



# EASY UPS 3S

Business continuity made easy

Offer introduction – sales training

May 15th, 2018

Hervé Stanislas Kamdem, *Channel Manager Central Africa*



# INNOVATION

# 2018

Nous avons écouté vos préoccupations et nous  
vous apportons des solutions efficaces.

# EASY UPS 3S

Facile à stocker  
Batteries et UPS stockés indépendamment

Facile à installer  
Léger, équipé de roues – Facilement déplaçable

Facile à sélectionner  
10 références pour couvrir 80% du marché

Simplicité d'utilisation  
IHM intuitif  
Bypass interne



Symmetra series



Galaxy V series



Easy UPS series



Life Is On

Schneider Electric

# 3-Phase UPS – Offre multiple pour une meilleure couverture de marché

## Symmetra series

Modular & Scalable UPS's  
to ease operation and  
upgradeability for Data Centers



**Symmetra PX48**  
(16 to 48kW)



**Symmetra PX96/160**  
(16 to 160kW)



**Symmetra PX250/500**  
(25 to 500kW)

New Lithium  
Battery



## New Lithium Ion Battery



## Galaxy V series

Drive the Market through  
Innovation – Premium Market



**Smart-UPS VT**  
(10 to 40kVA)



**Galaxy 3500**  
(10 to 40kVA)



**Galaxy 5500**  
(20 to 120kVA)



**Galaxy VS (Agilis Alpha)**  
(20 to 100kVA)



**Galaxy VM**  
(160 & 200kVA)



**Symmetra MW**  
(200 to 1600kW)



**Galaxy VX**  
(500 to 1500kW)

## Easy UPS 3 series

Reach basic requirements  
of the Market –Commodity  
Market



**EASY UPS 3S**  
(10 to 40kVA)



**Galaxy 300**  
(10 & 40kVA)



**Galaxy 300**  
(60 & 80kVA)



**EASY UPS 3M**  
(50 to 200kVA)

# 3-Phase UPS – Offre multiple pour une meilleure couverture de marché

## Symmetra series

*Modular & Scalable UPS's  
to ease operation and  
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New Lithium  
Battery



## Galaxy V series

*Drive the Market through  
Innovation – Premium Market*

New Lithium Ion Battery



June  
2019

**Galaxy VS (Bravo)**  
(10 to 80kVA)



Sept  
2018

**Galaxy VS (Alpha)**  
(20 to 100kVA)



**Galaxy VM**  
(160 & 200kVA)



**Galaxy VX**  
(500kW to 1500kW)

## Easy UPS 3 series

*Reach basic requirements  
of the Market – Commodity  
Market*



Dispo  
2018

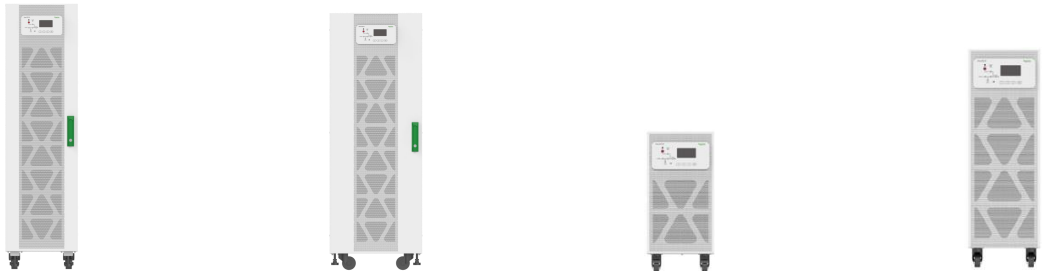
**EASY UPS 3S**  
(10 to 40kVA)



H1  
2019

**EASY UPS 3M**  
(50 to 200kVA)

# Easy UPS 3 S: Structure de l'offre



Battery \ E3S	10-15kVA AIOB modèle	20-40kVA AIOB modèle	10-15kVA 0 min modèle	20-40kVA 0 min modèle
Batteries intégrées				
Batterie intégrées + Batteries externes	 Lancement 2° semestre 2018			
Batteries externes				



# Fonctionnalités



## ✓ Haut rendement

- Mode Double Conversion (jusqu'à 96%)
- ECO Mode (rendement 99%)

## ✓ KVA = KW

## ✓ THDI <3%

## ✓ Batterie commune 1+1 mode

## ✓ Parallèle jusqu'à 4

## ✓ Protection Backfeed: Contact secs

## ✓ EPO (Boiuton d'arrêt d'urgence)

## ✓ Robuste pour environnement difficile

- Tropicalisation sur PCBA
- Filtre anti-poussière jetables
- Surcharge 60s@150%, Surcharge 10min@125%
- Température de fonctionnement jusqu'à 40C

## ✓ Flexible pour nombreuses applications

- Coffret DJ box/kit, Armoire batterie vide pour longue autonomie
- SNMP / Modbus TCP/IP / Contact secs
- Modules batteries 7AH & 9AH
- Convertisseur de fréquence

## Nouveau design pour vie facile

### • Easy All-In-One solution:

- ✓ Batterie modulaires prêtes à être installées par électriciens
- ✓ Extension d'autonomie très simple par ajouts de cartouches batteries
- ✓ Simple management de stock

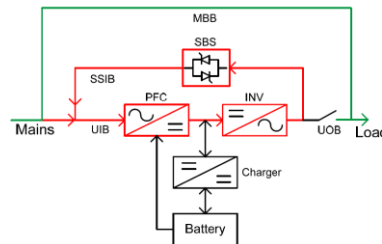
### • Easy System configuration:

- ✓ Disjoncteurs d'entrée, de sortie, de by-pass ne nécessitant pas l'ajout de disjoncteurs externes . Moins de complexités et bas coût d'installation
- ✓ Disjoncteurs de marque Schneider pour une meilleure qualité et un meilleur service

### • Easy Service :

- ✓ Installation et remplacement simple des filtres par clips magnétiques
- ✓ Installation très simple des batteries.

