Powering Business Worldwide

Sales Bulletin

New Eaton PredictPulse™ Wireless Modem and AT&T Data Plan Launched

Eaton's PredictPulse remote monitoring and predictive analytics service is now compatible with a wireless 4G/LTE cellular modem for customers to connect their Eaton UPS using an AT&T broadband data network. Eaton provides an easy to deploy solution along with a data plan tailored for PredictPulse compatible devices. This modem can be used either as a primary or backup transport method instead of, or in addition to, a traditional SMTP relay (or Office 365) network connection.

Eaton's strategic partner, AT&T, has pioneered the ability to support Internet of Thing (IoT) UPS devices via an encrypted 4G/LTE cellular data network and supports PredictPulse using AT&T's Industrial Internet VPN[1] between each subscribing UPS and Eaton's cloud based service.

Key Features

- Easy to install PredictPulse NA IoT Wireless Modem Kit (P-103003043) compliant with all Eaton UPS models and PXGX-UPS, PXGMS, or Network-MS network cards for sites in North America.
- Enterprise-grade network security, isolating traffic to decrease the risk of DDoS and other potential Internet-facing threats.
- High performance and high availability with less latency, packet loss, jitter and downtime than alternative solutions.
- The wireless modem can be attached to one or more Eaton UPSs by use of a customer supplied Ethernet 4-16 port switch and customer provided Ethernet local area network (LAN).
- Can be self-installed or Eaton field technician installed (5x8 labor SW06NXXX-003X, 7x24 labor SW05NXXX-003X), typically mounted on top of the UPS.
- Modem includes a DC power supply (requires a 120VAC), installation instructions and PredictPulse/connectivity configuration guide.
- PredictPulse AT&T IoT Data Plan (part number AT01NXXX) is ordered per UPS device, per year, to offer customers a easy and comprehensive service solution for PredictPulse devices.
- Data connection is encrypted and uses one-way outbound email insuring security of data and device controls; wireless modem uses its own Eaton network connectivity card to isolate the PredictPulse outbound-only data and cellular data from any customer network connection.
- AT&T offers custom installation services for customer sites with weak signal coverage or special installation requirements (contact Eaton PredictPulse support team).

Wireless Requirements

- Each wireless modem requires a 120VAC convenience outlet, preferably UPS protected.

- Each UPS connecting to a wireless modem requires its own dedicated connectivity card (including EMP for temperature and humidity data).
- Customers are responsible for any inside Ethernet wiring between UPSs and power source.
- Each UPS connected to a wireless modem requires a PredictPulse ATT Data Plan (per device/year) added as a service contract item.
- A new UPS Accessories Power (UAP) Field Upgrade (available 2018) adds a protected 120VAC convenience outlet to most Eaton 3-phase UPSs to power the modem.
- Each UPS device requires its own PredictPulse subscription in addition to the wireless hardware and PredictPulse ATT Data Plan.

Advantages of PredictPulse Wireless Solution

- Security: Eaton's PredictPulse uses centralized routing technology that isolates each organization's traffic from other cloud or Internet traffic. This provides enterprise-grade network security for all UPS devices. Alarms and telemetry data are delivered through a Multiprotocol Label Switching (MPLS[2]) private network connection, thereby decreasing the risk of DDoS attacks and similar Internet-facing threats. As organizations put more and more high-risk data into cloud environments, they need this kind of highly secure protection.
- Performance and availability: Because traffic is routed directly to the cloud services, there will be less latency, packet loss and jitter. Eaton's PredictPulse customers have experienced lower latency and three times greater availability when compared to traditional Internet connectivity. Availability is also enhanced by the fact that redundancy is built-in and pre-configured.
- Simplification and control for IT governance and compliance: Organizations can be up and running in minutes using Eaton's on-demand provisioning. With a VPN-based service like Eaton's PredictPulse, all elements are pre-integrated and already deployed within the UPS solution.
- Adds redundancy and resiliency where used either as a primary or backup transport method instead of, or in addition to, a traditional SMTP relay (or Office 365) network connection.

Ordering and 2017 Pricing[3]

- Ordering for all PredictPulse hardware and service is done in the UPSS Services Configurator
- PredictPulse NA IoT Wireless Modem Kit (P-103003043) list price is $843
- AT&T IoT Data Plan (part number AT01NXXX) list price is $275 per year, per device
- UPS Accessories Power (UAP) Field Upgrade (P/N TBD) list price is $2,532

- PredictPulse installation labor 5x8 list price is $911 (SW06NXXX-003X), 7x24 list price is $1,093 (SW05NXXX-003X)
- The modems are factory provisioned by Eaton with a SIM card registered to each UPS serial number for security; modems are not transferrable between UPSs and can only be used for PredictPulse. Multiple UPSs sharing a modem need to be identified on the order to Eaton in the notes section of the order form and/or startup checklist.
- All PredictPulse hardware use standard discount rules for parts kits and AT&T IoT Data Plans use standard service contract rules.
- AT&T IoT Data Plan, like Flex UPS service contracts, can be prorated in the configurator to the nearest month.
- Each UPS requires a separate data plan.
- Each UPS connecting to a wireless modem requires its own dedicated connectivity card (cannot be shared with any other internal network connection or application to maintain cyber security) and an EMP for temperature and humidity data.

Notes

- This service may not be available in every location or customer site.
- In the event that the PredictPulse wireless service is unable to function, the wireless modem may be returned to Eaton and any data plan coverage will be fully credited and canceled. To return a PredictPulse NA IoT Wireless Modem Kit due to cellular performance issues, contact Eaton PredictPulse support team.

[1] A virtual private network (VPN) extends a private network across a public network, and enables users to send and receive data across shared or public networks as if their computing devices were directly connected to the private network. In the simplest terms, it creates a secure, encrypted connection, which can be thought of as a tunnel, between your computer and a server operated by the VPN service. Applications running across the VPN may therefore benefit from the functionality, security, and management of the private network. A VPN is created by establishing a virtual point-to-point connection through the use of dedicated connections, virtual tunneling protocols, or traffic encryption.

[2] Multiprotocol Label Switching (MPLS) is a type of data-carrying technique for high-performance telecommunications networks. MPLS directs data from one network node to the next based on short path labels rather than long network addresses, avoiding complex lookups in a routing table. The labels identify virtual links (paths) between distant nodes rather than endpoints. MPLS can encapsulate packets of various network protocols, hence its name "multiprotocol". MPLS supports a range of access technologies, including T1/E1, ATM, Frame Relay, and DSL.

[3] Prices and specifications are subject to change without notice

Powering Business Worldwide

Sales Bulletin

Sales tools and collateral

For more information about PredictPulse Insight, visit Eaton.com/PredictPulse. Training resources and other materials are also available on Salesweb and listed here.

Primary contact:
Eaton monitoring support team
800 843 9433, option 2, then 5
predictpulsesupport@eaton.com

Secondary contact:
Art Mulligan, product line manager
919 870 3466
arthurrmulligan@eaton.com