












# 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
<b>Cisco</b>		HyperFlex, UCS Integrated Infrastructures (NetApp FlexPod, IBM VersaStack, Dell EMC Vblock)	Power capping with UCS Manager IPM integration with VMware		<a href="http://Eaton.com/Cisco">Eaton.com/Cisco</a>
<b>Dell EMC</b>		VxRail, XC series, VxBlock, XC (with Nutanix)	Automated VxRail cluster shutdown during unplanned power events IPM integration with VMware Power capping (Vblock)		<a href="http://Eaton.com/DellEMC">Eaton.com/DellEMC</a>
<b>HPE</b>		OneView, SimpliVity 380, Composable Infrastructure, Synergy	Power capping, spatial relationship with OneView IPM integration with VMware		<a href="http://Eaton.com/HPE">Eaton.com/HPE</a>
<b>NetApp</b>		FlexPod, FlexPod Modular Integration, Managed Edge Cloud, NetApp HCI	IPM integration with VMware		<a href="http://Eaton.com/NetApp">Eaton.com/NetApp</a>
<b>Nutanix</b>		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		<a href="http://Eaton.com/Nutanix">Eaton.com/Nutanix</a>
<b>Scale Computing</b>		HC	Organize, manage, protect with full Eaton portfolio		<a href="http://Eaton.com/ScaleComputing">Eaton.com/ScaleComputing</a>
<b>VMware</b>		vCenter, vRealize Operations, Site Recovery Manager, vSAN	Power mgmt via IPM plug-in to vCenter Infrastructure Management Pack for vRealize		<a href="http://Eaton.com/VMware">Eaton.com/VMware</a>



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.
- **Dell:** Eaton's integration with VxRail preserves data integrity by enabling automated and graceful shutdown of VxRail clusters experiencing unplanned, extended power events. The Gigabit Card, first UL and IEC certified UPS communication card, protects valuable data from cybersecurity breaches.
- **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 to ensure data integrity.

Alliance Partner	What the Competition Offers	What Eaton Offers
<b>VMware</b>	<ul style="list-style-type: none"> <li>• PowerChute Network Shutdown for VMware</li> <li>• StruxureWare integration with vSphere</li> </ul>	<ul style="list-style-type: none"> <li>• IPM with vCenter, vSphere</li> <li>• Infrastructure Management Pack</li> <li>• IPM works with vRealize Operations and DRS</li> </ul>
<b>Cisco</b>	<ul style="list-style-type: none"> <li>• UCS servers can ship pre-racked in a NetShelter SX rack. Cisco Compatible logo</li> <li>• StruxureWare plug-in for UCS Manager</li> </ul>	<ul style="list-style-type: none"> <li>• IPM works with UCS Manager for power capping and power device management</li> <li>• Best of breed power management components to protect the physical infrastructure</li> </ul>
<b>HPE</b>	<ul style="list-style-type: none"> <li>• EdgeCenter (APC's Micro Datacenter bundled with HPE servers. Sold under HPE brand)</li> </ul>	<ul style="list-style-type: none"> <li>• IPM enables load shedding, power capping on demand and failover to disaster recover site based on environmental events in the rack</li> <li>• IPM is HPE Composable Infrastructure Tested</li> <li>• Lab-tested integration with HPE SimpliVity for complete, optimized hyperconverged solution</li> </ul>
<b>Dell EMC</b>	<ul style="list-style-type: none"> <li>• Physical infrastructure solutions</li> <li>• APC provides Dell's UPS and PDU portfolio but as an APC brand</li> </ul>	<ul style="list-style-type: none"> <li>• IPM software with UPS and Gigabit network card enables automated VxRail in-cluster shutdown during unplanned power events</li> <li>• Eaton products are part of the Software and Peripherals offering so Dell reps get paid for selling our products</li> <li>• Vblock Ready status</li> </ul>
<b>Nutanix</b>	<ul style="list-style-type: none"> <li>• Nutanix Ready Core Management &amp; Operation certification for PowerChute Network Shutdown</li> </ul>	<ul style="list-style-type: none"> <li>• IPM connects to Prism Central or Prism Element to protect User VMs or the entire cluster from power events</li> <li>• IPM is validated as Nutanix AHV Ready</li> </ul>
<b>NetApp</b>	<ul style="list-style-type: none"> <li>• NetShelter Rack, PDU, NetBotz Monitor and StruxureWare</li> </ul>	<ul style="list-style-type: none"> <li>• IPM manages the SNMP NetApp NAS</li> <li>• IPM works with UCS Manager for power capping</li> <li>• Eaton monitored PDUs are standardized in FlexPod bundles</li> </ul>
<b>Scale Computing</b>	<ul style="list-style-type: none"> <li>• Micro Datacenter Xpress (rack, UPS, PDU, security, sensors bundle)</li> </ul>	<ul style="list-style-type: none"> <li>• First UPS provider to test with Scale HC3 appliances</li> <li>• Best of breed power management components to protect the physical infrastructure</li> </ul>
<b>Lenovo</b>	<ul style="list-style-type: none"> <li>• IoT and Edge Compute portfolio (any APC product that can support/protect)</li> </ul>	<ul style="list-style-type: none"> <li>• Lenovo UPS, PDU and UPM software (Lenovo-branded power management solutions)</li> </ul>

For questions or additional information, please contact:

**DAVID PALACIOS**  
Business Development  
Manager (Chicago)  
dpalacios@eaton-sales.com  
312-405-9309

**MIKE JONES**  
Business Development  
Manager (East Coast)  
MikeJones@eaton.com  
732-966-2266

**JAMES BRIDGES**  
Business Development  
Manager (Chicago)  
jbridges@eaton-sales.com  
480.558.6060

**SEAN VANDERHOOF**  
National Account Manager  
SeanMVanderhoof@eaton.com  
630.335.4025



Powering Business Worldwide