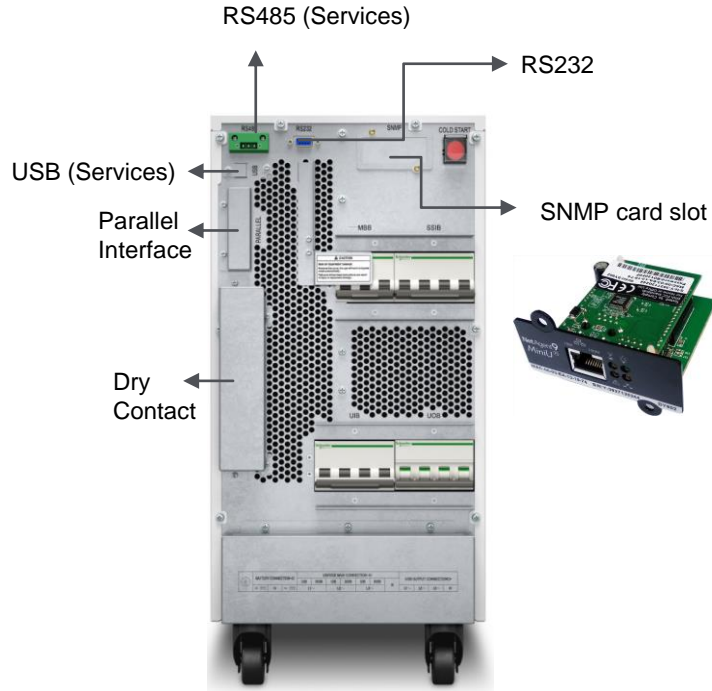
- Easy Test function: Pour faciliter les tests après maintenance (Pas besoin de bancs de charges)



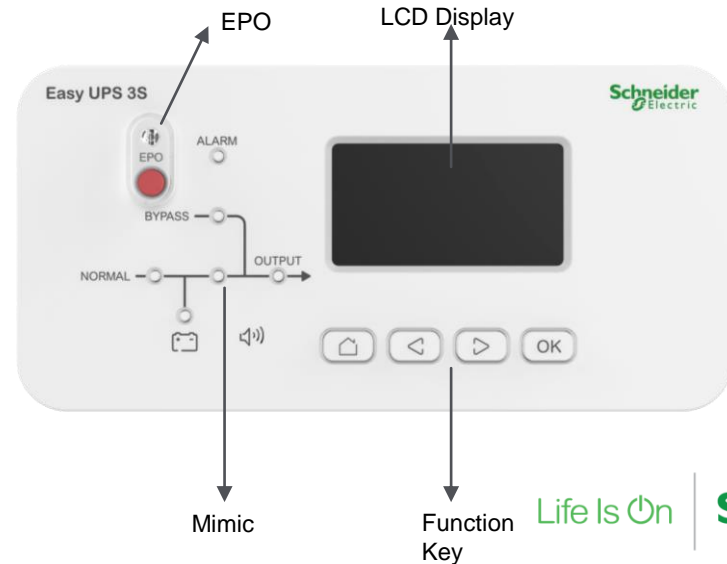
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Schneider  
Electric

# Interfaces



- 10 contacts secs (configurable)
- RS485 & USB partagent le même port (Services)
- SNMP (Carte optionnelle)
- Modbus TCP/IP (RS232)





