Don't be Powerless

- Average cost of downtime is **$471,000/hr**
- **23%** reported extremely critical with costs of more than **$1M/hour** of downtime
- **74%** ranked proactive alarm monitoring with predictive analytics as important or very important

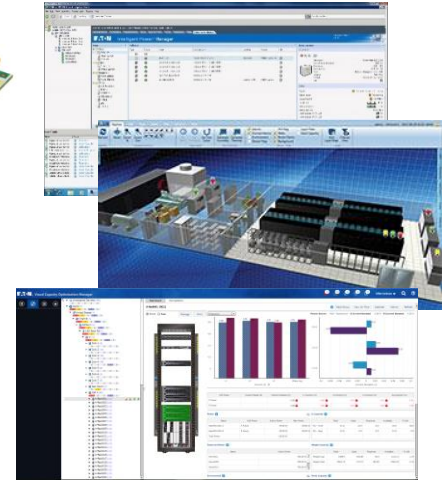**The business of continuous uptime is growing with the proliferation of digital transformation and IoT**

Eaton - Distributed Power Infrastructure (DPI)

Organize

Protect

Aggregate, Automate & Secure

Cybersecurity: Best-in-class protection level

Encryption

- Latest encryption algorithms with strong keys

- Only secure protocols enabled by default

- Firmware is signed and encrypted, and will not boot if tampered with

Password management

- Requires change of password on setup

- Configurable requirements for password complexity

- Certificate-based authentication in machine-to-machine connections

Performance & design

- Only necessary services enabled by default

- Versatile platform to expand across all power products.

Only UL 2900-2-2 listed UPS card!

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Eaton Intelligence Platform

Automate
- Make tasks simpler via advanced alerts and automated resolution
- Commonly leveraged in distributed IT environments

Intelligent Power Manager

Monitor
- Make data actionable through faster, scalable interpretation and analysis
- Commonly leveraged in remote offices, distributed IT environments or data centers

Visual Power Manager

Visualize
- See beyond power consumption through 3D infrastructure visualizations
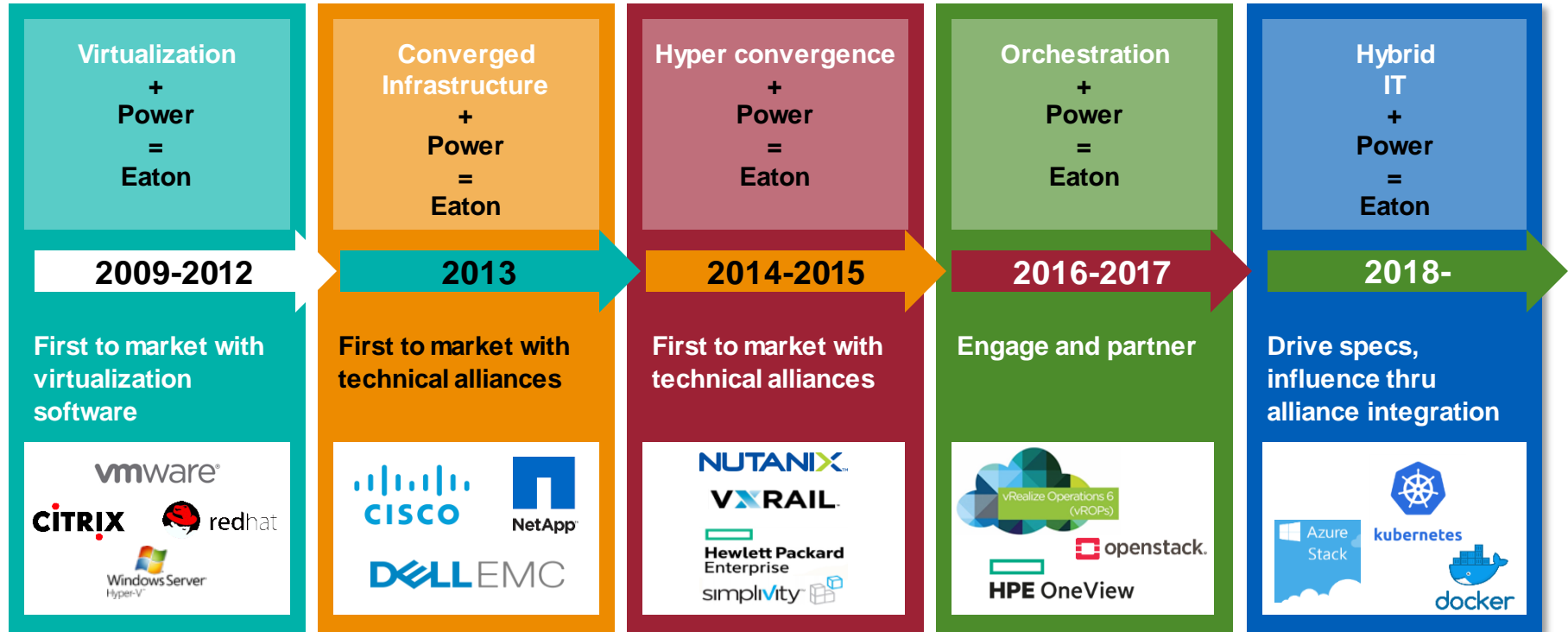- Commonly leveraged in data centers and colocations

