

real life

A STORY FROM THE FRONT LINES OF POWER PROTECTION

Disaster always seems to strike at the worst possible time. For the accounting firm of Canto, Rauch and Deck it was the height of tax season when their computers, copiers and telephones began suddenly and mysteriously crashing.

Elevator sends tax firm into free fall.

At a loss to uncover the source of the problem, the panic stricken company turned to its Sterling, VA-based integrator, STMS (Service Technology Micro Systems) for emergency help.

According to STMS's Senior System Engineer Mark Hilburger, his group arrived on site at the same time as the phone company. "Luckily, as it turned out," says Hilburger. "Because power problems are sporadic and often difficult to diagnose. But with both computers and phones going bad at the same time, we knew the problem had to be power related."

Putting an ONEAC lineviewer and oscilloscope on the circuit, Hilburger saw that the power "went nuts" every time the elevator went up or down. Hilburger had seen it before. And had a

ready-made solution — installing ONEAC UPSs. With ONEAC UPSs now conditioning the power into the server, power line disturbances created by the elevator no longer had any impact.

The case was not yet closed. Why were the phones failing? The problem had to be more than elevators. Hilburger again used the

ONEAC lineviewer and oscilloscope, this time to examine the power supply to the accounting firm's phone system. "We were able to quickly identify serious power problems due to a faulty step transformer into the building," Hilburger went on to say. "We asked the power company to change out their step transformer. They did and total system reliability was improved even further."

"When most people think of power problems," says Hilburger, "they consider blackouts and lightning and that's it. But power line interference can be just as damaging to business systems." The CPA firm we've been talking about is a case in point. And it points out another truth: just because the network operates properly at installation doesn't mean

power is not something you have to worry about. Affected by utility power switching and every piece of electronic equipment placed on the line, the quality of incoming power can change. Unfortunately, there's no way of predicting when that will be, until it's too late.

STMS's Hilburger proves that with another example. He relates how a national trade association based in Reston, VA thought they had their computers protected from power related incidents when they installed APC UPSs. And then discovered they were mistaken. The hard way. After a jolt fried their disk drive motors!

"We pointed out to them," Hilburger continues, "that the surge suppressor/RF filter technology used by APC and others can relieve some power problems. But you need true power conditioning such as ONEAC's to be really safe. A lot of systems managers we come in contact with don't know that."

©1995 ONEAC Corp.
Part# 911-147

The ONEAC difference.

It's well established that power problems are the leading cause of network downtime and data loss. Lightning and outages are the most visible of these. And most UPSs protect against them to some degree. But fast edged transients and other conducted noise can be just as dangerous. ONEAC's low impedance, full output isolation transformers eliminate them completely. While UPSs with filter-based power conditioning are only capable of protecting against a portion. That difference can have a major impact on reliability.

The evidence is that switching from standard filter-based UPSs to ONEAC Premium Grade Power UPSs leads to an average 35% reduction in hard failures, 80% reduction in "no trouble found" service calls, and equally dramatic reductions in a host of other mysterious system ills.

The cost of a UPS is a small fraction of your total investment in network systems and supports. Doesn't it make more sense to specify the UPS that offers you the complete power protection?

ONEAC® A H I G H E R L E V E L O F C O N F I D E N C E

ONEAC Corporation • 27944 North Bradley Rd., Libertyville, IL 60048-9700 • (847) 816-6000 Fax (847) 680-5124 • Web <http://www.oneac.com>