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, ConnectWise and Scale Computing provide added value by extending the availability of your IT infrastructures.

	Alliance program	Partner Product	Integration	Validation	Website
Cisco	CISCO Partner — Solution Partner	HyperFlex,UCS Integrated Infrastructures (NetApp FlexPod, IBM VersaStack, Dell EMC Vblock)	Power capping with UCS Manager — IPM integration with VMware		Eaton.com/Cisco
Dell Technologies	DELL Technologies	VxRail, XC series, VxBlock, XC (with Nutanix)	Automated VxRail cluster shutdown during unplanned power events — IPM integration with VMware — Power capping (Vblock)	VBLOCK READY	Eaton.com/Dell
HPE	Hewlett Packard Enterprise — Technology Partner — SILVER PARTNER	OneView, SimpliVity 380, Composable Infrastructure, Synergy	Power capping, spatial relationship with OneView — IPM integration with VMware	Hewlett Packard Enterprise — Technology Partner — Composable Infrastructure Tested — SILVER PARTNER	Eaton.com/HPE
NetApp	NetApp — Alliance Partner	FlexPod, FlexPod Modular Integration, Managed Edge Cloud, NetApp HCI	IPM integration with VMware		Eaton.com/NetApp
Nutanix	NUTANIX TECHNOLOGY ALLIANCE	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	NUTANIX READY • AHV •	Eaton.com/Nutanix
Scale Computing	SCALE COMPUTING	HC	Organize, manage, protect with full Eaton portfolio		Eaton.com/ScaleComputing
VMware	vmware PARTNER TECHNOLOGY ALLIANCE	vCenter, vRealize Operations, Site Recovery Manager, vSAN	Power mgmt via IPM plug-in to vCenter — Infrastructure Management Pack for vRealize	vmware READY MANAGEMENT AND ORCHESTRATION	Eaton.com/VMware
ConnectWise	ConnectWise invent — Application Partner Program	Automate RMM	Allows MSPs to see the events (on the Automate dashboard) based on the IPM plugin	ConnectWise Automate CERTIFIED INTEGRATOR	Eaton.com/ConnectWise

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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.
- **ConnectWise**: Eaton disaster avoidance software (IPM) plugin will help you connect to Automate RMM to easily track and manage fast-ticketing related to power events.

Alliance Partner	What the Competition Offers	What Eaton Offers
VMware	• PowerChute Network Shutdown for VMware • StruxureWare integration with vSphere	• IPM with vCenter, vSphere • Infrastructure Management Pack • IPM works with vRealize Operations and DRS
Cisco	• UCS servers can ship pre-racked in a NetShelter SX rack. Cisco Compatible logo • StruxureWare plug-in for UCS Manager	• IPM works with UCS Manager for power capping and power device management • Best of breed power management components to protect the physical infrastructure
HPE	• EdgeCenter (APC's Micro Datacenter bundled with HPE servers. Sold under HPE brand)	• IPM enables load shedding, power capping on demand and failover to disaster recover site based on environmental events in the rack • IPM is HPE Composable Infrastructured Tested • Lab-tested integration with HPE SimpliVity for complete, optimized hyperconverged solution
Dell Technologies	• Physical infrastructure solutions • APC provides Dell's UPS and PDU portfolio but as an APC brand • Automated VxRail in-cluster shutdown during unplanned power events	• IPM software with UPS and Gigabit network card enables automated VxRail in-cluster shutdown during unplanned power events • Eaton products are part of the Software and Peripherals offering so Dell reps get paid for selling our products • Vblock Ready status
Nutanix	• Nutanix Ready Core Management & Operation certification for PowerChute Network Shutdown	• IPM connects to Prism Central or Prism Element to protect User VMs or the entire cluster from power events • IPM is validated as Nutanix AHV Ready
NetApp	• NetShelter Rack, PDU, NetBotz Monitor and StruxureWare	• IPM manages the SNMP NetApp NAS • IPM works with UCS Manager for power capping • Eaton monitored PDUs are standardized in FlexPod bundles
Scale Computing	• Micro Datacenter Xpress (rack, UPS, PDU, security, sensors bundle)	• First UPS provider to test with Scale HC3 appliances • Best of breed power management components to protect the physical infrastructure
Lenovo	• IoT and Edge Compute portfolio (any APC product that can support/protect)	• Lenovo UPS, PDU and UPM software (Lenovo-branded power management solutions)
ConnectWise	• APC has solution of integration but not certified by ConnectWise Invent program	• Certified solution by ConnectWise Invent Program

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