

## Power Protection for Office Equipment

### Office Equipment: The Market

Few industries have such intensive and everyday service demands as the office equipment industry. Office electronics, ranging from computers and printers to servers and TV's, are of significant importance and value to companies globally and are critical to everyday operations for businesses around the world. According to Research and Markets 2011 "Global: Electronic Equipment and Supplies Industry Guide" report, in 2009 the global office electronics market generated total revenues of \$93.7 billion.

### Protection is Necessary

When office electronics malfunction, it can have an immediate impact on both productivity and profitability. Given the high value of today's office electronics equipment it's important to identify the significance of protecting this equipment from chaotic power disturbances. Today's electronics are pervasive with the vast majority of equipment within the marketplace being deployed with insufficient protection, resulting in damage from disturbances on the power grid that are remarkably frequent and destructive. With the sheer value of this equipment, protection is a must.

All electronic equipment has one thing in common: they need power to work and are impacted significantly due to power interruptions. Unfortunately, due to the new, highly digital world that we live in, reliability and efficiency cannot always be promised. Digital electronics are much more susceptible to glitches and the evolution of electronics equipment has opened up the gateway for more power-related issues. Power and grid issues worldwide, coupled with the limitations of current technologies, cause most electronics to be:

- Not protected at all
- Under protected
- Protected at too great of a cost

According to the Electronic Power Research Institute, these daily loss-generating disturbances have been referred to as "the most important concern affecting most industrial and commercial customers". They also cost hundreds of billions of dollars annually to businesses in the United States alone.

### Current Protection Landscape

Historically, electronics power protection choices for office equipment have been limited to either under-functioning surge protectors for aftermarket consumer use or unwieldy and expensive technologies such as UPS, for use by large enterprise systems. Traditionally, UPS technology has proven to be an effective technical solution for power protection. The technology protects against disturbances by physically isolating electronics from the grid and powering them by battery. However, UPSs are prohibitively expensive to acquire, costly to maintain and are increasingly difficult and expensive to dispose of when replaced—which is required every two to four years—bringing about an additional environmental burden these facilities must manage. Because of these limitations, most office electronics equipment is either protected at too great of cost or not protected at all.

### **The Solution**

Atlanta-based Innovolt is an electronics protection leader and first to bridge the gap between the power protection and asset service markets. Cost-effective, highly scalable and integratable, Innovolt's proprietary and patented electronics protection technology is proven to significantly increase product lifespan and reliability. Innovolt's comprehensive technology platform is proven to help electronics equipment last longer and with fewer service interruptions by keeping it safe from the common power disturbances that most often damage electronics. Innovolt's technology guards against damage from 99.5 percent of power interruptions, including infinite voltage and current variations.

Since 2009, Innovolt has successfully provided proven electronics protection for hundreds of millions of dollars of installed systems in the office equipment market. Innovolt offers a wide range of products to the office equipment industry. In real life deployment, Innovolt technology proved to reduce equipment failures by 93 percent, improving reliability and having a significant impact on service calls for customers in the office equipment industry, helping to increase customer satisfaction and brand loyalty.

### **What This Means For The Office Equipment Market**

Innovolt's patented electronics power protection technology can be paired with other technologies to produce highly effective and proprietary products specific to the office equipment market. Innovolt also offers Program Management Services to integrate technology, produce prototypes, and aid in the final production of products.