

**Success Story:**  
Weekends Only

**Market Served**  
IT



## For Weekends Only, Eaton 9PX delivers every day of the week

**Location:**

St. Louis, Mo.

**Segment:**

Retail

**Product:**

Eaton® 9PX, IPM software, Service

**Problem:**

The retailer needed a robust and reliable UPS with software compatible with its virtualized environment.

**Results:**

The Eaton 9PX and IPM software helped the company turn the tables on its reliability issues, delivering 100 percent uptime with unparalleled monitoring and management

*"IPM was a huge standout. The thing we like the most is that when the UPS sends a shutdown signal across the network, all of our servers receive it and act on it, regardless of what their operating system is. To me, that to me was the biggest benefit — and nobody else offered that capability."*

*Jeff Wilmes, senior network administrator.*

**Background**

Since Weekends Only first opened its doors in 1997, the retailer has been offering customers a broad selection of home furnishing items. Just as its name implies, the store is open Friday through Sunday. On Monday through Thursday, the company works hard to bring in the best deals and coolest products to appeal to every home and budget.

The retailer began with a mission to save customers money—a commitment that has remained at the center of everything it does. As a result, Weekends Only has expanded over the years, currently operating an eCommerce site, five stores and a distribution center in the greater St. Louis area, plus an additional Indianapolis location.

**Challenge**

With its stores situated in a region that routinely experiences volatile weather, Weekends Only required a highly reliable uninterruptible power system (UPS) to safeguard its critical IT systems. After a major round of thunderstorms knocked out power at the store that also houses the company's call center, it became clear that the organization needed to upgrade its existing, aging UPS.

"We found out that we did not have adequate battery backup power to keep the equipment running at the call center and as a result, we suffered some downtime," reveals Jeff Wilmes, Senior Network Administrator at Weekends Only.

In addition to a UPS offering additional capacity, the company sought several other characteristics in a new power protection solution. "It had to be well built, a great value, and offer software functionality that would work in our virtualized environment," Wilmes says.

Not long after, the network administrator attended a Spiceworks meeting and heard other members speaking highly of Eaton. "It was kind of like karma," he says.

**EATON**

Powering Business Worldwide

## Solution

After exploring several different UPS models, Weekends Only decided on an 11 kVA Eaton 9PX. The robust unit delivers premium backup power and scalable battery runtimes for the company's server room, which includes three racks packed with a variety of virtual and physical servers, plus additional switches, routers and networking gear.

"Our primary core value is always to save our customers money," Wilmes emphasizes. "When we were looking at new units, Eaton was in the middle of the pack pricewise, but we felt it was by far the best value."

An ENERGY STAR® qualified UPS, the 9PX boasts the highest efficiency rating in its class, achieving up to 93 percent in normal operating mode. Furthermore, the unit's reliability is bolstered by hot-swappable batteries, an internal bypass, and optional maintenance bypass and extended battery runtime modules. Even more, with an exceptional power factor, the 9PX achieves up to 28 percent more wattage than comparable UPSs, enabling users to connect more devices.

"It's amazing the amount of runtime we get, considering how much equipment we have attached," Wilmes confirms.

For Weekends Only, what set Eaton apart most from other manufacturers is the company's Intelligent Power® Manager (IPM) software.

"We were looking for something that would give us the ability to monitor and shut down multiple operating systems," says Wilmes, noting that Weekends Only runs Linux, Windows, AIX and VMware. "We needed a software solution that could send a signal to all of them when we needed to shut down."

Indeed, IPM features all of the tools to monitor and manage power devices across the network even in virtualized environments, combining the most critical applications to ensure system uptime and data integrity. Users not only gain power monitoring and management, but also graceful shutdown during an extended power outage and extensive notification capabilities.

"IPM was a huge standout," Wilmes confirms. "The thing we like the most is that when the UPS sends a shutdown signal across the network, all of our servers receive it and act on it, regardless of what their operating system is. To me, that to me was the biggest benefit—and nobody else offered that capability."

Wilmes also values IPM's ability to extend runtime to the most critical devices during a power outage. Having programmed all non-essential equipment to power down first, "I can keep all of our business-critical servers running until the very end," he explains.

Furthermore, Wilmes appreciates the 9PX's graphical LCD interface, which makes managing the UPS even easier. "I really like the intuitive and informative control panel on the front of the unit," he says.

Beyond all the bells and whistles, at the end of the day, the Eaton solution is delivering the reliability Weekends Only needs to ensure operations continue without interruption.

"We are in tornado alley," Wilmes reports. "We frequently experience bad thunderstorms in the spring that cause power issues. But our Eaton unit has performed just as expected."

The unit's ongoing optimal performance can be attributed, in part, to an Eaton service plan, which includes regularly schedule preventive maintenance visits and on-call technicians in the event any issue were to arise.

"To me, that's just the insurance policy," says Wilmes. "We know that if anything were to go wrong, someone will be there to get things up and running ASAP."

## Results

For Weekends Only, the Eaton solution is delivering unparalleled reliability every day of the week. "It's a well-built, great quality unit," Wilmes sums up. "Between the price and the capabilities of the software, we feel that the UPS is an exceptional value."

With the 9PX in place, the company is now able to:

- Provide high availability and uptime to its servers and other critical equipment
- Easily manage its power protection solution with IPM software, including automatically shutting down devices running multiple operating systems
- Protect more equipment with the unit's high power factor
- Slash energy consumption with the high efficiency of the 9PX
- Preserve the ongoing health of its UPS with an Eaton service plan

For more information, please visit:  
[Eaton.com/intelligentpower](http://Eaton.com/intelligentpower)

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