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VITAL INFORMATION FOR VARs AND TECHNOLOGY INTEGRATORS

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PRODUCT REVIEW

Falcon Electric's SG Series UPSes

Uninterruptible power supplies, or UPSes, are more important today than ever before. With the United States' power grid pushed to the maximum, especially in summer months, brownouts and blackouts are becoming more prevalent. **Falcon Electric's new SG Series 5 kVA and 6 kVA UPSes, however, enable solution providers to ride out these power fluctuations with great confidence.**

Falcon's units are tower-style units, which eliminate the need for a rack and can prove to be more flexible and cost-effective.

A UPS in its most basic form is simply a battery in a box; when AC power goes out, the battery takes over the load. Special circuitry is used to convert the battery's DC voltage to a 120-volt AC waveform. Crude circuitry will produce a crude AC waveform, which isn't ideal for powering sensitive computers. Falcon avoids those issues by producing a perfect sine-wave output.

Falcon's UPSes are true regenerative online units, which eliminate surges, sags, line noise and brownouts that can hinder sensitive equipment. An offline UPS simply passes the available AC power on to whatever is plugged in and switches to battery power only when there's a blackout. An online UPS constantly bucks or boosts the AC input to the proper voltage and then passes it on to anything plugged in. A regenerative online UPS converts the incoming AC power to a regulated DC voltage, from which a new, clean and tightly regulated AC voltage is regenerated. Connected equipment never sees the actual AC power line, which is often not at the right voltage.

Falcon's new SG Series 5 kVA and 6 kVA UPS Plus models feature galvanically isolated inputs of either 120 or 230 volts AC, providing greater protection in areas that are prone to power problems. The galvanic input isolation eliminates common mode noise and isolates everything from utility-based power.

Applications that might require galvanic input isolation include industrial control sys-

SG SERIES UPS PLUS 5 & 6KVA WITH GALVANIC INPUT ISOLATION

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> **Tech Rating:** ★★★★★

> **Channel Rating:** ★★★★★

> **Distributors/Integrators:** Direct from vendor

Note: Recommended status is earned with score of at least eight out of ten



tems, telecommunications equipment, laboratory equipment and computer-based LAN and WAN systems.

Common mode noise is caused by currents that flow when the ground voltage varies slightly between interconnected equipment powered by different service panels in the same building or interconnected equipment located in different buildings. If current unexpectedly flows across a sensor or control device, equipment reliability problems can occur and the interconnected equipment can fail. Galvanic UPSes isolate equipment from the power source, thereby eliminating common mode noise. Galvanic isolation is crucial to keep systems running smoothly and should be installed on every piece of interconnected equipment.

Other features in the SG Series UPSes include input power factor correction, tight voltage regulation, auto restart, a site wiring indicator and multistage surge protection. Remote management and monitoring is done through a standard RS-232 port or an optional TCP-IP addressable SNMP/HTTP board. The supplied Upsilon software enables all SG Series UPSes to support unattended shutdown, management, data logging and self-diagnostics. The software supports most versions of Windows, Novell Netware 5 and 6, Linux and FreeBSD.

The new Falcon UPSes are available in 5 kVA and 6 kVA versions, and each is avail-

able with a 120- or 220-volt input; solution providers should choose whichever best matches the wiring in a building. Prices range from \$4,605 to \$5,689 depending on model and capacity. Note that these are truly huge units, both in size and capacity. A typical desktop UPS is maybe 600 VA or 0.6kVA. These units are 5,000 and 6,000 VA, or 5 kVA and 6 kVA. They measure 32 inches high by 10 inches wide by 22 inches deep and weigh as much as 300 pounds. Resellers might need a little extra manpower to get one of these on-site.

Falcon's channel program has been in existence for five years. The single-level program provides an average solution provider margin of 25 percent. The main benefits include marketing support with lead-generation and pre- and post-sales technical support. Training is offered through the Web site, over the phone, on-site or at the factory. Technical support is available weekdays from 8 a.m. to 5 p.m. Pacific time. **Resellers can find product selection guides, manuals, brochures, spec sheets, battery replacement guides, plug configurations and more on Falcon's Web site.**

—Marc Spiwak