# Auxiliaires

## 3Ph / 3Ph:

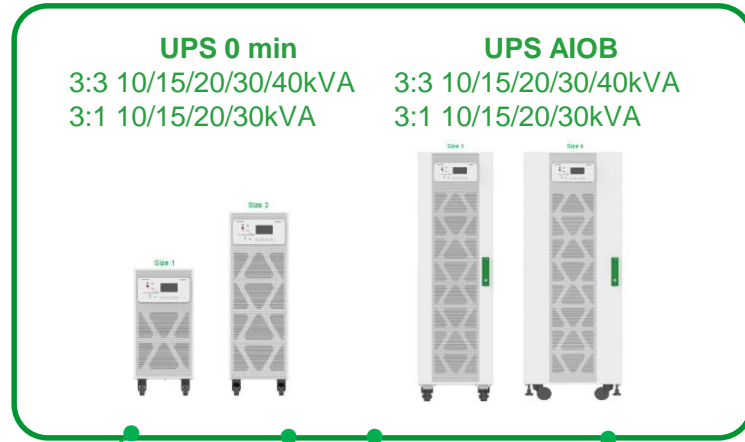
10/15/20/30/40kVA

- High Tower AIOB
- Lower Tower 0 min

## 3Ph / 1Ph

10/15/20/30kVA

- High Tower AIOB
- Lower Tower 0 min



## Auxiliaries

Système de bypass externe



Armoire batterie vide 700mm



Battery Breaker Box



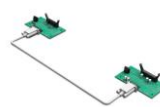
Battery Breaker Kit



Network card



Parallel kit



Temperature sensor



Battery Modules

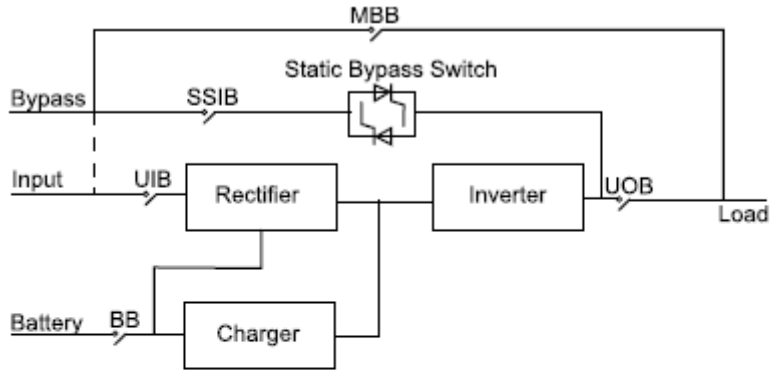
- 7AH
- 9AH



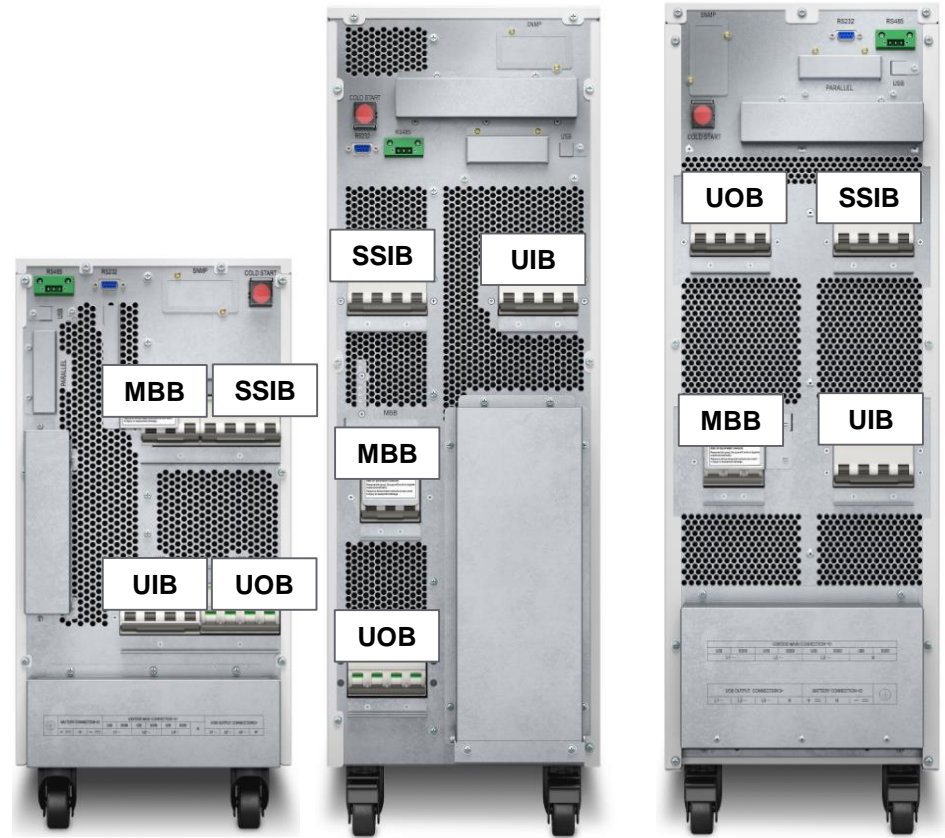
Life Is On

Schneider Electric

# Vue arrière



UIB	Unit input breaker
SSIB	Static switch input breaker
UOB	Unit output breaker
MBB	Maintenance bypass breaker
BB	Battery breaker



# Easy UPS 3S VS G300

Galaxy 300  
10-40 KVA

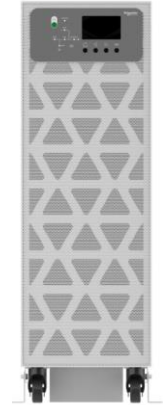


Discontinued  
Q1 2019!



	Galaxy 300	Easy UPS /3S
<b>power range</b>	10-80 KVA	10-40 KVA
<b>Power Factor</b>	0,8	1.0
<b>Efficiency</b>	93%	96%
<b>Eco mode</b>	NO	YES
<b>Parallel</b>	1+1	4
<b>Overload</b>	125% 2 min / 150% 10sec	145% 1 min / 128% 10mins 106% 61 mins
<b>Display</b>	LCD display	LCD display
<b>Communication</b>	AP 9630 forSNMP / MODBUS TCPIP with RJ45	Standard RS 232 - RS485, NMC , modbus, SNMP

Easy UPS / 3S



Next

# High Tower: Références standards avec batteries incluses

EASY UPS - 3S std config		
	SKU UPS + BATT	DESCRIPTION
EASY UPS 3S 3-3 version	<b>E3SUPS10KHB1</b>	Easy UPS AIO 10 kVA 400 V 3:3 with 10 min battery
	<b>E3SUPS10KHB2</b>	Easy UPS AIO 10 kVA 400 V 3:3 with 30 min battery
	<b>E3SUPS15KHB1</b>	Easy UPS AIO 15 kVA 400 V 3:3 with 10 min battery
	<b>E3SUPS15KHB2</b>	Easy UPS AIO 15 kVA 400 V 3:3 with 30 min battery
	<b>E3SUPS20KHB1</b>	Easy UPS AIO 20 kVA 400 V 3:3 with 10 min battery
	<b>E3SUPS20KHB2</b>	Easy UPS AIO 20 kVA 400 V 3:3 with 25 min battery
	<b>E3SUPS30KHB1</b>	Easy UPS AIO 30 kVA 400 V 3:3 with 10 min battery
	<b>E3SUPS30KHB2</b>	Easy UPS AIO 30 kVA 400 V 3:3 with 25 min battery
	<b>E3SUPS40KHB1</b>	Easy UPS AIO 40 kVA 400 V 3:3 with 10 min battery
	<b>E3SUPS40KHB2</b>	Easy UPS AIO 40 kVA 400 V 3:3 with 20 min battery
EASY UPS 3S 3-1 version	<b>E3SUPS10K3IB1</b>	Easy UPS AIO 10 kVA 400 V 3:1 with 10 min battery
	<b>E3SUPS10K3IB2</b>	Easy UPS AIO 10 kVA 400 V 3:1 with 30 min battery
	<b>E3SUPS15K3IB1</b>	Easy UPS AIO 15 kVA 400 V 3:1 with 10 min battery
	<b>E3SUPS15K3IB2</b>	Easy UPS AIO 15 kVA 400 V 3:1 with 30 min battery
	<b>E3SUPS20K3IB1</b>	Easy UPS AIO 20 kVA 400 V 3:1 with 10 min battery
	<b>E3SUPS20K3IB2</b>	Easy UPS AIO 20 kVA 400 V 3:1 with 25 min battery
	<b>E3SUPS30K3IB1</b>	Easy UPS AIO 30 kVA 400 V 3:1 with 10 min battery
	<b>E3SUPS30K3IB2</b>	Easy UPS AIO 30 kVA 400 V 3:1 with 25 min battery

