



DesignXpert Partners with Tripp Lite to Streamline Designs with UPS Power Protection

Design mission-critical UPS power protection into network designs early, ensuring accurate configurations and valid designs

Tripp Lite: Power Protection Leader

Offering more than 1,000 products including UPS systems, Tripp Lite is the premier innovator in the power protection industry, and the exclusive power protection vendor in the Netformx KnowledgeBase.

Netformx: Network Design Leader

Whether a company is creating physical data networks, deploying converged VoIP solutions or selling MPLS/IP-VPN and Managed Services, Netformx rules-based network design and quoting platforms streamline the end-to-end design and quoting process. Netformx's fine-tuned software engines rely on the world's most extensive multi-vendor knowledge base of networking equipment.

DesignXpert: Assessment-to-Quote Tool

DesignXpert is a rules-based network design and quoting platform that streamlines the network sales process. The tool is supported by the Netformx KnowledgeBase — the world's most extensive multi-vendor library of networking equipment — which includes catalog, extensive datasheet and manufacturer information coupled with configuration and pricing rules.

“DesignXpert is like another engineer working alongside you, helping to design a network quickly, accurately, on time, and without waste. I highly recommend DesignXpert for on-time performance of complicated network designs. In fact, I like the product so much, we use DesignXpert at Tripp Lite for our own designs and quotations.”

— Dave Lund, Vice President, National Accounts, Tripp Lite

Selecting the right UPS power protection product for a network is a complex, challenging and often time-consuming manual process. Tripp Lite offers a range of products, with potentially tens of thousands of variations and millions of different network configurations. Even with extensive training, human error can occur during product selection, configuration or validation. Automating selection of Tripp Lite UPS products via DesignXpert eliminates errors and ensures that network power will be maintained.

The partnership between Netformx and Tripp Lite has made the design of networks with UPS power protection easier, faster and more accurate with DesignXpert. Tripp Lite products have been added to the Netformx KnowledgeBase, allowing DesignXpert users to select Tripp Lite UPS power protection components during the network design process. Now design engineers can easily address network power backup issues during the initial network design stages.

DesignXpert and Tripp Lite's online UPS System Selector have been integrated and optimized to work together seamlessly to deliver a fast and efficient solution, allowing Tripp Lite UPS products to be quickly and efficiently added for power protection via DesignXpert.

Streamlining the Process

Netformx users design customer networks using the intuitive GUI, and then generate a UPS Power Report to automatically calculate the load of the design, using this total load to select the appropriate UPS system for the network. Then, DesignXpert provides a hyperlink to Tripp Lite's online UPS System Selector. Through this connection, network designers can easily select the optimum Tripp Lite UPS power backup system, and simply drag-and-drop the power protection components into DesignXpert, to be automatically incorporated into the network design and BOM. The user can also find out all the device information simply by drilling down on the device icon.

The Ideal Network Design and Quoting Platform

"DesignXpert is the ideal platform to provide solution-based network designs for the 21st century," said Dave Lund, Vice President, National Accounts for Tripp Lite. "It can provide accurate quoting and up-to-the-minute specifications pricing of Tripp Lite products and a variety of other networking components."

"DesignXpert is a platform whose time has come," Lund added. "With the proliferation of networking devices out there, keeping up with the models and part numbers that vendors continuously roll out is a challenge. Netformx does a great job of keeping engineers up to date on the latest and greatest products, and presenting network designs in a format that designers and customers can understand."

