for higher accuracy in department billing or collocation data centers, providing the ability to effectively measure power usage to all outlets and identify open capacity, resulting in full-power utilization.

Also installed in Omega Systems' data center are 18 Eaton S-Series racks, which support a broad range of accessories and provide a proven platform to house critical IT operations. With a fully welded steel frame that can store up to 3,000 pounds of computer and networking equipment, the racks ensure ero leakage around the front perimeter and also features oval grommets in front frame verticals for cable pass-thru between racks. Furthermore, split rear doors provide easier access and maneuverability in data center environments.

In addition, Omega Systems purchased a variety of other Eaton products, including cable ladder racks, wire management, universal wireway, RPM cable, bottom-entry bus bar and cable pass-through panels, and assembly and startup services.

Results

With its Eaton solution in place, Omega Systems has everything it needs to continue supporting its existing customer base — and growing business well into the future, as well. With the BladeUPS and other equipment, the company is now able to:

- Ensure high availability and 100% uptime, thanks to the UPS's reliability and redundancy
- Easily adapt to future changes in load requirements, with the unit's scalability
- Keep a constant pulse on its virtual environment with Eaton Intelligent Power Software
- Rely on a single, convenient and trusted source for comprehensive data center equipment needs, including UPSs, PDUs, rack systems, wiring and more

For more information on our solutions
Eaton.com/powerquality

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