<b>ES3SOPT001</b>	Easy UPS 3S network Card (SNMP)
<b>ES3SOPT002</b>	Easy UPS 3S parallel Kit (5m cable)
<b>ES3SOPT004</b>	Easy UPS Cold Start kit
<b>ES3SOPT006</b>	Easy UPS Parallel maintenance Bypass up to 2 units

UPS + battery cartridges



+

Available options

# High Tower & Small Tower pour augmentation d'autonomie

SKU UPS	Description
<b>E3SUPS10KHB</b>	Easy UPS AIO 10 kVA 400 V 3:3 0 min - High Tower
<b>E3SUPS15KHB</b>	Easy UPS AIO 15 kVA 400 V 3:3 0 min - High Tower
<b>E3SUPS20KHB</b>	Easy UPS AIO 20 kVA 400 V 3:3 0 min - High Tower
<b>E3SUPS30KHB</b>	Easy UPS AIO 30 kVA 400 V 3:3 0 min - High Tower
<b>E3SUPS40KHB</b>	Easy UPS AIO 40 kVA 400 V 3:3 0 min - High Tower
<b>E3SUPS10K3IB</b>	Easy UPS AIO 10 kVA 400 V 3:1 0 min - High Tower
<b>E3SUPS15K3IB</b>	Easy UPS AIO 15 kVA 400 V 3:1 0 min - High Tower
<b>E3SUPS20K3IB</b>	Easy UPS AIO 20 kVA 400 V 3:1 0 min - High Tower
<b>E3SUPS30K3IB</b>	Easy UPS AIO 30 kVA 400 V 3:1 0 min - High Tower

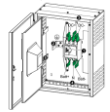
<b>E3SUPS10KH</b>	Easy UPS 10 kVA 400 V 3:3 0 min - Low Tower
<b>E3SUPS15KH</b>	Easy UPS 15 kVA 400 V 3:3 0 min - Low Tower
<b>E3SUPS20KH</b>	Easy UPS 20 kVA 400 V 3:3 0 min - Low Tower
<b>E3SUPS30KH</b>	Easy UPS 30 kVA 400 V 3:3 0 min - Low Tower
<b>E3SUPS40KH</b>	Easy UPS 40 kVA 400 V 3:3 0 min - Low Tower
<b>E3SUPS10K3I</b>	Easy UPS 10 kVA 400 V 3:1 0 min - Low Tower
<b>E3SUPS15K3I</b>	Easy UPS 15 kVA 400 V 3:1 0 min - Low Tower
<b>E3SUPS20K3I</b>	Easy UPS 20 kVA 400 V 3:1 0 min - Low Tower
<b>E3SUPS30K3I</b>	Easy UPS 30 kVA 400 V 3:1 0 min - Low Tower

<b>ES3SOPT001</b>	Easy UPS 3S network Card (SNMP)
<b>ES3SOPT002</b>	Easy UPS 3S parallel Kit (5m cable)
<b>ES3SOPT004</b>	Easy UPS Cold Start kit
<b>ES3SOPT006</b>	Easy UPS Parallel maintenance Bypass up to 2 units

**E3SUPSXXKHB + GVEBC7 + ESOPT003** +  
Temperature sensor



**E3SOPT007**  
(battery breaker box)



Or

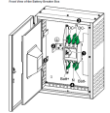
**E3SOPT008**  
(battery breaker Kit)



**E3SUPSXXKH + GVEBC7 + ESOPT003** +  
Temperature sensor



**E3SOPT007**  
(battery breaker box)



Or

**E3SOPT008**  
(battery breaker Kit)



Easy UPS 0 min + Empty cabinet + Battery Breaker box or kit

# Extension d'autonomies



## 10-15-20KVA

### 700mm Empty battery cabinet

			Runtime in min					
			7,4 kW		11,1 kW		14,7 kW	
Frame with maximum blocks			10kVA		15kVA		20kVA	
Brand	Type	700mm	PF 0,8	PF 1	PF 0,8	PF 1	PF 0,8	PF 1
EXIDE	P12V600	40	90,0	68,4	54,5	41,2	37,9	28,4
EXIDE	P12V875	32	120,1	90,1	71,2	53,1	48,8	36,3
EXIDE	XP12V1800	32	189,0	145,0	116,7	89,3	82,6	63,0
EXIDE	XP12V2500	32	236,9	184,3	149,9	116,3	108,1	83,6
YUASA	_SWL750	40	92,3	70,5	56,4	42,6	39,3	29,4
YUASA	_SWL1100	32	127,4	96,7	77,0	58,0	53,4	39,9
YUASA	_SWL1800	32	221,6	168,4	134,4	101,8	93,9	70,9

## 30-40 KVA

### 700mm Empty battery cabinet

			Runtime in min			
			22,1 kW		29,5 kW	
Frame with maximum blocks			30kVA		40kVA	
Brand	Type	700mm	PF 0,8	PF 1	PF 0,8	PF 1
EXIDE	P12V600	40	22,3	16,4	15,0	10,8
EXIDE	P12V875	32	28,3	20,8	19,0	13,7
EXIDE	XP12V1800	32	50,4	38,1	35,2	26,4
EXIDE	XP12V2500	32	67,7	52,0	48,2	36,8
YUASA	_SWL750	40	22,9	16,7	15,2	10,7
YUASA	_SWL1100	32	31,3	23,0	20,9	15,0
YUASA	_SWL1800	32	56,2	42,1	38,7	28,8



# Offre batterie

## Détails des batteries

-**Nombre de batteries:** De 2\*16 batteries à 2\*20 batteries. 40 x Batteries internes en cartouche.

