



The True Impact of Power Outages to Your Bottom Line White Paper

The facts are astounding. The danger is real. Eaton can help.
Take a stand with a comprehensive Powerware[®] solution from Eaton.

The temperatures are rising, flowers are blooming, and with inevitable spring storms on the horizon, your network may soon be crashing. During this season of weather uncertainties and power outages, the vulnerability of your business suddenly becomes quite tangible. Power outages alone have been documented to cost the United States more than \$80 billion per year, with momentary interruptions (those lasting five minutes or less) responsible for 2/3 of the total cost! Industrial businesses face a loss of \$1,893 for each split-second interruption, while a one-hour interruption costs \$3,253, and a sustained interruption \$4,227!

The impact of Hurricane Katrina and the recent rash of severe storms in the mid-western US have already taken their toll on many area businesses. And with the release of the Atlantic Basin 2006 Hurricane Prediction, weather-related power threats could prove even more ominous this season. "We foresee another very active Atlantic basin tropical cyclone season in 2006," reported renowned weather expert William Gray of Colorado State University, whose remarkably accurate forecasting record dates back to 1984. The 2006 Hurricane Prediction calls for:

- **17 named tropical storms** versus an average of 9.6
- **9 hurricanes** versus an average of 5.9
- **5 major hurricanes** versus an average of 2.3

While experts concur that we cannot necessarily speculate on timing or location, there is an 81% probability that at least one major hurricane will make landfall on the coast this year.¹ Yet this dispiriting prediction accounts for only one type of destructive storm.

It is a simple fact that any significant weather event can harbor catastrophic consequences for unprotected equipment, including extended power outages and loss of data. A complete Powerware UPS solution from Eaton can help you avoid a disastrous outcome, with award-winning software and connectivity devices incorporating the features you need to proactively manage your systems, while allowing for graceful shutdown in the event of a disaster. Our Powerware UPSs lead the industry in terms of generator compatibility, saving you from potential downtime when UPS battery backup alone cannot.

Even minor weather-related events can considerably impact your network system's reliability. Nearly 30% of all power outages are lightning-related, with cumulative costs from lightning damage in the US alone exceeding \$4-5 billion annually. Lightning, however, is hardly a singular concern when considering the risk an unprotected system faces daily. If the average utility supplies 99% uptime, you will experience 5,256 minutes without power each year. Even with a UPS on board, your critical equipment will suffer 525 minutes of downtime during that period. A complete Powerware solution featuring generator compatibility can help you avoid the daily risks, delivering 99.999% uptime – while providing you peace of mind that your systems and data will remain unharmed.

Why tempt Mother Nature? From hurricanes to heat waves, Eaton offers a comprehensive suite of Powerware products designed to negate the risks, addressing all of your power quality needs with one seamless, integrated solution. With UPSs ranging from 300 VA to more than 4,000 kVA as well as a full line of DC power systems, we can create a solution to suit virtually any application. Our award-winning software and connectivity devices incorporate all the features you need to proactively manage your systems, from basic monitoring and shutdown to predictive analysis and power management. Powerware Integration Services offers complete solutions tailored for the specific requirements of federal, telecom, and commercial markets. But whatever your industry, Powerware solutions deliver the answer with customized power management solutions backed with 7x24 Service support.

This storm season, you *can* place a value on power protection. Don't spend spring and summer in the dark – stand up to Mother Nature with a comprehensive Powerware power management solution from Eaton. To learn more about Powerware solutions, visit us on the Web at www.powerware.com,

To receive a complimentary consultation from an Eaton Power Specialist to ensure your business is protected, please click [here](#) or call 800.635.1207 x-10480 to speak with us directly.

¹ www.livescience.com