The DesignXpert Advantage

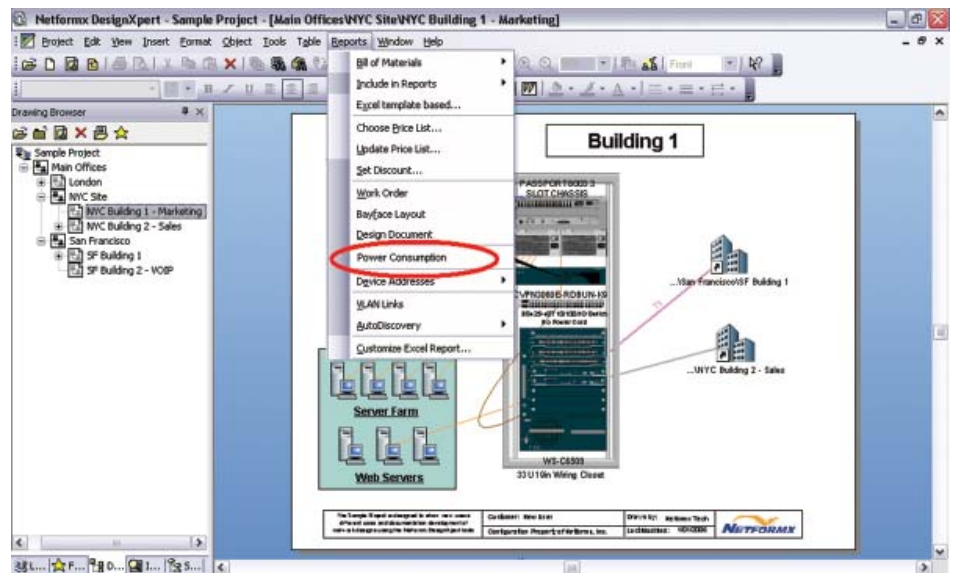
DesignXpert delivers the following advantages to Tripp Lite customers:

- **Fast Turnaround** on designs and quotes, enabling integrators to gain an edge on the competition.
- **Design Accuracy** with the right Tripp Lite products in place and complete configurations validated by DesignXpert.
- **Optimized Designs** with power protection designed in on the front end.

The Netformx Difference

DesignXpert is backed by value-added Netformx capabilities including:

- **Extensive Multi-Vendor KnowledgeBase** based on up-to-date detailed product information, software and services configuration options, and pricing for all the market-leading voice, data and video networking products.
- **Timely Content Update** distributed via the Netformx KnowledgeBase Auto Update application to licensed Netformx users who subscribe to the weekly content update service.
- **Easy Network Discovery** with DesignXpert Enterprise AutoDiscovery (EAD), a high-performance engine for discovering and documenting existing network infrastructures.
- **Helpful Advisor Technology** that enables users to convert customer requirements to optimized solutions, streamlining product selection, configuration, validation and pricing.



The Netformx partnership with Tripp Lite enables integrators to:

- Design mission-critical UPS power protection early in the design process
- Minimize errors in selecting, configuring and validating UPS devices
- Stay on budget and on time with a fully protected network design
- Build in power protection capacity for future growth
- Easily include pricing in lease rate quotes

UPS and Networks: A Mission-Critical Connection

"UPS protection is about eliminating pain for customers," explained Dave Lund, Vice President, National Accounts, Tripp Lite. "If a UPS prevents a network from going down, it means less pain for the network administrator, the network user, and the company as a whole."

In the past, power protection was an afterthought in network design. Today, UPS products are mission-critical to business operation, especially due to the emergence of converged networks

delivering VoIP. Your customers demand maximum network uptime, but when the power goes out, phone calls are dropped, and Internet access, data sharing, streaming video, conference calls, online billing and a host of other essential applications are interrupted. Adding Tripp Lite UPS protection on the front end of the design process prevents these problems for your customer.

"The trend toward converged networks running multiple applications makes power protection a critical network design issue," said Priscilla Galgan, Tripp Lite Vice President of Sales and Marketing. "Up to now, power protection has been the missing link in network design. The inclusion of Tripp Lite UPS solutions in DesignXpert forges that much-needed link. It enables network engineers to include a Tripp Lite UPS solution as an integral part of their design. This assures that critical network power protection issues will be addressed during the design process, not as an afterthought."



275 Saratoga Ave., Suite 200
Santa Clara, CA 95050
Tel: 408.423.6600
Fax: 408.423.6699