### -Type de cartouches batteries

-10 Batteries par cartouche

-SKU # E3SBT4.....4 x Cartouches batteries 7AH

-SKU # E3SBTH4.....4 x Cartouches batteries 9AH...lancement en août 2018

-**Armoire batterie modulaire vide** E3SXR6 à venir au 2<sup>o</sup> semestre 2018

-**Un seul disjoncteur batterie** accepté par UPS

-Marque batterie...**CSB**

-**Batterie commune** pour 2 x E3S in parallèle 1+1

-Seules les batteries **VRLA** sont compatibles

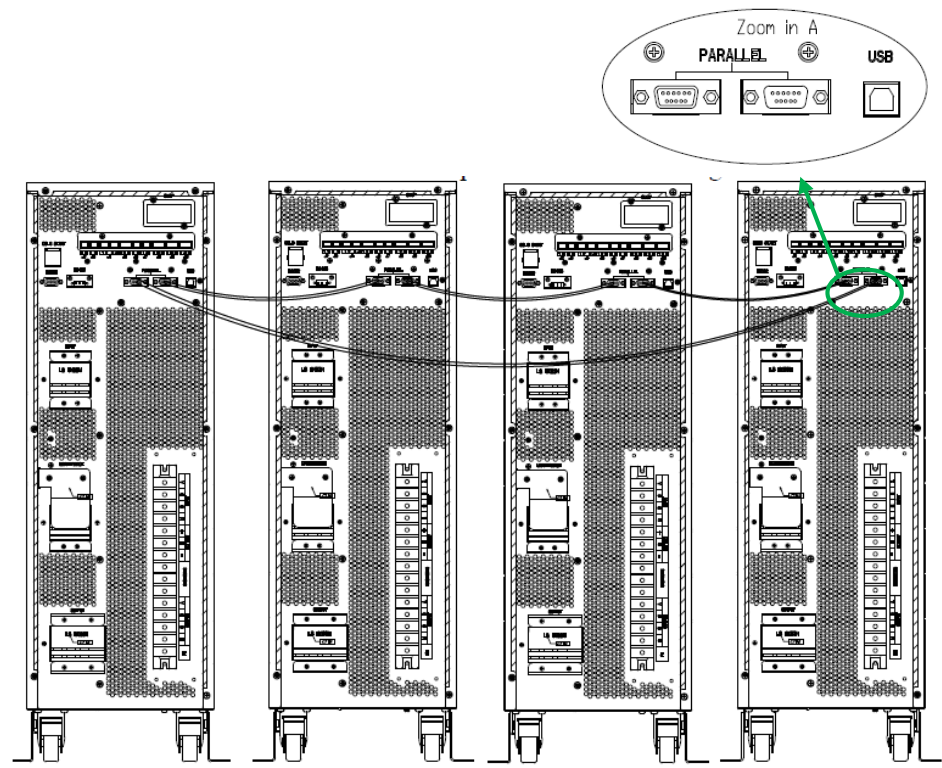
-Forte capacité de charge: **Pas besoin de chargeur longue autonomie**

*Retrouve 90% de la capacité en 8hrs @ 2hrs d'autonomie*





# UPS en parallèle: Augmentation de puissance ou redondance



2 x UPS	3 x UPS	4 x UPS
2 x 10KW C/R	3 x 10KW C/R	4 x 10KW C/R
2 x 15KW C/R	3 x 15KW C/R	4 x 15KW C/R
2 x 20KW C/R	3 x 20KW C/R	4 x 20KW C/R
2 x 30KW C/R	3 x 30KW C/R	4 x 30KW C/R
2 x 40KW C/R	3 x 40KW C/R	4 x 40KW C/R
Up to 80KW C Up to 40KW R	Up to 120KW C Up to 80KW R	Up to 160KW C Up to 120KW R

Identical Property of Schneider Electric | Page 11

C=Augmentation de Pu; R=Redondance

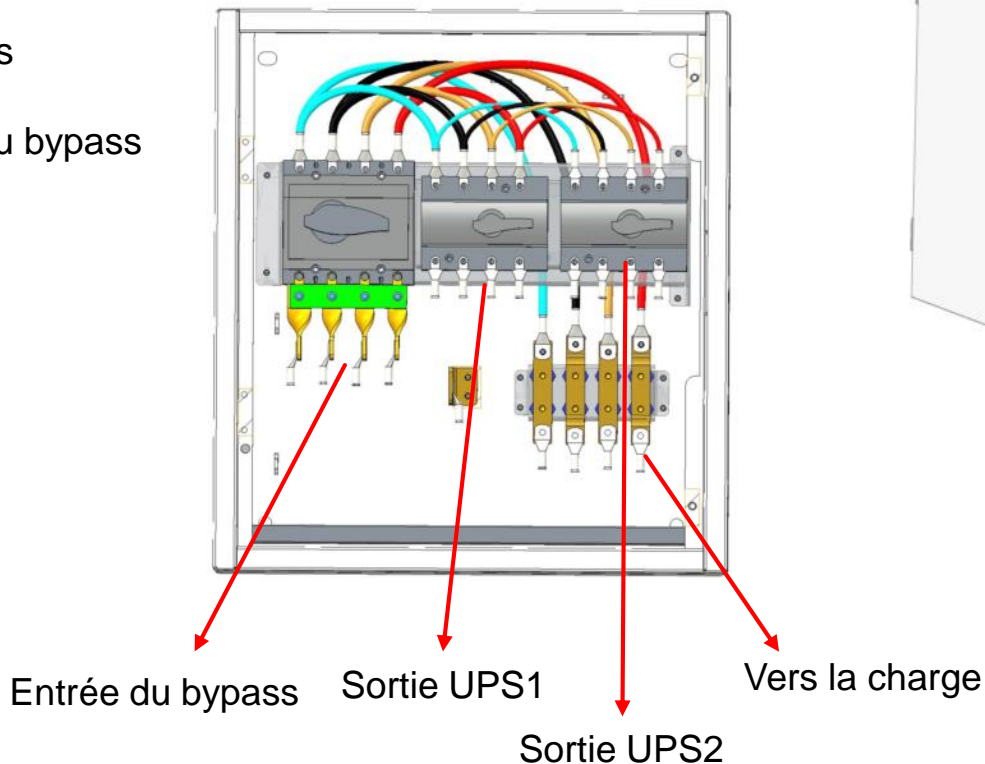
Jusqu'à 4 UPS en Parallèle pour redondance ou augmentation de puissance

