

# Eaton 9315 product refresh

## SBM retrofit solution for your data center

This new initiative from Eaton Service and Engineering retrofits existing SBMs to work with new Power Xpert 9395P High Performance UPSs, enabling the reuse of existing electrical infrastructure.

Because all of the conduit and wiring remains intact, minimal work is required by electricians.

BEFORE



AFTER\*



NEW  
CONTROLS  
AND  
BOARDS

SAME  
CONDUIT  
AND  
WIRE

SAME  
BREAKERS  
AND  
BUS  
WORK

\*Black panels optional



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# The obvious choice

## Retrofit & reuse

## Rip & replace

### COST

Half the cost



Full cost

### SERVICE

5 year assurance plan  
for UPSs and SBMs with annual PMs



1 year warranty

### TIME

Completed in weeks\*



Completed in months

### SPENDING

Spread out CAPEX  
over multiple years



Larger upfront costs

### SUSTAINABILITY

Product used to  
fullest extent



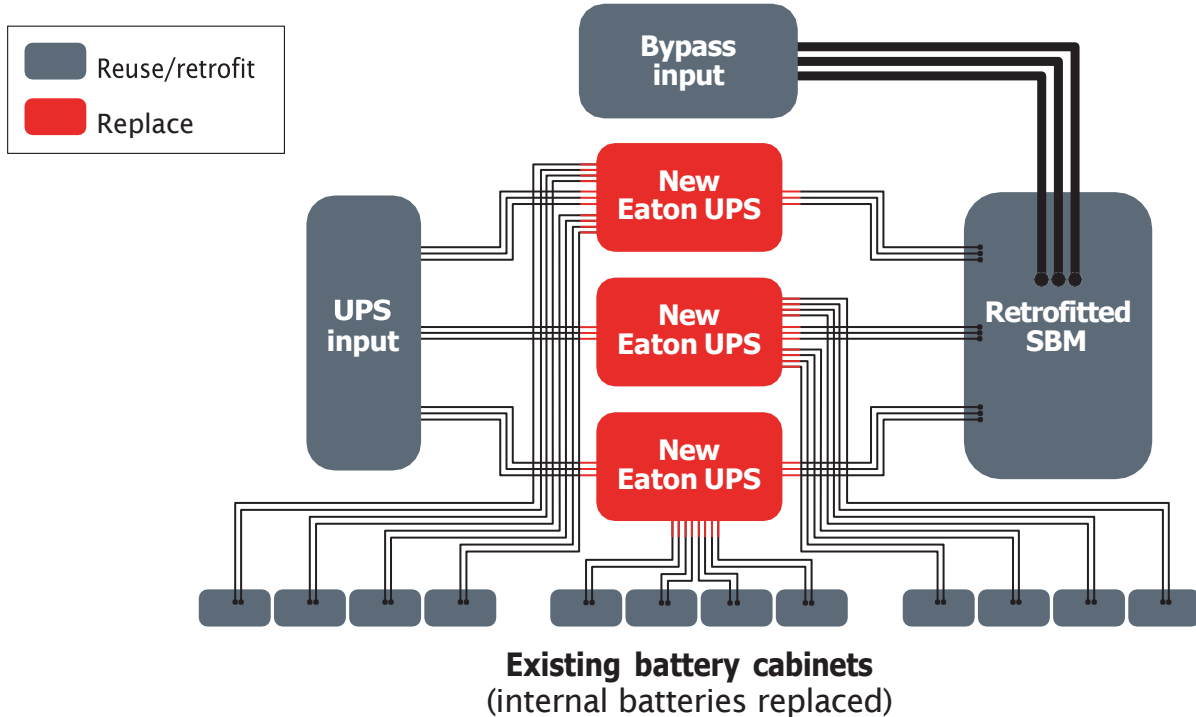
Increased waste sent  
to landfill or recycling

\* Based on Eaton experience. Can differ based on site conditions and unforeseen events.

# How it works

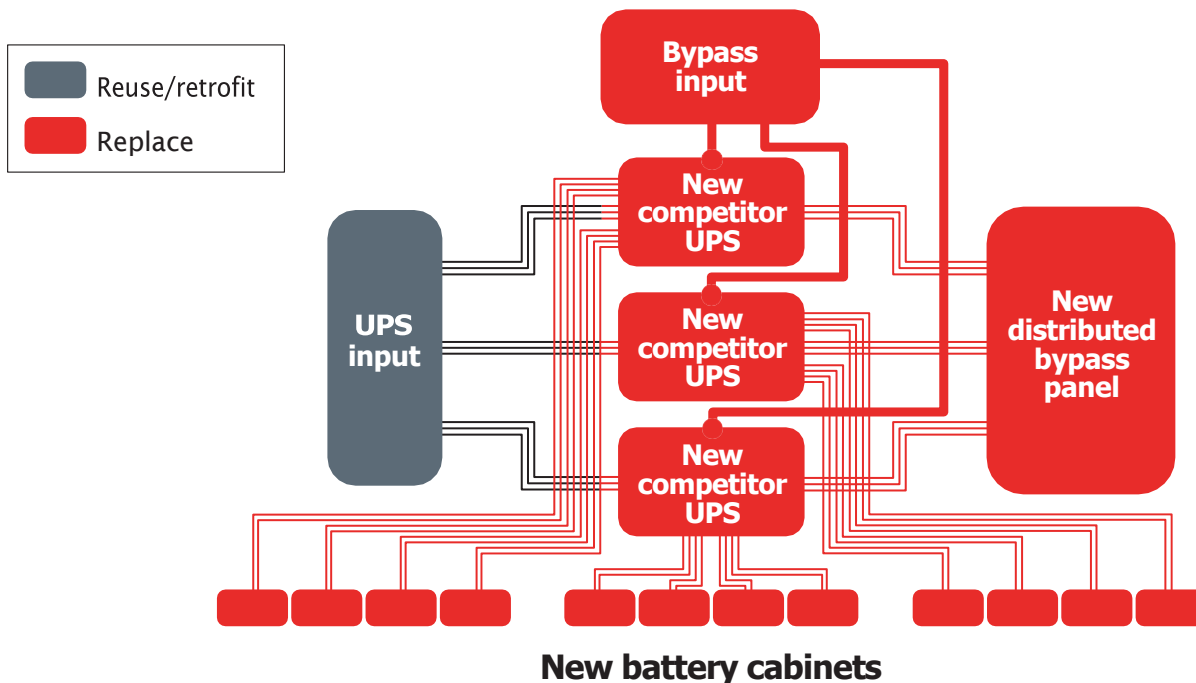
## The Eaton 9315 SBM Retrofit solution:

Allows organization to reuse existing infrastructure and upgrade to the latest UPS technology.



## “Rip and replace” alternative:

Installing a brand new distributed or centralized bypass switchboard is costly and involves rewiring the entire UPS room.



“Not only were we able to avoid \$1.5 million in capital expenditures by minimizing electrical site work and hardware replacement costs with the retrofit, we also cut our operating expenses by eighty thousand per year.”

Quote from Fortune 500 oil and gas company representative



Save money



Save time



Save the environment

Learn more: contact your Eaton service or product sales representative today

**Eaton**  
1000 Eaton Boulevard  
Cleveland, OH 44122  
United States  
Eaton.com

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