












Eaton alliances at-a-glance

Partnerships to empower you

Eaton partners with the industry's leading IT providers to manage power more efficiently and effectively—a distinct competitive advantage. These validated power management solutions are designed to integrate easily with technology from our alliance partners, helping solve your unique business needs and propel growth.

Eaton solutions organize, protect and manage your IT environment by delivering a complete power management solution—including racks, UPSs, rack PDUs and software—designed to save you time, save you money and reduce risk. As the important fifth element of converged and hyperconverged infrastructures, Eaton's relationships with partners like VMware, Cisco, NetApp, Dell, HPE, Nutanix and Scale Computing provide added value by extending the availability of your IT infrastructures.

	Alliance program	Partner Product	Integration	Validation	Website
Cisco		HyperFlex, UCS Integrated Infrastructures (NetApp FlexPod, IBM VersaStack, Dell EMC Vblock)	Power capping with UCS Manager IPM integration with VMware		Eaton.com/Cisco
Dell EMC		VxRail, XC series, VxBlock, XC (with Nutanix)	IPM integration with VMware Power capping (Vblock)		Eaton.com/DellEMC
HPE		OneView, SimpliVity 380, Composable Infrastructure, Synergy	Power capping, spatial relationship with OneView IPM integration with VMware		Eaton.com/HPE
NetApp		FlexPod, FlexPod Modular Integration, Managed Edge Cloud, NetApp HCI	IPM integration with VMware		Eaton.com/NetApp
Nutanix		NX, SX, HX (with Lenovo), XC (with Dell), Prism, Acropolis AHV on Cisco AHV on HPE	Acropolis for VM, cluster and AHV shutdown, connector to Prism IPM integration with VMware		Eaton.com/Nutanix
Scale Computing		HC	Organize, manage, protect with full Eaton portfolio		Eaton.com/ScaleComputing
VMware		vCenter, vRealize Operations, Site Recovery Manager, vSAN	Power mgmt via IPM plug-in to vCenter Infrastructure Management Pack for vRealize		Eaton.com/VMware



Powering Business Worldwide

The biggest names, working in harmony

Eaton provides you more direct control of the power environment by integrating Intelligent Power Manager (IPM) with the management layer our alliance partners operate in. Some examples of our integration include:

- **VMware:** IPM integrates with vCenter to easily monitor and manage power devices, works with vRealize Operations Manager to identify failures before they occur and makes Site Recovery Manager (SRM) better by pre-synching the backup site to avoid data loss during a power event.
- **HPE:** Eaton solutions are lab-tested to prove interoperability with HPE SimpliVity hyperconverged systems and Composable Infrastructure solutions. IPM works with HPE OneView to load-shed, helping prevent downtime and thermal regulation to optimize cooling expenses.
- **Nutanix:** IPM infrastructure connector initiates graceful shutdown of user Virtual Machines (VMs) and control VMs, then Acropolis Hypervisor (AHV) during extended power outages.

Alliance Partner	What APC Offers	What Eaton Offers
VMware	<ul style="list-style-type: none"> • PowerChute Network Shutdown for VMware • StruxureWare integration with vSphere 	<ul style="list-style-type: none"> • IPM with vCenter, vSphere • Infrastructure Management Pack • IPM works with vRealize Operations and DRS
Cisco	<ul style="list-style-type: none"> • UCS servers can ship pre-racked in a NetShelter SX rack. Cisco Compatible logo • StruxureWare plug-in for UCS Manager 	<ul style="list-style-type: none"> • IPM works with UCS Manager for power capping • Working on IPM integration with HyperFlex enablement tools with Cisco marketing
HPE	<ul style="list-style-type: none"> • EdgeCenter (APC's Micro Datacenter bundled with HPE servers. Sold under HPE brand) 	<ul style="list-style-type: none"> • IPM integration with HPE OneView • HPE UPSs • Lab-tested IPM integration with HPE SimpliVity
Dell EMC	<ul style="list-style-type: none"> • Physical infrastructure solutions • APC provides Dell's UPS and PDU portfolio but as an APC brand 	<ul style="list-style-type: none"> • Eaton products are part of the Software and Peripherals offering so Dell reps get paid for selling our products • Currently working on IPM integration with VxRail Manager (we're the only power supplier they're working with) • Vblock Ready status
Nutanix	<ul style="list-style-type: none"> • Nutanix Ready Core Management & Operation certification for PowerChute Network Shutdown 	<ul style="list-style-type: none"> • Nutanix AHV Ready validation for IPM which demonstrates a direct integration with the Nutanix Acropolis Hypervisor
NetApp	<ul style="list-style-type: none"> • NetShelter Rack, PDU, NetBotz Monitor and StruxureWare 	<ul style="list-style-type: none"> • IPM works with UCS Manager for power capping • Tech Data standardized on Eaton PDUs for their FlexPod bundle offering
Scale Computing	<ul style="list-style-type: none"> • Micro Datacenter Xpress (rack, UPS, PDU, security, sensors bundle) • APC recently invested heavily in Scale Computing 	<ul style="list-style-type: none"> • First UPS provider to test with Scale HC3 appliances
Lenovo	<ul style="list-style-type: none"> • IoT and Edge Compute portfolio (any APC product that can support/protect) 	<ul style="list-style-type: none"> • Lenovo UPSs and UPM (Lenovo branded IPM)



HM CRAGG REGIONAL SALES MANAGERS

www.hmcragg.com/contact

info@hmcragg.com

800.672.7244



Powering Business Worldwide