# Système de bypass externe

Puissance : 10-80 kVA

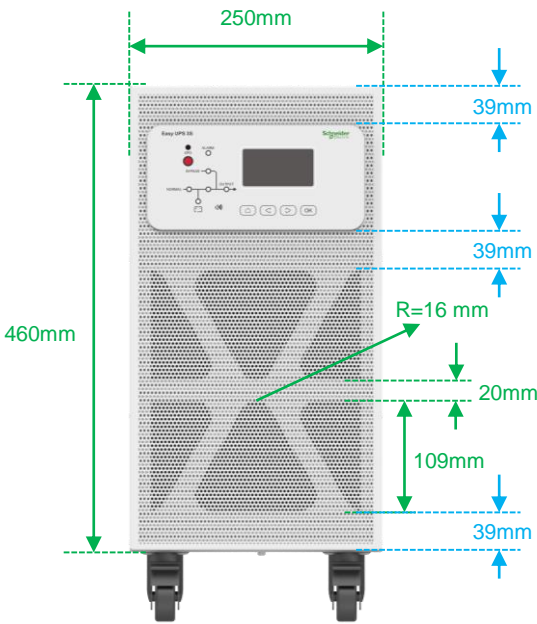
- Connection par le bas
- Court-circuit: 10kA
- Detection du statut du bypass

**Standard: 2 UPS en parallèle Maximum**



# Offer Details

## Small Tower



	Net Dimension (W*D*H)	Net Weight KG	Package Dimension (W*D*H)	Package Weight KG
10kW	250*700*530	36	400*857*772	50
15kW	250*700*530	36	400*857*772	50
20kW	250*770*770	58	400*982*1015	75
30kW	250*770*770	60	400*982*1015	77
40kW	250*770*770	70	400*1050*1015	86

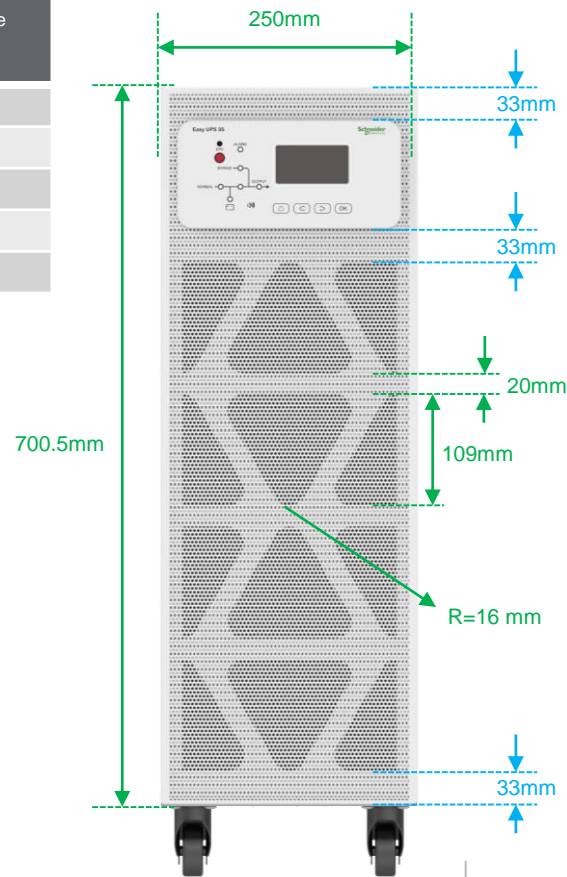
### Standard

- ✓ Breakers UIB/UOB/SSIB/MOB (SE)
- ✓ Dust filter
- ✓ Std Charger 20@ of Power
- ✓ 3.4' Display
- ✓ Mimic panel
- ✓ 10 Dry contacts (Configurable)

### Option

- ✓ Network card (SNMP/Modbus TCP/IP)
- ✓ BBB/BBK
- ✓ Empty battery cabinet
- ✓ Parallel Kit
- ✓ Temperature sensor

Pn	10000	15000	20000	30000	40000
Charging current	3.5	5.3	7.1	10.6	14.2



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Schneider  
Electric

# Offer Details

## High Tower

	Net Dimension (W*D*H)	Net Weight KG w.o Battery	Package Dimension (W*D*H)	Package Weight KG
10kW	380*928*1400	130	563*1014*1640	155
15kW	380*928*1400	130	563*1014*1640	155
20kW	380*928*1400	150	563*1014*1640	175
30kW	500*969*1400	185	683*1114*1640	220
40kW	500*969*1400	195	683*1114*1640	230

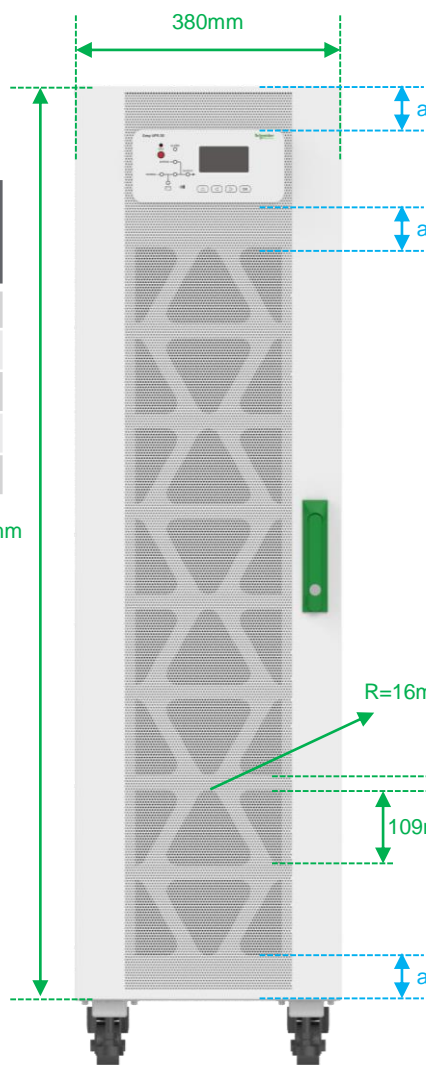
### Standard

- ✓ Breakers UIB/UOB/SSIB/MOB/BB (SE)
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### Option

