

TRIPP LITE UPS COMPETITIVE CROSS-REFERENCE GUIDE



| If you're considering buying APC's... | Consider the advantages of Tripp Lite's... | Half-Load Runtime | | Value-Added Features Unique to Tripp Lite's Model |
|---------------------------------------|--|-------------------|----------|---|
| | | Tripp Lite | APC | |
| BK200 | BCPERS200 | 28 min. | 15 min. | • More Outlets |
| BK300C | BCPERS300 | 17 min. | 18 min. | • More Outlets |
| BK500MC | BCPERS450 | 17 min. | 8 min. | • More Outlets |
| | INTERNETOFFICE500 | 17 min. | 8 min. | • More Outlets, 2-line Modem/Fax Surge Protection |
| BK650MC | INTERNETOFFICE700 | 17 min. | 12 min. | • 2-line Modem/Fax Surge Protection, Higher VA |
| BF280C | INTERNETOFFICE300 | 10 min. | 10 min. | • Overload Indicator, Higher VA |
| BP280S | OMNISMART300 | 17 min. | 15 min. | • Higher VA |
| BP420S | OMNISMART500 | 17 min. | 14 min. | • Higher VA |
| BP650S | OMNISMART700 | 17 min. | 16 min. | • 2-line Modem/Fax Surge Protection, Higher VA |
| BP1000 | OMNISMART1050 | 23 min. | 14 min. | • Higher VA |
| BP1400 | OMNISMART1400 | 24 min. | 19 min. | • Voltage Correction and Battery Charge Indicators |
| SU420NET | SMART450RT | 19 min. | 18 min. | • Rack/Tower Cabinet, Higher VA |
| SU620NET | SMART700 | 20 min. | 14 min. | • Higher VA |
| SU700NET | SMART700 | 20 min. | 17 min. | • Superior Brownout Correction |
| SU1000NET | SMART1050 | 23 min. | 18 min. | • Superior Brownout Correction, Higher VA |
| SU1400NET | SMART1400 | 25 min. | 21 min. | • Superior Brownout Correction |
| SU2200NET | SMART2200NET | 27 min. | 27 min. | • 3 Monitoring Ports (APC=1), Expandable |
| SU3000NET | SMART3000NET | 14 min. | 17 min. | • 3 Monitoring Ports (APC=1), Expandable |
| PS250 | SMART450RT | 15 min. | 13 min. | • Rack/Tower Cabinet, Higher VA |
| PS450 | SMART450RT | 15 min. | 11 min. | • Rack/Tower Cabinet |
| SU700RM2U | SMART700RM | 28 min. | 17 min. | • More Outlets |
| SU1000RM2U | SMART1050RM | 23 min. | 16 min. | • More Outlets |
| N/A | SU1000RT2U (MODEL EXCLUSIVE TO TRIPP LITE!) | 18 min. | — | • True On-line Technology, Sine Wave Output at All Times, 2U Rack Space, Versatile Rack/Tower Cabinet |
| SU1400RM2U | SMART1400RM2U (NEW!) | 30 min. | 11 min. | • More Outlets, Expandable, USB & Serial Port |
| SU2200RM3U | SMART2200RM2U (NEW!) | 20 min. | 24 min. | • More Outlets, Expandable, USB & Serial Ports |
| N/A | SU2200RT2U (MODEL EXCLUSIVE TO TRIPP LITE!) | 18 min. | — | • True On-line Technology, Sine Wave Output at All Times, 2U Rack Space, Versatile Rack/Tower Cabinet |
| SU3000RM3U | SMART3000RM2U (NEW!) | 15 min. | 14 min. | • More Outlets, Expandable, USB & Serial Ports |
| MX3000 | SMARTDC3000 | 26 min. | 18 min. | • 4 Monitoring Ports (APC=1), More Outlets |
| MX3000XR | SMARTDC3000XR | 84 min. | 18 min. | • 4 Monitoring Ports (APC=1), More Outlets |
| MX5000 | SMARTDC5000 | 42 min. | 20 min. | • 4 Monitoring Ports (APC=1), More Outlets |
| MX5000XR | SMARTDC5000XR | 108 min. | 20 min. | • 4 Monitoring Ports (APC=1), More Outlets |
| BP350UC | SMART500USB | 17 min. | 9.5 min. | • Superior Brownout Correction, Higher VA |
| BP500UC | SMART700USB | 17 min. | 9.5 min. | • Superior Brownout Correction, Higher VA |
| N/A | TE600 | 22 min. | — | • Oversized Batteries for Extended Runtime |
| N/A | TE1200 | 16 min. | — | • Oversized Batteries for Extended Runtime |

Give Your Rackmount Customers **MORE!**

Only Tripp Lite Gives You All These UPS Exclusives

Exclusive Features



| Exclusive Features | YES! | NO |
|--|------|----|
| Up to 3000 VA in slimmer (2U!) rack cabinets | YES! | NO |
| Adaptability to both rack and tower applications | YES! | NO |
| Additional RS-232 and USB ports for flexibility | YES! | NO |
| Emergency Power Off (EPO) interface built-in | YES! | NO |
| Remote reboot of locked networks and load shedding | YES! | NO |
| Wireless Web-based power monitoring and control | YES! | NO |
| Expandable runtimes | YES! | NO |
| Two front faceplates included; black and white | YES! | NO |

Common Questions to Ask Customers When Recommending a UPS:

1. What kind and how much equipment needs to be protected?
2. What is the total VA capacity (total amps x voltage) of equipment to be protected?
3. How much runtime does protected equipment require?