Visual Capacity Optimization Manager

Predict
- Predict power component failure with cloud-based analytics
- Commonly leveraged in data centers and facilities

Predict Pulse™

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Our permanent strategy

Virtualization + Power = Eaton	Converged Infrastructure + Power = Eaton	Hyper convergence + Power = Eaton	Orchestration + Power = Eaton	Hybrid IT + Power = Eaton
2009-2012	**2013**	**2014-2015**	**2016-2017**	**2018-**
First to market with virtualization software	**First to market with technical alliances**	**First to market with technical alliances**	**Engage and partner**	**Drive specs, influence thru alliance integration**
vmware **CITRIX** **redhat** Windows Server Hyper-V	**CISCO** **NetApp** **DELL** EMC	**NUTANIX** **VXRAIL** **Hewlett Packard Enterprise** simplivity	vRealize Operations 6 (vROPs) **openstack** **HPE OneView**	Azure Stack **kubernetes** **docker**

EAT•N
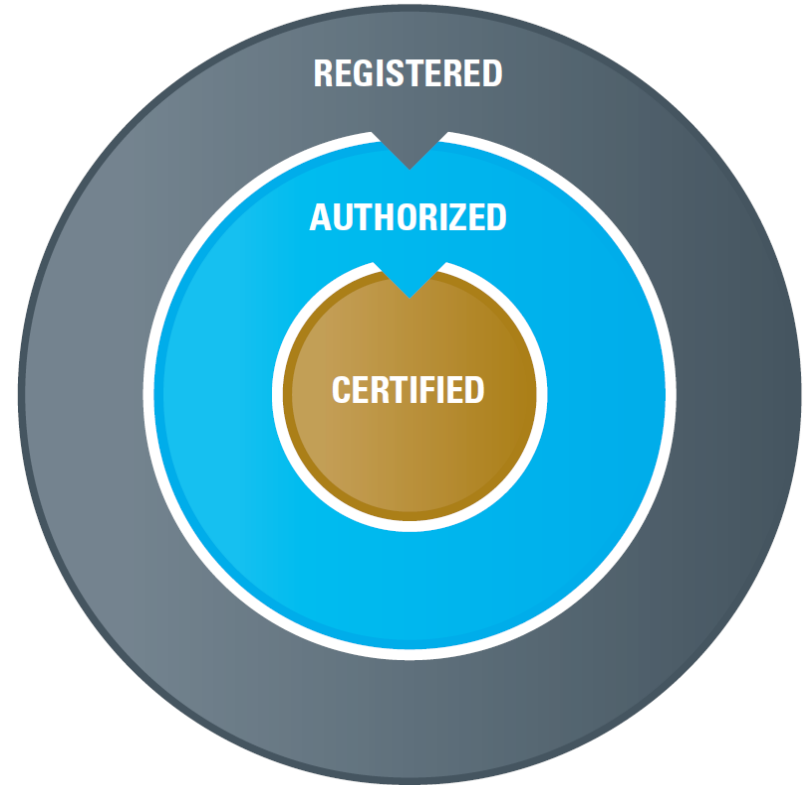Powering Business Worldwide

Pop Quiz!

Name one of Eaton's alliance partners

PowerAdvantage Partner Program

- 3-Tiered program to drive loyalty and increase engagement with Eaton

- Partner can move levels at any time

- The higher the tier the more benefits received

Join at:
www.poweradvantage.eaton.com

REGISTERED

AUTHORIZED

CERTIFIED

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What's in it for you?

More Knowledge
- Partner education and certification; setting yourself apart from your competition

More Time
- Program ease of use so you can spend time on more important things
- Pre and Post sales support

More Profits
- Rewarding program with high profit potential
- Deal reg, Rewards, MDF

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- Eaton offers additional stackable deal registration discounts for FED and SLED opportunities

- TAA Compliant products available to serve multiple application

- Letters of supply available through distribution

FREE onsite power assessment

- No minimum opportunity threshold, initial discovery call required

- $1,500 value waived for partners

- Field team across US to perform assessment

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Pop Quiz!

How many levels are there in the PowerAdvantage program?

Eaton differentiators

Seamless integration with key alliance partners like Nutanix, HPE and Dell EMC

Cybersecurity UL2900-2-2 certification on our Network Card

Industry leading three-year warranty UPS and battery

24/7 nationwide service organization

Easy to use partner program

EAT•N
Powering Business Worldwide

Managed service provider in government and private sector

- Met SolvereOne at XChange in 2016

- Joined *PowerAdvantage* program in Feb 2017

- Registered multiple approved deals since joining

- Sold over $30,000 in Eaton products with 2 active opportunities

STOP BY BOOTH #405 TO DISCUSS MORE!

YOU'RE A BAD AXE!

Boardroom Evaluations in the App

1. Tap on Agenda icon

2. Tap on the boardroom you want to rate

3. Rate session on scale of 1 – 7
   (7 being the highest!)

4. Provide comments/feedback for the presenter

5. Hit Submit!