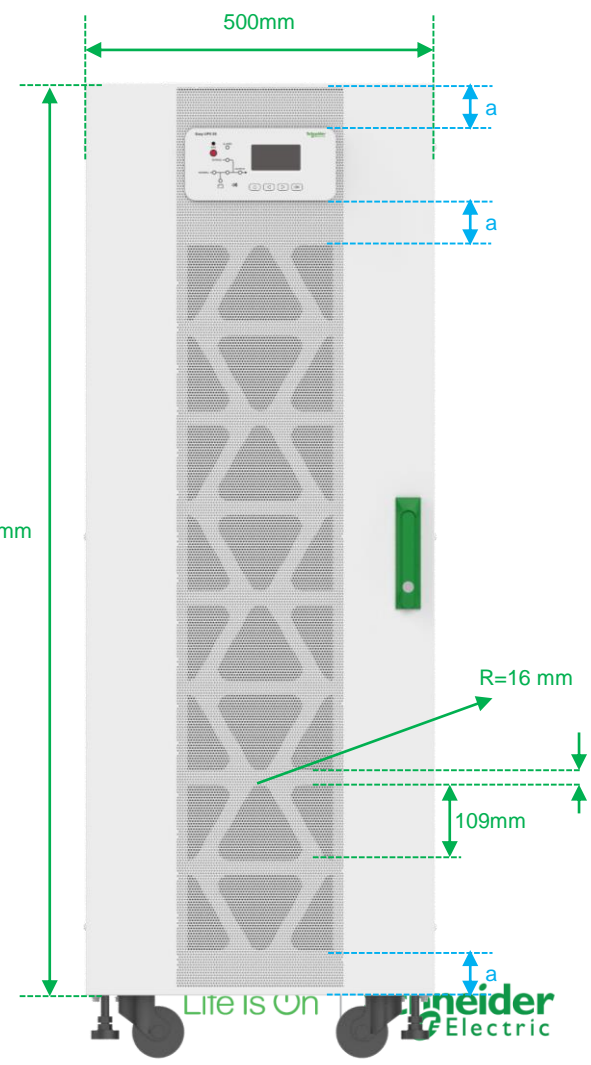
- ✓ Network card (SNMP/Modbus TCP/IP)
- ✓ BBB/BBK
- ✓ Empty battery cabinet
- ✓ Parallel Kit

1306mm

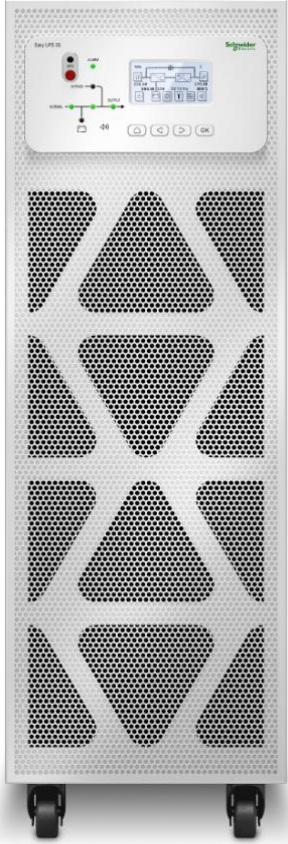
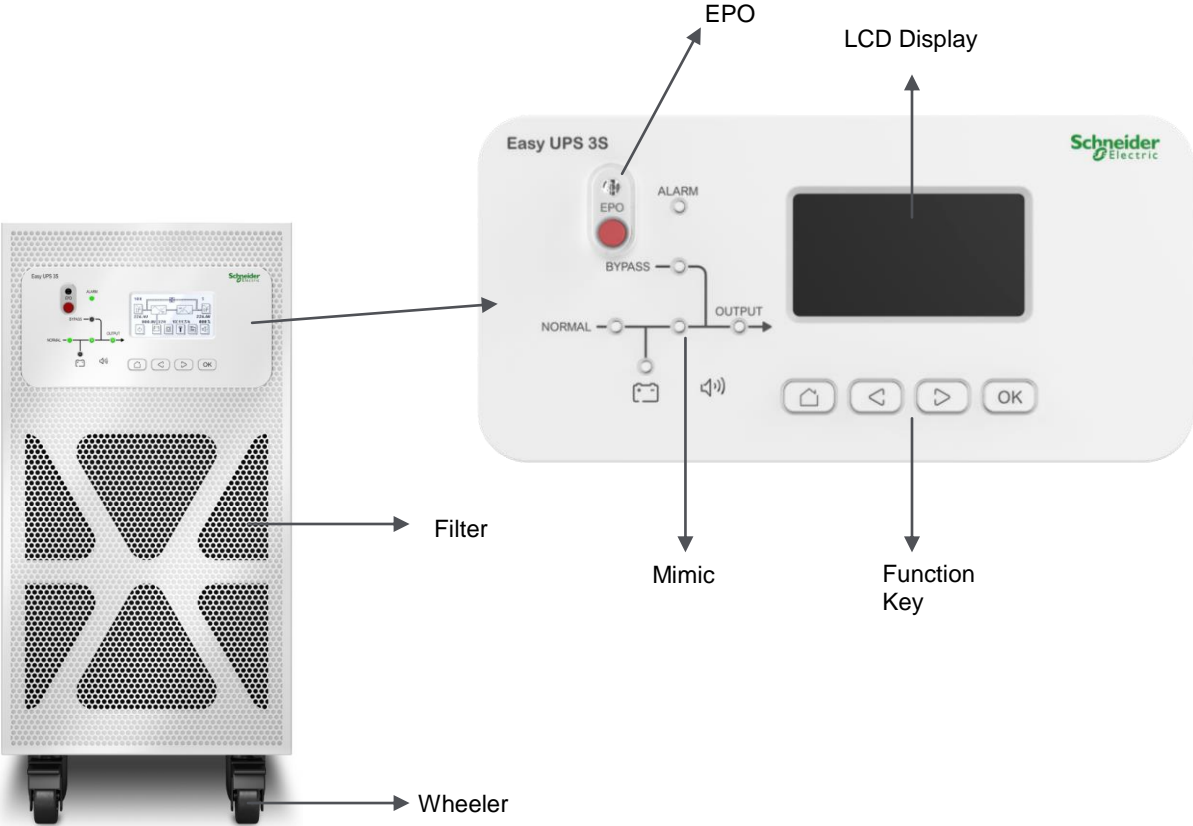