1111 W. 35th Street; Chicago, IL 60609
 For more specific comparisons call (773) 869-1234. For complete product information go to www.triplite.com.

Up to \$100,000 Ultimate Lifetime Insurance

Product comparison based on Tripp Lite's SMART2200 & 3000RM2U models versus APC Smart-UPS SU2200RM3U & SU3000RM3U. See Tripp Lite's website for additional information.

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Tripp Lite
Costs Up To
30% Less
Than Competitors'
Comparable
Products!

| If you're considering buying Minuteman's... | Consider the advantages of Tripp Lite's... | Value-Added Features Unique to Tripp Lite's Model |
|---|--|--|
| OFFICEPLUS350 | INTERNETOFFICE300 | • Smaller, More Compact Unit |
| OFFICEPLUS500 | INTERNETOFFICE500 | • Longer Runtime |
| MBK300 | BCINTERNET300 | • More UPS Supported Outlets |
| MBK320 | BCINTERNET300 | • N/A |
| MBK520 | INTERNETOFFICE500 | • More Outlets |
| MBK680 | INTERNETOFFICE700 | • More Outlets |
| PRO320 | OMNISMART300 | • N/A |
| PRO520 | OMNISMART500 | • More Outlets |
| PRO700 | OMNISMART700 | • More Outlets |
| PRO1000 | OMNISMART1050 | • Higher VA Rating, More UPS Supported Outlets |
| PRO1400 | OMNISMART1400 | • More UPS Supported Outlets |
| PRO700R | SMART700RM | • N/A |
| PRO1000R | SMART1050RM | • N/A |
| PRO1400R | SMART1400RM2U | • Rack/Tower Cabinet, Expandable |
| PRO2200R | SMART2200RM2U | • Rack/Tower Cabinet, 2U Rack Space, Expandable, 20A Input Plug (MM=30A) |
| E500 - standard batteries | SMART450RT | • 1U Rack Space (MM=2U) |
| E500 plus 1 - E BP1 battery pack | SMART1400RM2U | • 2U Rack Space (MM=4U) |
| E750 - standard batteries | SMART700RM | • N/A |
| E750 plus 1 - E BP1 battery pack | SMART1400RM2U | • 2U Rack Space (MM=4U) |
| E1100 - standard batteries | SMART1050RM | • N/A |
| E1100 plus 1 - E BP1 battery pack | SMART1400RM2U | • 2U Rack Space (MM=4U) |
| E1500 - standard batteries | SMART1400RM | • N/A |
| E1500 plus 1 - E BP1 battery pack | SMART1400RM2U | • 2U Rack Space (MM=4U) |
| E2300 - standard batteries | SMART2200RM2U | • 2U Rack Space (MM=3U), 20A Input Plug (MM=30A) |
| E3200 - standard batteries | SMART3000RM2U | • 2U Rack Space (MM=3U) |
| XRT600 | SMART1400XL | • N/A |
| XRT600 plus 1 - XRT BP1 battery pack | SMART2200NET | • Single Cabinet, Larger Capacity |
| XRT1000 plus 1 - XRT BP1 battery pack | SMART2200NET | • Single Cabinet, Larger Capacity |
| XRT1500 plus 1 - XRT BP1 battery pack | SMART2200NET | • Single Cabinet, Larger Capacity |
| XRT2000 plus 1 - XRT BP1 battery pack | SMART2200NET | • Single Cabinet, Larger Capacity |
| XRT2001 plus 1 - XRT BP1 battery pack | SMARTDC3000 | • More Outlets |
| XRT2001 plus 2 - XRT BP1 battery pack | SMARTDC3000 | • More Outlets |
| MCP1000 | SU1000RT2U | • Rack/Tower Cabinet |
| MCP2000 | SU2200RT2U | • Rack/Tower Cabinet |
| MCP6000 or MCP6001 | SU6K | • 4 Monitoring Ports, Dual Voltage Compatible |
| MCP10000 or MCP10001 | SU10K | • 4 Monitoring Ports, Dual Voltage Compatible |

Give Your Customers MORE!

Premium features surpass the specifications of competitors' comparable products and accommodate all of your customers' applications.

SmartPro® RM2U UPS Systems



Designed so that two units (or one unit and an external battery pack) may occupy the same 2U rack space.



SmartOnline™ RT2U UPS Systems

Utilize dual conversion technology to completely isolate connected equipment from all power disturbances and produce a pure sine wave output.

NEW! Winner of PC Magazine Editors' Choice Award



September 25, 2001
Tripp Lite UPS System
Model: SU2200RT2U

"After weeks of testing, we favored the Tripp Lite SmartOnline 2200 Rack/Tower 2U, which incorporates all the features you could want at an astonishingly low price. For just \$1,100 (street), you get the power you need-2.2 kVA-in a slim rack-mount package that does not compromise serviceability. Best of all, the software package is one of the most versatile we tested."

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