500mm

1306mm

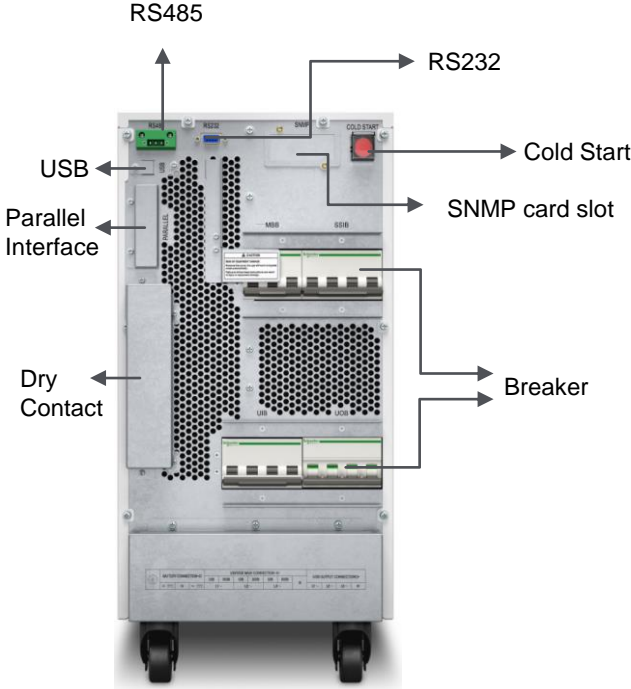


# Front View





# Rear View



10-15kVA

20-30kVA



40kVA



# Input Specification

	10 kVA			15 kVA			20 kVA			30 kVA			40 kVA		
Voltage (V)	380	400	415	380	400	415	380	400	415	380	400	415	380	400	415
Connections	L1, L2, L3, N, PE														
Input voltage range (V)	304–477														
Frequency range (Hz)	45–65														
Nominal input current (A)	16	15	15	24	23	22	32	31	30	48	46	44	65	61	59
Maximum input current (A)	19	18	18	29	28	26	38	37	36	58	55	53	78	73	71
Input current limitation (A)	22	20	20	33	31	30	44	42	41	65	63	60	89	83	80
Total harmonic distortion (THDI)	<3% at 10 kVA <4% at 15–40 kVA														
Input power factor	> 0.99														
Maximum input shortcircuit withstand	I <sub>cc</sub> =10 kA														
Protection	Circuit breaker and fuse									Switch and fuse					
Ramp-in	15 seconds														



# Bypass Specification

	10 kVA			15 kVA			20 kVA			30 kVA			40 kVA		
Voltage (V)	380	400	415	380	400	415	380	400	415	380	400	415	380	400	415
Connections	L1, L2, L3, N, PE														
Overload capacity	125% continuous 125–130% for 10 minutes 130–150% for 1 minute >150% for 300 milliseconds														
Minimum bypass voltage (V)	304	320	332	304	320	332	304	320	332	304	320	332	304	320	332
Maximum bypass voltage (V)	437	460	477	437	460	477	437	460	477	437	460	477	437	460	477
Frequency (Hz)	50 or 60														
Nominal bypass current (A)	15	14	14	23	22	21	30	29	28	46	43	42	61	58	56
Maximum input short circuit withstand	I <sub>cc</sub> =10 kA														

# Output Specification

	10 kVA			15 kVA			20 kVA			30 kVA			40 kVA		
Voltage (V)	380	400	415	380	400	415	380	400	415	380	400	415	380	400	415
Connections	L1, L2, L3, N, PE														
Overload capacity	110% for 60 minutes 125% for 10 minutes 150% for 1 minute > 150% for less than 200 milliseconds														
Output voltage tolerance	+/- 1.5%														
Dynamic load response	40 milliseconds														
Output power factor	1.0						1.0 <sup>1</sup>								
Nominal output current (A)	15	14	14	23	22	21	30	29	28	46	43	42	61	58	56
Total harmonic distortion (THDU)	< 3% at 100% linear load < 5.5% at 100% non-linear load														
Output frequency (Hz)	50 or 60														
Slew rate (Hz/sec)	Programmable: 0.5 or 2. Default is 0.5.														
Output performance classification (according to EN62040-3)	VFI-SS-111														

# Battery Specification

	10 kVA	15 kVA	20 kVA	30 kVA	40 kVA
Charging power	Programmable from 1% to 20% of UPS capacity. Default is 10%.				
Maximum charging power (W)	2000	3000	4000	6000	8000
Nominal battery voltage (16–20 blocks) (VDC)	+/- 192 to +/- 240				
Nominal float voltage (16–20 blocks) (VDC)	+/- 216 to +/- 270				
End of discharge voltage (16–20 blocks) (full load) (VDC)	+/- 158 to +/- 198				
End of discharge voltage (16–20 blocks) (no load) (VDC)	+/- 168 to +/- 210				
Battery current at full load and nominal battery voltage (16–20 blocks) (A)	28–22	42–33	55–44	83–66	111–89
Battery current at full load and minimum battery voltage (16–20 blocks) (A)	34–27	50–40	67–54	101–81	134–107
Temperature compensation (per cell)	Programmable from 0–5 mV. Default is 3 mV.				
Ripple current	< 5% C10				



QUESTIONS ?

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